# **FINTECH DIGITAL CONGRESS**

# **STRATEGIC PARTNERS**



**ATENDE** 







finiata











# **PARTNERS**





















# **SPONSOR**



# **INSURTECH DIGITAL CONGRESS**

**STRATEGIC PARTNERS** 



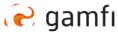




# **PARTNERS**













# TAG YOURSELF AT THE EVENT









13th -14th November 2018 **The Westin Warsaw Hotel** 









**CONGRESS GUIDE** #FINTECH2018 #INSURTECH2018

# CONTENT

Map Of The Program	3
Common Part ENG Agenda	4
FinTech ENG Agenda	4
InsurTech ENG Agenda	6
Participation in Workshops	8
Program PL część wspólna	9
Program PL FinTech	9
Program PL InsurTech	. 11
Program Warsztatów	. 14
About the Congress	. 15
What is FinTech	. 16
FinTech Advisory Board	. 17
What is InsurTech?	. 19
InsurTech Advisory Board	. 20
Partners	. 22
Conference Application	. 34

# **FINTECH DIGITAL CONGRESS INSURTECH DIGITAL CONGRESS**

# INTERPRETATIONS PARTNER TECHNOLOGY PARTNER

**COMMUNITY PARTNER** 







# **HONORARY PATRONAGES**

































# **MAIN MEDIA PATRONAGE**

# **STRATEGIC MEDIA PATRONAGES**



inwestycje:pl





# **MEDIA PATRONAGES**





































### **PARTNERSHIPS**



# **PARTICIPATION ISSUES**

### **CONTACT FOR MEDIA**











Make direct contact with the speakers! Comment, ask, take part in voting and surveys in real time with your smartphone.

# How to join the event with TAP TO SPEAK?

- 1. Enter fintechdigitalcongress.pl/taptospeak into your web browser on your smartphone
- 2. Present yourself and join the event
- 3. Share your thoughts in the text chat

**Show who you are and what you have to say** – Join using Facebook or LinkedIn, or fill out the additional information about your company. **Advertise your brand.** 

We respect your privacy – If you don't want others to see who you are, select the option to add comments anonymously.



# MAP OF THE PROGRAM FINTECH & INSURTECH DIGITAL CONGRESS

DAY 1 - NOVEMBER 13TH 2018 9:00 - 11:20

# INAUGURAL PANEL FINTECH & INSURTECH DIGITAL CONGRESS



11:20 - 12:00 NETWORKING BREAK

12:00 - 15:25



- Future of banking
- Education and organizational culture



- Trends in Insurance
- Aware Consumer And Insurer



15:25 LUNCH

DAY 2 - NOVEMBER 14TH 2018 9:30 - 11:55



Future of Money



- nsur (Tele)medicine
  - Regulations



12:35 - 15:30



- A practical approach for regulations
- Investing



- Technology Trends And Tools
- Start-Ups/Acceleration Programs/Funds
- Insurance HR







# 13th -14th November 2018

The Westin Warsaw Hotel

# DAY I

# **COMMON PART OF THE FINTECH & INSURTECH DIGITAL CONGRESS**

8:30-9:00 Start of registration / morning coffee

9:00-11.20 GO GLOBAL!

9:00-9:25 Re-Evolution: New World of Digital Finance

Official Opening, Presentation of the Chairmen of the FinTech Digital Congress

& InsurTech Digital Congress Advisory Boards

Marcin Petrykowski, Managing Director, S&P Global

Witold Jaworski, CEO, YU!

9:25-9:45 Seamless Future. Looking at the European FinTech sector.

Keynote speech

James Hickson, CEO, MASH Group

9:45-10:05 What is investible? Insurtech.

Keynote Speech

Florian Graillot, Partner, astorya.vc

10:05-10:20 Why has Europe left Polish fintechs behind? (Will someone catch them up?)

Keynote Speech

Krzysztof Domarecki, Creator, Fidiasz EVC

10:20-10:50 Go Global! How did we do it? Practical perspective on global success

Success stories - debate

Speakers

Jarosław Mastalerz, Co-Founder & Managing Partner, mAccelerator Marcin Głogowski, General Manager Central Eastern Europe at PayPal Fernando Zornig, Director Fintech Europe, Plug and Play Tech Center

Marcin Petrykowski, Managing Director, S&P Global, Chairman of the FinTech Digital Congress Congress Advisory Board

### 10:50-11:20 Think Global!

- FinTech & InsurTech action plan
- Landscape of sectors from the international perspective. How do foreign players see us? How do they view the CEE market?
- Global trends

James Hickson, CEO, MASH Group

Ekaterina Mikheeva, Head of EU Business Unit, Yandex.Checkout

Ingmar Stupp, COO, Finiata Germany

Moderator:

Daniel Daszkiewicz, Managing Director, Head of Finetch, Alior Bank

11:20-12:00 Networking Break

# FINTECH DIGITAL CONGRESS

12:00-14:20 FUTURE OF BANKING

12:00-12:20 Current trends in the fintech sector

Introduction

**Sylwester Janik,** FinTech sector expert, General Partner, Cogito Capital Partners

12:20-12:50 Future of banking

Debate

- Open banking
- · New business models
- Change of approach to banking
- FinTechs and banks landscape in Poland
- Neobanks and challenger banks
- · Technologies and tools

# Speakers:

Filip Genov, First Vice President, Head of Special & Strategic Projects, UniCredit Bulbank **Bruno Ferreira**, Managing Director, Alior Bank

Aleksandra Sroka-Krzyżak, Head of Strategy and Projects, PKO Bank Polski Michal Smida, CEO, Twisto

### Moderator:

Dariusz Piotrowski, General Director, Dell EMC

12:50-13:20 Banking 2019. Confrontation of ideas for bank of the

Elevator pitches & debate

Speakers:

Jacek Obłekowski, CEO. Horum Bank

Sławomir Lachowski, CEO. Golden Sand Bank

Moderator:

Robert Stanilewicz, Journalist, TVN\*

13:20-13:35 How to increase commercial business value, thanks to new technology solutions? What brings the biggest benefits? Areas.

Case-study

Marek Talarczyk, COO, Netguru

13:35-13:50 How to boost business growth with Agile & real-time

Case-study

Serge Dushkin, Introhive, UK

13:50-14:20 Enablers of the future banking. Benefits to the financial

- sector Biometrics
  - Case 1. Speech recognition perspectives for banks

Bartosz Ziółko, CEO, Techmo

- Artificial Intelligence
- » Case 2. Artificial Intelligence in saving a new trend on the Polish market

Alan Pilarz, User Experience Manager, IQ Money

- Chatbots
- » Case 3. Conversation as a natural interface. Chatbots in finance from the beginning

Adam Filipowski, CEO Advisero

14:20-15:25 EDUCATION AND ORGANIZATIONAL CULTURE

» 14:20-14:55 Education

14:20-14:30 Cooperation program between the financial sector and university, FinTech Studies

Katarzyna Niewińska, PhD., Faculty of Management, University of Warsaw

14:30-14:55 Education

- Effectiveness of studies in the context of technological revolution
- Higher education model. The duration of education and its market effecti-
- Business plan must learn.

# Speakers:

Michał Pawlik, CEO, SMEO

Martin Zalewski, Digital Transformation and Innovation Expert, Instagram Influencer on Mindfulness — The Mindful Eye

Prof. Katarzyna Śledziewska, Managing Director at DELab University of Warsaw

# Moderator:

Prof. Krzysztof Jajuga, MBA Finance & Technology oraz MBA Digital Transformation, Business School of the Warsaw University of Technology; Chairman of the Board, CFA Society Poland

» 14:55-15:25 Organizational Culture

- How to build an agile culture dynamic culture
- What does the new generation of employees expect?

# Speakers:

. Katarzyna Mierzejewska, Head of People and Culture, Codewise

Anna Panek, Director of the HR and Administration HR & Admin Head, Vivus Finance Piotr Widacki, Managing Diretcor, Bank BGZ BNP Paribas SA

### Moderator:

ota Piotrowska, Head of Peolpe, Netguru Lunch

15:25

notatki:







# TAP TO SPEAK



### **TECHNOLOGY PARTNER**

Tap To Speak is a web-based tool, that allows the event moderator or a speaker to communicate with the attendees of an event in real time. We turn every smartphone in the audience into a microphone. We enable the audience to communicate via audio, text, respond to surveys and polls. We also help the event organizers to identify and collect information about the audience.

# Visa



# STRATEGIC PARTNER

Visa Inc. (NYSE: V) is the world's leader in digital payments. Our mission is to connect the world through the most innovative, reliable and secure payment network - enabling individuals, businesses and economies to thrive. Our advanced global processing network, VisaNet, provides secure and reliable payments around the world, and is capable of handling more than 65,000 transaction messages a second. The company's relentless focus on innovation is a catalyst for the rapid growth of connected commerce on any device, and a driving force behind the dream of a cashless future for everyone, everywhere. As the world moves from analogue to digital, Visa is applying our brand, products, people, network and scale to reshape the future of commerce. For more information, visit www.visaeurope.com, the Visa Vision blog (vision.visaeurope.com), and also @VisaNewsEurope and @Visa\_PL.

# **VIVUS FINANCE**



# STRATEGIC PARTNER

Vivus Finance is a leader, of online consumer finance market in Poland. The company has been founded in 2012. Led by highly skilled managers mostly with executive banking experience. Vivus achieved its success through Innovation. It combines cutting-edge financial technologies, agile working environment and widely established credibility. With portfolio over 4 million loans granted, the Company is one of the largest FinTechs on polish market. Position was build, thanks to the trust, of customers – who appreciated integrity and transparency of the Vivus. Therefore, the company is also among most frequently awarded companies in Poland, both by independed research centers, and customers themselves.





# DAY II

Start of registration / morning coffee

### 9:30-11:55 FUTURE OF MONEY

9:30-9:50 **Evolving payments landscape** 

Introduction

**Dorota Zimnoch**, Founder and Managing Director, ZING Business Consulting; International FinTech & InsurTech Expert

9:50-11:05 SME Clients – the new frontiers for fintech companies Use-cases

Case 1. The Future of Fintech companies dedicated to SME Clients Michał Pawlik, CEO SMEO

Case 2. The online market in the era of new European payment regulations - perspective of BLIK

Dariusz Mazurkiewicz, CEO, Polski Standard Płatności

Case 3. Will humans disappear from lending business in ten years?

Mariusz Zabrocki, Country Manager, Iwoca

# Case 4. From a fintech startup to a stable business

Dariusz Szakradek, President of the Board, NEG

Case 5.

Mark Goldspink, CEO, Al Corporation

# 11:05-11:55 Future of money & cashless society

- · Payments new technologies/new methods
- Apple Pay Why only now?
- Seamless navments
- Future of cash
- Loan market
- Fast online loans and new applications examples
- Loan comparison choice and trust to loaners
- Using technology in microfactoring and factoring

# Speakers:

Maciej Maciejewski, Director Collaboration, Innovation Incubator, Visa Nir Netzer, Founding Partner at Equitech Financial Consulting; FinTech Ninja at FinTech-Aviv; FinTech Innovation Strategist

Mariusz Cholewa Ph.D., CEO, BIK

Mariusz Zabrocki, Country Manager, Iwoca

11:55-12:35 Networking Break

# 12:35-14:05 PRACTICAL APPROACH TO REGULATION

# 12:35-13:05 Regulations. The European Perspective

2 x Keynote Speech

• Lithuania

Sigitas Mitkus, Director of Financial Markets Policy Department, Ministry of Finance,

Leszek Skiba, Under-Secretary of State, Chief Spokesman for Public Finance Discipline, Ministry of Finance

### 13:05-13:40 Debate

- · Fintech regulation and regulatory initiatives
- Where should we go within the Fintech Action Plan: innovation, challengers
- PSD2: Most Fintech Centric Regulation, What conclusions can be made for other regulatory areas?

Sigitas Mitkus, Director of Financial Markets Policy Department, Ministry of Finance, Litwa

Tal Sharon, Managing Director at Equitech Financial Consulting; a Fintech Master at FinTech-Aviv

Leszek Skiba, Under-Secretary of State, Chief Spokesman for Public Finance Discipline, Ministry of Finance

Representative, Alior Bank\*

### Moderator:

Krzysztof Korus Ph.D., Partner, dLK Legal

13:40-13:55 Competition for Open Banking API standards: applications for regulators and suppliers Krzysztof Korus Ph.D., Partner, dLK Legal

# 13:55-15:25 INVESTMENT

13:55-14:10 Investor know-how. How can an investor help

Łukasz Wierdak, Investment Partner PE, MCI Capital

### 14:10-14:20 Accelerator program

Maximilian Schausberger, Program Lead of Elevator Lab, Raiffeisen Bank International AG

14:20-14:35 Financing alone will not guarantee start-ups commercial success. How can innovative technologies introduce into the market and get profit from them?

# Accelerator program

Case study

Tomasz Buczak, Head of Asseco Innovation Hub, Asseco Poland S.A.

# 14:35-15:25 Step by step for investment

# Debate

- · The risks and cost of investment
- Mutual fund recommendations
- Criteria for investment banks
- VC, PE, Angels, Crowdfunding, National Development Programs
- · Functioning of funds on the Polish market and EMEA.

**Stefan Krueger,** VP Investment Bank, Morgan Stanley Robert Ługowski, CobinAngels

Julia Krysztofiak-Szopa, CEO, Startup Poland

Łukasz Wierdak, Investment Partner PE, MCI Capital

# Moderator:

Artur Błasik, President of the Board, inwestorzy.tv

15:25 Lunch

@FinTechInsurTechCongress



@FinTech & InsurTech Digital Congress



\* Materials update: 07.11.2018 The organizer reserves the right to change the agenda.



# 13th -14th November 2018

**The Westin Warsaw Hotel** 

# DAY I

# 12:00-13:50 TRENDS IN INSURANCE

### 12:00-13:05 Trends in insurance

### Dehate

- . The future of the insurance market
- » Current state and perspectives of the insurance market
- » Biggest challenges of the insurance market
- » Polish insurance market compared to the CEE region
- Changes in business models
- Prediction of contributions newest solutions
- New kinds of insurance
- Damage liquidation and a dynamic rise in sales
- How to manage liquidation processes for the clients' fastly growing wallet?
- Dynamic pricing in life insurance

### Speakers:

Florian Graillot, Partner at astorva.vc

Paweł Holnicki-Szulc, General Director, Colonnade Insurance S.A Branch in Poland Mark Robertson, Partner, EY

Marcin Wasikowski, Managing Director of bancassurance and affinity sales, AXA

Dorota Zimnoch, Founder and Managing Director, ZING Business Consulting; International FinTech & InsurTech Expert

### 13:05-13:50 Use cases session

# Case 1. Transformation of claims settlement in the context of a

Bartosz Kolasa, Director of the Strategy Department and Development, AXA

# Case 2. Artificial intelligence in detecting fraud - magic power or just marketing noise?

Marcin Nadolny, Head of Regional Fraud & Security Practice (South EMEA), SAS

### Case 3. Trends in Insurance – Product Focus

Simon Ball, Systemize IT, UK

# 13:50-15:25 AWARE CONSUMER AND INSURER

# 13:50-14:10 Customer experience. Are insurtechs needed?

### Introduction/report

Wojciech Soleniec, Partner, EY

Marcin Bartoszewski, Senior Manager, EY

# 14:10-14:40 Building digital customer relationship

Jesper Ohnemus, Senior Vice President Strategic Business Development, dacadoo

# 14:40-15:10 Client through the insurers eyes and vice versa

- Why is the insurance market so offline?
- How to "catch" a digital client? The digital client is developmental
- International perspective
- Multi-channeling
- » Client here and now
- » How to convince the consumer to insure a house? [awareness, contact channels and distribution]
- » Regulation, legal solutions?
- Consumers don't have trust to insurance companies?
- Why don't we buy insurance via the internet?
- What can the insurance sector do to educate clients?
- How are insurance products provided in the eyes of the client?

Agnieszka Wrońska, President of the Management Board, Link 4

Sławomir Łopalewski, President of the Management Board, PKO Ubezpieczenia Pasquale Saviano, CEO and Founder, Photocert

### Moderator:

Wojciech Soleniec, Partner, EY

# 15:10-15:25 Customer-centric solutions for insurance companies

Carsten Vraa-Jensen, Senior Vice President, Commercial at TIA Technology, Member of the Advisory Board, goBundl

15:25 Lunch

# DAY II

# 9:00-9:30 Start of registration / morning coffee

# 9:30-11:15 (TELE)MEDICINE

# 9:30-10:15 Debate

- · Future of telemedicine
- Where will we be in 5 years?
- Med-tech investment in the future
- Al implementation and machine learning
- Augmented reality AR and VR examples
- Changes in the providing of medical services comparison of the Polish market with other countries
- The influence of telemedicine development in the insurance sector

### Speakers:

Julita Czyżewska, President of the Board, PZU Zdrowie

Iwona Pokwicka, VicePresident of the Board, Medicover

Adam Rozwadowski, Founder of Enel-Med and Fundator / CEO of the Public Health Foundation "Pro Bono"

Anna Rulkiewicz, CEO, Lux-Med

# Moderator:

Marta Kaleńska, CEO, Victor

# 10:15-11:15 Modern medical service market

MedTech and telemedicine implementation in insurtech

Use case session

# Case 1. Artificial Intelligence in preliminary medical diagnosis

- Using Al to analyze patients' symptoms and recommendations of further actions
- Advantages: Reduction of unneeded visits, conversing via teleconsultation, minimalizing the risk of a false diagnosis by supporting the decision-making process of the doctor
- Demonstration
- Examples of implementation

Piotr Orzechowski, CEO, Infermedica

# Case 2. Telemedicine implementation in basic medical care

Andrzej Osuch, Director of Business Transformation Lux-Med

# Case 3. Telemedicine services in patient health management. **Practical examples**

- Trends and chances of risk
- Remote health care in the management of chronic disease
- Profile of patients using remote care Benefits of the implementation of telemedicine
- Anna Szymczak, CEO, Telemedycyna Polska S.A.

Case 4. Advanced diagnostic tools

Lukas Alner, CEO, Diagnose.me

# **PARTNERS**

# **PROFFESCAPITAL**



**PARTNER** 

PROFESCAPITAL (profescapital.pl) is one of the most experienced companies operating on the Polish capital market, offering transaction advisory services dedicated to small and medium-sized enterprises (SME). Our key competence is the ability to assess the value of enterprises which enables us to support our customers in all kinds of capital transactions. We have the status of NewConnect Authorised Adviser and Warsaw Stock Exchange Partner for SME companies. PROFESCAPITAL provides comprehensive services in the field of capital transactions such as public offerings (IPO's and SPO's) and private placements, as well as the introduction of companies to listing on Warsaw Stock Exchange's main market and NewConnect alternative market. We also offer advisory services in mergers and acquisitions. Since the beginning of the company in 2002 PROFESCAPITAL conducted (for its customers) transactions for a total amount exceeding 660 million PLN. Since 2009 PROFESCAPITAL has been a parent company of the Capital Group, which includes ABAK SA (company listed on the NewConnect (abak.com.pl) that provides outsourcing services (finance and accounting), and REDWOOD sp. z o.o. (redwoodpr.pl) that specialises in the area of investor relations and public relations. Skilled team of PROFESCAPITAL Group, counting more than 100 individuals, annually supports more than 800 SME customers.

# **SMEO**



STRATEGIC PARTNER

SMEO is an online innovative invoice-finance factoring company in the Financial Technology (FinTech) sector. We are a 7-digit funded independent scaleup with a goal to help small and medium-sized enterprises (SMEs) to manage their cash flow challenges by unlocking working capital through instant payments of their invoices. In this way, we can assure increased safety of their business transactions. Using the power of Big Data, artificial intelligence (Al), machine learning and automated data driven algorithm scoring technology, we can establish credit histories for so-called "thin file" and "underbanked" credit seekers and provide them the capital they need. Our business model contains two primary approaches. We offer an end-to-end service that uses flexible multi-channel distribution, with an innovative approach to digital marketing. Secondly, we are open to cooperation with partners such as traditional banks, financial institutions, telecoms, and IT companies, the companies that offer product dedicated for small and medium enterpraices. Our system design allows for modular integration with partners, giving them the ability to add SMEO's online factoring to their service portfolios without much effort. And that's way we are going to Hannover Messe to meet new business partners (this is a unique opportunity for us) Our aim is to be the leading SME factoring service within the Polish market. But more than this, we set our sights on expansion throughout the Central and Eastern European region (CEE). We see huge, untapped potential here, and a growing need for factoring services designed for small and medium-sized enterprises. SMEO's technological efficiencies place us in a strong position relative to competing entities and lending schemes, but to leverage these efficiencies, we require business partners to help us with our expansion goals. SMEO, as a disruptive FinTech innovator, is in the development phase of the first Polish factoring system based on Blockchain technology. We operate on principles of self-management, wholeness, diversity and performance-based teamwork where decisions are made at the frontline level. Our communication is based on peer relationships and mutual trust. The company was founded in Dec 2016 in Warsaw, Poland by a team of experienced professionals backed by a leading Polish investor.









DAY II

# 13th -14th November 2018

### **The Westin Warsaw Hotel**

# NARODOWY FUNDUSZ GWARANCYJNY



### **PARTNER**

NFG is an innovative financial institution in FinTech sector that provides online factoring services. NFG's mission is to provide micro-enterprises with easy innovative and web based financial solutions, supporting their current activity and development. NFG is a part of Kaczmarski Group, which offers a wide range of services supporting Polish entrepreneurs in everyday business. NFG's eFaktoring is the first online factoring operating on the Polish market. It is a unique & innovative solution dedicated to micro-enterprises. eFaktoring combines factoring with innovative technology solutions, what guarantees fast, easy, convenient and secured access to the service. It allows micro-enterprises immediate exchange of single invoices with extended due date for cash within the renewable factoring limit. Thanks to this entrepreneurs can maintain their financial liquidity and develop their businesses .

Thanks to its unique product concept and proved market recognition eFaktoring NFG received an award from Gazeta Finansowa in the category: "The best product for SME 2018". eFaktoring also received an "Order Finansowy 2017" – a prize for the products which are perfectly suited to the needs of small and medium enterprises, awarded by the "Home & Market".

President of the Management Board is Dariusz Szkaradek.

# POLSKI STANDARD PŁATNOŚCI



BLIK is the first widely available mobile payment system created in Poland, launched, developed and managed by PSP (Polski standard Płatności). The company is owned by six Polish banks, (Alior Bank, Bank Millennium, Bank Śląski, mBank, PKO Bank Polski and Santander Bank Polska). Through the client base of the PSP shareholders, BLIK is available to almost all banking customers in Poland. The system has been designed to allow new banks and financial companies operating in the country to quickly get on board. BLIK is now also available to clients of Getin Bank, BGŻ BNP Paribas, Raiffeisen Polbank, Credit Agricole, Pekao SA, Orange Finanse and T-Mobile Usługi Finansowe. The launch of BLIK has been a breakthrough moment on the way to establish a unified, widespread mobile payment standard scheme using state of the art technologies. The openness to collaborate with other financial institutions on equal grounds creates a perspective for rapid development of the system and steady growth of a network of merchants accepting mobile payments through a smartphone. This guarantees the system's ability to offer a wide range of transaction possibilities to all BLIK users: payments online and in stores, ATMs withdrawals and deposits, as well as money transfers to a telephone number.



# 11:15-11:55 REGULATIONS

### 11:15-11:55 Debate

- Regulation as the driving force of the insurtech sector
- How are technology regulations influencing insurtech in Poland and
- Influence of a different cultural point of view
- GDPR:
- changes for the consumer
- Experience of recent months
- Influence on the functioning of the company
- F-privacy

Kazimierz Krupa, Dyrektor Zarządzający, Kancelaria Drawbridge, Olczak i Wspólnicy Katarzyna Sosin, Director, Billon Financial Ltd.

Katarzyna Bogusławska, Partner Carter Lemon Camerons\* Representative, Bacca\*

### Moderator:

Radzym Wójcik, Editor-in-chief, Korporacyjnie.pl

11:55-12:35 Networking Break

# 12:35-13:45 TECHNOLOGY TRENDS AND TOOLS

### 12:35-13:45 Technology trends and tools

Use case session

### Case 1. Image recognition

Javier Mira, Co-founder & CEO, FacePhi

# Case 2. Biometrics in the digital signing process

Marek Obuchowicz, Sales Manager Digital ID, Idemia

# Case 3. Insurance and Blockchain

Michał Legumina, Head of R&D, Atende SA

# Case 4. Bot which recognizes damage

Agnieszka Antol, Senior Manager, Department of Development and Maintenance of Systems, Warta

# 13:45-14:50 START-UPs/ACCELERATION PROGRAMS/FUNDS

### 13:45-14:00 How did I build an insurtech? Success story

Speech

Cezary Świerszcz, CEO, Bacca

# 14:00- 14:15 When does a start-up become attractive for an investor?

**Zygmunt Grajkowski,** Managing Partner, Giza Polish Ventures

# 14:15-14.30 Acceleration programs in UK

Case study

Hamish Anderson, CEO, Money Mover

# 14:30-14:50 Start-ups/Acceleration Programs/Funds

- · Acceleration programs, labs and innovation implementation in insurance
- Start-up cooperations large companies
- Systematization of knowledge on cooperation between corporations and start-ups, showing mutual expectations and cooperation models
- Who is revolutionizing the insurance market: experienced TU's or start-ups?
- · Advantages and restrictions of start-ups and cooperations in the implementation of innovation
- Antagonism or cooperation?
- · Examples from the Polish market

### Speakers

Przemysław Kuśmierek, CEO, MIGAM.org

Carsten Vraa-Jensen, Senior Vice President, Commercial at TIA Technology.

Member of the Advisory Board, goBundl

Robert Pechholz, Corporate Partnerships Manager Insurtech Munich, Plug&Play

### Moderator:

Karol Król, CEO, Crowdfunding.pl

### 14:50-15:30 INSURANCE HR

# 14:50-15.05 New ways of managing Human Resources - the perspective of the traditional insurer vs insurtech

Agnieszka Paszkiewicz, Chief HR Officer, Nationale Netherlanden Bartłomiej Roszkowski, CEO, mFind

### 15:05-15:30 Insurance HR

### Debate

- Why is work in insurance not sexy?
- Organizational culture
- Agile and nimble methods
- · Recruiting talents and data scientists
- What should insurers do, to be able to build a future cadre?
- What does the new generation of employees expect?
- Implementation of robotization in the back-office. Where is the robot and where are the employees – trend of the future
- » How to keep employees of the XYZ generation, to they would not be scared of robotization and want to educate themselves?

### Speakers:

Agnieszka Balcerska, HR Director, Link 4

Marek Kaszczyc, VP, Country Manager, Xceedance

Agnieszka Paszkiewicz, Chief HR Officer, Nationale Netherlanden

# Moderator:

Piotr Mazurkiewcz, Partner HRK

15:30 Lunch

@FinTechInsurTechCongress



@FinTech & InsurTech Digital Congress



\* Materials update: 07.11.2018 The organizer reserves the right to change the agenda.

# **PARTNERS**

10:00-10:20

Man Overboard! How not to lose human perspective in your business?

Case study

Elżbieta Żórawska-Gałuszka, Innovation Design Manager, Alior Bank

10:20 - 11:20

Learn how to run Design Thinking to deliver customer-led innovation

and sustainable value Case study and workshop

**Martin Zalewski,** Digital Transformation and Innovation Expert, Instagram Influencer on Mindfulness — The Mindful Eye

11:20 - 11:40

Experience of "a senior start-up"



Michał Pawlik, CEO. SMEO

Case study of investors – What are we doing/Who are we looking for

11:40 - 12:00



Maciej Balsewicz, President of the Management Board, bValue Angels VC

12:00 – 12:20 Case study



Maciej Gnutek, Investment Associate, Innovation Nest

12:20 - 12:40





• Types of financing and the source of gaining capital for development Acceleration programs

Paweł Bochniarz, Board Member, MIT Enterprise Forum Poland, Fundacja Przedsiębiorczości Technologicznej

12:40 - 13:05

# Let's Fintech with PKO Bank Polski!





**Grzegorz Pawlicki,** Director of the Office of Innovation and Customer Experience, PKO Bank Polski



Kamil Łatka, Department of Strategy and Innovation, Innovation Bureau, PKO Bank Polski

13:05 - 13:30

# How to scale successfully

Case + O&A



**Dorota Zimnoch,** Founder and Managing Director, ZING Business Consulting; International FinTech & InsurTech Expert



Katarzyna Bogusławska, Partner, Carter Lemon Camerons

13:30 - 13:50

# Mentoring – it's not only about the money...

Diana Koziarska, CEO, co-founder ReaktorX, Ambassador Startup Poland

13:50 - 14:10

Networking



# **INWESTYCJE.PL**

# inwestycje:pl

# STRATEGIC MEDIA PATRONAGE

Inwestycje.pl S.A. has existed on the Polish Internet media market since 2004. The company is the owner and publisher of Grupa Mediowa Inwestycje.pl, which is created by portals from the Business / Finance / Law category. From November 24, 2010, Inwestycje.pl S.A. is listed on the NewConnect market (WSE share market). 0.5 million users read us monthly, generating around 3,000,000 views. The Group's largest websites are Inwestycje.pl, Waluty.com and Kantory.pl

# **IWOCA**



iwoca offers flexible credit to small businesses across Europe, allowing them to take advantage of opportunities previously only available to their larger peers. From placing larger stock orders to bridging cashflow gaps, finance helps power our customer's growth. We launched iwoca in 2012 and have already grown into one of Europe's leading fintech lenders. More startup than financial institution, we use technology to eliminate the cost and complexity associated with traditional business finance. That means we offer instant decisions and have no upfront fees, no lengthy forms and no long-term commitments. Most importantly technology has allowed us to build a revolutionary risk model that understands any small business based on its trading data. Take an online retailer for example - analysing customer feedback scores, seasonal trends and profit margins helps us to predict the company's future health. In fact we look at thousands of data points for every applicant to make fair lending decisions, instantly, iwoca is the Alternative Commercial Lender of the Year, the Fintech Lender of the Year and has the Best Analytics in Lending according to Credit Awards.

# MASH



STRATEGIC PARTNER

Mash has been at the forefront of fintech innovation since 2007. We leverage our advanced proprietary algorithms, machine learning capabilities and automated platform to deliver superior finance and payments solutions to thousands of customers every day. We work hard for a future powered by technology, making every transaction seamless, flexible and worry-free. Mash is originating from Finland and today is one of Europe's leading fintech companies. Mash operates also in Poland. Company currently offers loan in the form of renewable limit under Euroloan brand. More info: www.mash.com













DZIEŃ I

# 13-14 listopada 2018

# **IDEMIA**



IDEMIA is the global leader in Augmented Identity for an increasingly digital world, with the ambition to empower citizens and consumers alike to interact, pay, connect, travel and vote in ways that are now possible in a connected environment. Securing our identity has become mission critical in the world we live in today. By standing for Augmented Identity, we reinvent the way we think, produce, use and protect this asset, whether for individuals or for objects. We ensure privacy and trust as well as guarantee secure, authenticated and verifiable transactions for international clients from Financial, Telecom, Identity, Public Security and IoT sectors. With close to \$3 billion in revenues and 14,000 employees around the world, IDEMIA serves clients in 180 countries.

# INDOS/ADVISERO



**PARTNER** 

Firma kompleksowo zajmująca się strategią oraz wdrożeniami zaawansowanych chatbotów na polskim rynku. Jedną z ostatnich realizacji jest PaniAla - asystentka finansowa o kompetencjach tysiąca doradców. Spółka nieustannie próbuje przesunąć granicę tego, co możliwe z wykorzystaniem sztucznej inteligencji obecnie przygotowując się do popularyzacji interfejsów głosowych w Polsce w 2019 roku.

# **INTROHIVE**



Introhive is the leading Relationship Intelligence Platform for Financial Services Firms. Financial Services Firms rely on relationships to keep clients and grow their businesses. Introhive is proven to deliver digital and cultural transformation by automating mundane data entry and information cleansing in CRM. The solution's patented relationship intelligence platform is helping organisations surface, enrich, automate and sync information from email and disparate systems into CRM. How Introhive helps is to analyse external activities to make it easier to identify "who knows who" across the business. Introhive will automatically map, score and share client insights across the firm to identify new opportunities for warm introductions, cross-selling or up selling opportunities. The net outcome is higher quality information in CRM, greater access to insights shared via pre-meeting reports and less time spent adding and maintaining information in CRM.

# **INWESTORZY.TV**



# STRATEGIC MEDIA PATRONAGE

Inwestorzy.tv is a news network founded by Artur Błasik in Poland. Inwestorzy.tv targets millennials and distributing own broadcasts on platforms such as youtube, facebook and twitter. inwestorzy.tv broadcasts live daily from the floor of the Warsaw Stock Exchange covering financial markets, business, new products, technologies and services.







# CZEŚĆ WSPÓLNA **FINTECH & INSURTECH DIGITAL CONGRESS**

8:30-9:00 Rozpoczęcie rejestracji/poranna kawa

# 9:00-11.20 GO GLOBAL!

# 9:00-9:25 Re-Evolution: New World of Digital Finance

Uroczyste otwarcie. Wystąpienie Przewodniczących Rad Programowych FinTech

Digital Congress & InsurTech Digital Congress

Marcin Petrykowski, Managing Director, S&P Global

Witold Jaworski, CEO, YU!

# 9:25-9:45 Seamless Future. Spojrzenie na europejski sektor

### fintechowy

Keynote speech

James Hickson, CEO, MASH Group

9:45-10:05 What is investible? Insurtech

Keynote Speech

Florian Graillot, Partner, astorya.vc

# 10:05-10:20 Dlaczego Europa odjechała polskim fintechom? (Czy ktoś ją jeszcze dogoni?)

Keynote Speech

Krzysztof Domarecki, Twórca, Fidiasz EVC

### 10:30-10.50 Go Global! How did we do it?

Sucess stories debate

Practical perspective on global succes

# Prelegenci:

Jarosław Mastalerz, Managing Partner, mAccelerator Marcin Glogowski, General Manager Central and Eastern Europe at PayPal

# Fernando Zornig, Director Fintech Europe, Plug and Play Tech Center

Marcin Petrykowski, Managing Director, S&P Global, Przewodniczący Rady Programowej FinTech Digital Congress

# 10:50-11:20 Think Global!

- FinTech&InsurTech action plan
- · Lanscape sektorów z perspektywy międzynarodowej. Jak widzą nas zagraniczni gracze? Jak patrzą na rynek CEE?
- Ogólnoświatowe trendy

### Preleaenci:

James Hickson, CEO, MASH Group

Ekaterina Mikheeva, Head of EU Business Unit, Yandex.Checkout Ingmar Stupp, COO, Finiata Germany

Daniel Daszkiewicz, Managing Director, Head of Finetch, Alior Bank

# 11:20-12:00 Przerwa netwokingowa

# FINTECH DIGITAL CONGRESS

### 12:00-14:20 FUTURE OF BANKING

# 12:00-12:20 Bieżace trendy w sektorze fintech

Wprowadzenie

Sylwester Janik, Ekspert sektora fintech, General Partner, Cogito Capital Partners

# 12:20-12:50 Future of banking

- Open bankingNowe modele biznesowe
- Zmiana podejścia do bankowości
- Fintechý i baňki landscape w Polsce
- Neobanki i challanger banki
- Technologie i narzędzia

# Prelegenci:

Bruno Ferreira, Managing Director, Alior Bank

Filip Genov, First Vice President, Head of Special & Strategic Projects, UniCredit Bulbank Aleksandra Sroka-Krzyżak, Dyrektor Departamentu Strategii, PKO

#InsurTech2018

Michal Smida, CEO, Twisto

Moderator:

#FinTech2018

vski, Dyrektor Generalny, Dell EMC

**The Westin Warsaw Hotel** 

# 12:50-13:20 Banking 2019. Konfrontacja pomysłów na bank

Elevator pitches & debate

### Prelegenci:

Sławomir Lachowski, Założyciel, Golden Sand Bank

Jacek Obłękowski, Założyciel, Horum Bank

### Moderator:

Robert Stanilewicz, Dziennikarz TVN\*

13:20-13:35 How to boost business growth with Agile & real-time data?

Case-study

Marek Talarczyk, COO, Netguru

13:35-13:50 Driving Positive Business Outcomes Through **Relationship Capital** 

Case study

Serge Dushkin, Introhive, UK

# 13:50-14:20 Enablers of the future banking. Korzyści dla podmiotów

# sektora finansowego (3x case study)

- Biometria
- » Case 1. Rozpoznawanie mowy perspektywy dla banków Bartosz Ziółko, CEO, Techmo
- Artificial Intelligence
- » Case 2. Sztuczna Inteligencja w oszczędzaniu nowy trend na polskim rynku

Alan Pilarz, User Experience Manager, IQ Money

- Chatboty
- Case 3. Konwersacja jako nasz naturalny interfejs. Chatboty w finansach od kuchni.

Adam Filipowski, CEO, Advisero

# 14:20-15:25 EDUKACJA I KULTURA ORGANIZACYJNA

» 14:20-14:55 Edukacja

# 14:20-14:25 Programy współpracy sektora finansowego z uczelniami. Studia "fintechowe"

Wprowadzenie

dr Katarzyna Niewińska, Katedra Systemów Finansowych Gospodarki, Wydział Zarządzania, Uniwersytet Warszawski

### 14:25-14:55 Edukacia

# Debata

- Efektywność studiów w kontekście rewolucji technologicznej
- Model studiów wyższych. Czas trwania edukacji a jej efektywność rynkowa
- Biznes plan must learn

# Prelegenci:

Prof. Katarzyna Śledziewska, Dyrektor Zarządzający w DELab Uniwersytet Warszawski

Martin Zalewski, Diaital Transformation and Innovation Expert, Instagram Influencer on Mindfulness — The Mindful Eye

# Moderator:

**Prof.** Krzysztof Jajuaa, MBA Finance & Technology oraz MBA Digital Transformation. Szkoła Biznesu Politechniki Warszawskiej; Prezes Zarządu, CFA Society Poland

» 14:55-15:25 Kultura organizacyjna

Jak budować kulturę agile'ową – kultura dynamiczna

• Czego oczekuje nowe pokolenie pracowników?

Katarzyna Mierzejewska, Head of People and Culture, Codewisee

Anna Panek, Dyrektor Pionu HR i Administracji HR & Admin Head, Vivus Finance Piotr Widacki, Dyrektor Zarządzający odpowiedzialny za Pion Transformacji Cyfrowej, Bank BGŻ BNP Paribas SA

# Moderator:

wska, Head of Peolpe, Netguru

15:25 Lunch DZIEŃ II

9:00-9:30 Rozpoczęcie rejestracji/poranna kawa

### 9:30-11:55 FUTURE OF MONEY PŁATNOŚCI, POŻYCZKI, WINDYKACJA

# 9:30-9:50 Evolving payments landscape

Wprowadzenie

Dorota Zimnoch, Założycielka i dyrektor zarządzająca ZING Business Consulting, międzynarodowy ekspert branży fintech&insurtech

9:50-11:05 SME Clients – the new frontiers for fintech companies Use-cases

Case 1. The Future of Fintech companies dedicated to SME Clients Michał Pawlik, CEO SMEO

Case 2. Rynek online w dobie nowych europejskich regulacji płatniczych - perspektywa BLIKA

z Mazurkiewicz, Prezes Zarządu, Polski Standard Płatności

Case 3. Czy ludzie znikną z branży kredytowej w ciągu dekady? Mariusz Zabrocki, Country Manager, Iwoca

Case 4. Od fintechowego startupa do stabilnego biznesu

Dariusz Szkaradek, Prezes Zarządu, NFG

Case 5. Al w decyzjach kredytowych

Mark Goldspink, CEO, Al Corporation

# 11:10-11:55 Future of money & cashless society Debata

- Płatności nowe technologie/nowe metody
  - Apple Pay dlaczego dopiero teraz?
  - Seamless payments
- · Future of cash
- Rvnek kredytowy
  - · Szybkie pożyczki on-line i nowe aplikacje przykłady
- Porównywarki pożyczek pewność wyboru i zaufanie dla pożyczkodawcy
- Wykorzystanie technologii w mikrofaktoringu i faktoringu
  - Al i boty w ściąganiu należności

### Prelegenci:

dr Mariusz Cholewa, CFO, BIK

Maciej Maciejewski, Director Collaboration, Innovation Incubator, Visa Dariusz Mazurkiewicz, Prezes Zarządu, Polski Standard Płatności

Nir Netzer, Founding Partner at Equitech Financial Consulting; FinTech Ninja at FinTech-Aviv; FinTech Innovation Strategist

### Moderator:

Mariusz Zabrocki, Country Manager, Iwoca

11:55-12:35 Przerwa networkingowa

# 12:35-14:05 PRAKTYCZNE PODEJŚCIE DO REGULACJI

# 12:35-13:05 Regulacje. perspektywa europejska Keynote speech 2x

Litwa

Sigitas Mitkus, Director of Financial Markets Policy Department, Ministry of Finance,

Leszek Skiba, Podsekretarz Stanu, Główny Rzecznik Dyscypliny Finansów Publicznych, Ministerstwo Finansów

# 13:05-13:40 Miejsce regulacji w Fintech

- · Dotychczasowy rozwój Fintech, a inicjatywy regulacyjne
- W którą stronę powinny iść dalsze działania w Fintech Action Plan: innowacja, challengers, standaryzacja?
- PSD2: Most Fintech Centric Regulation. Jakie wnioski dla innych obszarów regulacji?

# Prelegenci:

Mitkus, Director of Financial Markets Policy Department, Ministry of Finance, Litwa

Leszek Skiba, Podsekretarz Stanu, Główny Rzecznik Dyscypliny Finansów Publicznych, Ministerstwo Finansów

Tal Sharon, Managing Director at Equitech Financial Consulting; a Fintech Master at FinTech-Aviv

Przedstawiciel, Alior Bank\*

### Moderator:

dr Krzysztof Korus, Partner, dLK Legal

13:40-13:55 Konkurencja standardów API Open Banking: wnioski dla regulatorów i dostawców

dr Krzysztof Korus, Partner, dLK Legal

# 13:55-15:25 INWESTOWANIE

# 13:55-14:10 Inwestorskie know-how. Jak inwestor ma pomóc?

Speech

Łukasz Wierdak, Investment Partner PE, MCI Capital

# 14:10-14:20 Accelerator program

Maximilian Schausberger, Program Lead of Elevator Lab, Raiffeisen Bank International AG

14:20-14:35 Programy akceleracyjne. Samo finansowanie nie gwarantuje start-upom komercyjnego sukcesu. Jak innowacyjne technologie wprowadzić na rynek i pozyskiwać z nich dochód?

Tomasz Buczak, Head of Asseco Innovation Hub, Asseco

### 14:35-15:25 Step by step dla inwestycji

# Debata

- Ryzyko i koszty inwestycji
- Wzajemna rekomendacje funduszy
- Kryteria dla banku inwestycyjnego
- VC, PE, Angels, Crowdfunding, National Development Programs
- Funkcionowanie funduszy na Polskim rynku i EMEA

### Prelegenci:

Robert Ługowski, Managing Partner, CobinAngels Julia Krysztofiak-Szopa, CEO, Startup Poland Stefan Krueger, VP Investment Bank, Morgan Stanley Łukasz Wierdak, Investment Partner PE, MCI Capital

# Moderator:

Artur Błasik, Prezes Zarządu, inwestorzy.tv Lunch

15:25

\* Aktualizacja Programu 07.11.2018 r. Organizator zastrzega sobie prawo do zmian w Agendzie.

# **PARTNERS**

# **FINIATA**



STRATEGIC PARTNER

Finiata is a dynamically growing fintech with na which offers a service microfractoring - silent factoring with recourse for the SME sector and freelancers. The contractors of Finiata's clients are not informed that their supplier uses external financing. Client decides how long does it want to finance the invoice. After receiving the payment, client gives back payment to Finiata. This factoring product perfectly fits to Polish reality where companies have already earned money, but due to the delays or in connection with the general trend of "not paying on time" they must wait for payment. Thanks to Finiata's microfactoring they receive money immediately. In fact, Finiata's microfactoring is a business service that allows clients to maintain the financial liquidity of the company. Finiata uses artificial intelligence to credit risk assessment. The system takes into account evn 10,000 control points. After granting the factoring limit, the client can enter invoice to the system and set the financing period for each of them (30/60 days). The system that fintech uses requires just 3 minutes to analyze an invoice and about 3 hours for the entire transfer proces cash client. Finiaty has already acquired 16,000 customers in 15 months.

# **GAMFI**



Gamfi was created in response to the problem of lack of commitment among employees and customers. On the basis of psychological mechanisms taken from video games Gamfi platform changes people's behavior to be desired by employers and pursues any business goals on the basis of commitment. We are passionate about games and observing the emotions accompanying cooperation and competition we have built a company whose application is equally engaging in the business sphere. Gamfi offers a platform (responsive website) to which the customer is given access and can manage it independently using their own content. The platform enables building user engagement paths, thanks to which you can accomplish any business goals. Gamfi platform can be successfully used for enlargement of sales results or any other business indicators; Education with company strategy, products, values and organizational culture, tools and systems (digitization, multichannel, CRM), sales techniques and customer service quality standards, communication, procedures; onboarding employees; engaging participants in events and conferences; increase productivity through wellbeing programs; improve the image of the employer - employer branding; research and surveys among employees and managers.

# **HEYKA CAPITAL PARTNERS GROUP**



STRATEGIC PARTNER

Heyka Capital Markets Group provides a unique US/Poland investment team that focuses on investing in early stage CEE companies with global potential and connects them to Silicon Valley's unparalleled investment ecosystem. We identify promising companies and enroll them in capital and support programs offering strategic advice of a team with unusually deep operational experience and global track record. We invest in companies exploiting deep core mega tech trends, especially Smart Cities, Big Data Analytics, Blockchain, IoT/IoE, AI/ ML, VR/MR/AR, Robotics. Since 1990 in rapidly changing market conditions, Heyka Capital Markets Group enables businesses to accelerate growth and scale globally (international contacts), improve liquidity (management accounting, cash conversion cycle supervision, financing), strengthen corporate culture (corporate governance, best practices), boost productivity (option plans and incentive programs), and increase flexibility (global market research, tracking and predicting trends). HCM focuses on acquisitions, mergers and disposals of companies providing clients with various forms of financing from equity, mezzanine to senior debt and derivatives. It offers strategic advisory, board participation to coaching.









dLK Legal is a modern legal practice with a practice focus centred around the financial and new technologies sector, providing assistance in regulatory, transactional and litigation matters. dLK specialises in advising banks, payment service providers, investment funds and firms on the insurance market, and companies in the IT sector, and clients and entities with which they do business. We provide assistance to entities which are subject to regulation for instance with respect to banking and payment services law, compliance issues, AML, corporate law, IT and personal data protection law, and consumer law. Specialists at the firm advise on the implementation of numerous projects which combine elements of banking and new technologies, taking part in work on key innovations in the financial sector, such as implementation of third-party provider access, Blockchain's distributed ledger, and universal immediate payments. In connection with membership of the network World IT Lawyers, and in collaboration with the European Payments Consulting Association (EPCA), we handle numerous cross-border projects. Experts at dLK participate in "Blockchain and cryptocurrency" streaming works conducted at the Ministry of Digitisation as part of the "from a Paper to a Paperless Poland" scheme. Lawyers at dLK also participated in work on a report on the "Study Impact of the PSD" and "Principles, Definitions and Model Rules of European Private Law" for the European Commission. Lawyers at the firm have authored numerous publications, legal analyses and commentaries, and speak at prestigious sector events in Poland, Europe, the US, and Asia. They also share their knowledge and many years of experience in their work as academic lecturers.

# **ETRONIKA**



We develop smart solutions for financial institutions and retail and work with companies that want to be a step ahead in the rapidly advancing worlds of banking, payments, and retail.

Our product basket for financial institution or insurance:

- \*Digital Banking BANKTRON, an omnichannel digital-banking platform places you a step ahead in the FinTech world by enabling you to serve your clients seamlessly.
- \*Loan Origination BANKTRON Loans is an innovative platform for financial institutions that supports transparent and flexible credit origination processes for all type of customers.

# EY



# STRATEGIC PARTNER

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

For more information about our organization, please visit ey.com/pl











# 13-14 listopada 2018 **The Westin Warsaw Hotel**

# DZIEŃ I

# 12:00-13:50 TRENDY W UBEZPIECZENIACH

### 12:00-13:05 Debata

- Przyszłość rynku ubezpieczeniowego
- » Stan obecny i perspektywy rynku ubezpieczeniowego
- » Największe wyzwania rynku ubezpieczeniowego
- » Polski rynek ubezpieczeniowy na tle regionu CEE
- · Zmiany w modelach biznesowych
- Prognozowanie składek najnowsze rozwiązania
- Nowe rodzaje ubezpieczeń
- Likwidacja szkód a dynamiczny wzrost sprzedaży
- Jak zarządzać procesem likwidacji dla szybko rosnącego portfela klientów?
- · Dynamic pricing w ubezpieczeniach na życie

### Prelegenci:

Florian Graillot, Partner at astorya.vc, Francja

Paweł Holnicki-Szulc, Dyrektor Generalny, Colonnade Insurance S.A Oddział

Mark Robertson, Partner, EY

Marcin Wąsikowski, Dyrektor zarządzający sprzedażą bancassurance i affinity, AXA

Dorota Zimnoch, Założycielka i dyrektor zarządzająca ZING Business Consulting, międzynarodowy ekspert branży fintech&insurtech, UK

### 13:05-13:50 Sesja use-casów

# Case1 Transformacja likwidacji szkód w kontekście wojny cenowej

Bartosz Kolasa, Dyrektor Departamentu Strategii i Rozwoju, AXA

# Case 2 Sztuczna inteligencja w wykrywaniu nadużyć – magiczna moc, czy tylko marketingowy szum?

Marcin Nadolny, Head of Regional Fraud & Security Practice (South EMEA), SAS

# **Case 3 Trends in Insurance - Product Focus**

Simon Ball, Systemize IT, UK

# 13:50-15:25 ŚWIADOMY KONSUMENT I ŚWIADOMY UBEZPIECZYCIEL

# 13:50-14:10 Customer experience: Czy InsurTechy są potrzebne?

### Wprowadzenie/raport

Wojciech Soleniec, Partner, EY

Marcin Bartoszewski, Senior Menadżer, EY

# 14:10-14:40 Building digital customer relationships

Jesper Ohnemus, Senior Vice President Strategic Business Development, dacadoo

# 14:40-15:10 Klient okiem ubezpieczyciela i ubezpieczyciel okiem

# Debata

- Dlaczego rynek ubezpieczeń jest wciąż tak bardzo offlinowy?
- Jak "złapać" klienta digitalowego?
- Klient digitalowy jest rozwojowy
- Perspektywa międzynarodowa
- Multi-chanelling
- » Klient tu i teraz
- » Jak przekonać konsumenta do ubezpieczenia mieszkania? [świadomość, kanały dotarcia i dystrybucji]
- » Regulacje, rozwiązania ustawowe?
- Konsumenci nie mają zaufania do firm ubezpieczeniowych?
- Dlaczego nie kupujemy ubezpieczeń przez internet?
- Co może zrobić sektor ubezpieczeniowy, aby wyedukować klientów?
- Jak w oczach klienta dostarczane są produkty ubezpieczeniowe?

# Prelegenci:

Agnieszka Wrońska, Prezes Zarządu, Link 4

Sławomir Łopalewski, Prezes, PKO Ubezpieczenia

Pasquale Saviano, CEO and Founder, PhotoCert

### Moderator:

Wojciech Soleniec, Partner, EY

# 15:10-15:25 Customer-centric solutions for insurance companies

Carsten Vraa-Jensen, Senior Vice President, Commercial at TIA Technology, Member of the Advisory Board, goBundl

15:25 Lunch



# 13-14 listopada 2018 The Westin Warsaw Hotel

# DZIEŃ II

:30-9:00 Rozpoczęcie rejestracji/poranna kawa

# 9:30-11:15 (TELE)MEDYCYNA

### 9:30-10:00 Debata

- Przyszłość telemedycyny
- » Dokąd zmierzamy w perspektywie 5 lat?
- Med-tech inwestycje w przyszłość
- Zastosowanie Al i machine learning
- Rozszerzona rzeczywistość przykłady AR i VR
- Zmiana modelu świadczenia usług medycznych porównanie rynku polskiego z i innymi krajami
- · Optymalizowanie kosztów leczenia
- Wpływ rozwoju telemedycyny na branże ubezpieczeniową

### Prelegenci:

Julita Czyżewska, Prezes zarządu, PZU Zdrowie

Iwona Pokwicka, VicePresident of the Board, Medicover

Adam Rozwadowski, Założyciel Enel-Med i Fundator/CEO Fundacji Zdrowia

Publicznego "Pro Bono"

Anna Rulkiewicz, CEO, Lux-med

### Moderator:

Marta Kaleńska, CEO, Victor

# 10:15-11:15 Współczesny rynek usług medycznych. MedTech i zastosowania telemedyczne w insurtechu

Sesja use casów

# Case 1. Sztuczna inteligencja we wstępnej diagnostyce medycznej

- Wykorzystanie AI do analizy objawów pacjenta i rekomendacji dalszego postępowania
- Korzyści: redukcja niepotrzebnych wizyty, konwersja na telekonsultacje, zminimalizowanie ryzyka błędnej diagnozy poprzez wsparcie procesu decyzyjnego lekarza
- Demonstracia
- Przykłady wdrożeń

Piotr Orzechowski, CEO, Infermedica

# Case 2. Zastosowania telemedyczne z zakresu podstawowej opieki medycznej

Andrzej Osuch, Dyrektor ds. Transformacji Biznesowej Lux-med

# Case 3. Usługi telemedyczne w zarządzaniu zdrowiem pacjenta. Praktyczne przykłady

- Trendy i szanse rynkowe
- · Zdalna opieka medyczna w zarządzaniu chorobą przewlekłą
- Profile pacjentów korzystających ze zdalnej opieki
- Korzyści z zastosowania telemedycyny

Anna Szymczak, CEO, Telemedycyna Polska SA

# Case 4. Advanced diagnostic tools

Lukas Alner, CEO, Diagnose.me BV

### 11:15-11:55 REGULACJE

# 11:15-11:55 Regulacje

### Debata

- Jak regulacje techologii wpływają na insurtech w Polsce i zagarnicą?
- Wpływ innego spojrzenia kulturowego
- RODO czy zmieniło coś z punktu widzenia konsumenta?
- Wpływ na funkcjonowanie firmy
- e-privacy

### Prelegenci:

Kazimierz Krupa, Dyrektor Zarządzający, Kancelaria Drawbridge, Olczak i Wspólnicy Katarzyna Sosin, Dyrektor, Billon Financial Ltd.

Katarzyna Bogusławska, Partner Carter Lemon Camerons\*

Representative, Bacca\*

### Moderator:

Radzym Wójcik, Redaktor, Korporacyjnie.pl

11:55-12:35 Przerwa networkingowa

# 12:35-13:45 TRENDY TECHNOLOGICZNE I NARZEDZIA

### 12:35-13:45 Sesia use casów

# Case 1. Image recognition

Javier Mira, Co-founder & CEO, FacePhi

# Case 2. "Biometria w procesie podpisu cyfrowego"

Marek Obuchowicz, Sales Manager Digital ID, Idemia

# Case 3. Ubezpieczenia a blockchain

Michał Legumina, Head of R&D, Atende SA

### Case 4. Bot, który rozpoznaje szkody

Agnieszka Antol, Starszy Kierownik, Wydział Rozwoju i Utrzymania Systemów, Warta

# 13:45-14:50 START-UPY/PROGRAMY AKCELERACYJNE/FUNDUSZE

# 13:45 -14:00 Jak zbudowałem insurtech? Success story

Speech

Cezary Świerszcz, CEO, Bacca

# 14:00- 14:15 Kiedy start-up staje się atrakcyjny dla inwestora?

Case stud

**Zygmunt Grajkowski**, Managing Partner, Giza Polish Ventures

### 14:15- 14:30 Programy akceleracyjne w Wielkiej Brytanii

Case study

Hamish Anderson, CEO, Money Mover

### 14:30-14:50

### Debata

- Program akceleracyjne, lab i wdrażanie innowacji w firmach ubezpieczeniowych
- Współpraca startup duża firma
- Usystematyzowanie wiedzy nt. współpracy między korporacjami a startupami, pokazanie wzajemnych oczekiwań oraz modeli współpracy.
- Kto zrewolucjonizuje rynek ubezpieczeniowy: dojrzałe TU czy start-upy?
- » Przewagi i ograniczenia start-upów i korporacji we wprowadzaniu innowacji
- » Antagonizm czy współpraca?
- » Przykłady z polskiego rynku

# Prelegenci:

Przemysław Kuśmierek, CEO, MIGAM.org

Carsten Vraa-Jensen, Senior Vice President, Commercial at TIA Technology, Member of the Advisory Board, goBundl

**Robert Pechholz**, Corporate Partnerships Manager Insurtech Munich, Plug&Play Tech Center

### Moderator:

Karol Król, CEO, Crowdfunding.pl

# 14:50-15:30 UBEZPIECZENIOWY HR

# 14:50- 15:05 Nowe sposoby zarządzania kadrami – perspektywa tradycyjnego ubezpieczyciela vs. insurtech

# Fire-chat

Aleksandra Paszkiewicz, Chief HR Officer, Nationale Nederlanden Bartłomiej Roszkowski, CEO, mFind

# **PARTNERS**

# **CALLPAGE**



PARTNER

CallPage - is an international technology company operating in the ICT market, which created a platform which helps companies increase sales and improve contact with customers via the website. Tool CallPage, help companies improve conversion on the page and the number of phone sales up to 75%. The main product CallPage is a widget for corporate website. After the installation of widget, the algorithm tracks user behavior on the website. CallPage measures time spent by customer on the site, frequency and many other parameters to help determine whether the user is a potential customer. When the system detects a potential customer displays his proposal to encourage rapid contact with the consultant. After entering the customer your phone number to the widget system CallPage makes the company automatically calls back to the customer in less than 30 seconds. As a result, the number of phones from and sales to grow by up to 75%. CallPage for this moment uses 1,000 companies from twenty different countries, including Orange, PWC, Toyota and other companies. The main customers of CallPage are companies in the telecommunications, medical and automotive industries. Among the investors of the company can be found, such polish businessmens as Marian Owerko (Bakalland), Rafal Brzoska (InPost) and Tomasz Misiak (Work Service) CallPage employees have competence in the field of customer service, online marketing, webdesign, programming, conversion optimization and telephone sales. By combining the experience of team members, as well as the use of Internet technologies, CallPage gained a strong position, not only on the Polish market and but also at international and now is a leader among the companies that provide this type of service.

# CROWDFUNDING



MAIN MEDIA PATRONAGE

Crowdfunding.pl is a leading polish medium established in 2010. It is not only the source of knowledge and news but also a community built around innovations on financial markets, including FinTech, InsurTech and alternative finance. It promotes new means of access to funding for creative projects and SMEs.

# Dell EMC



STRATEGIC PARTNER

Dell EMC, a part of Dell Technologies, enables organisations to modernise, automate and transform their data centers using industry-leading converged infrastructure, servers, storage and data protection technologies. This provides a trusted foundation for businesses to transform IT, through the creation of a hybrid cloud, and transform their business through the creation of cloud-native applications and big data solutions. Dell EMC services customers across 180 countries – including 98 percent of the Fortune 500 – with the industry's most comprehensive and innovative portfolio from edge to core to cloud.









# INTERPRETATIONS PARTNER

Bireta Professional Translations is a Warsaw-based translation agency which for 16 years has been providing translation and interpreting services for the power industry, transport, infrastructure, IT, telecommunications, law, and finance. Bireta adheres to the ISO 17100 standard, which specifies the requirements for high-quality translation services. We are also a member of the Polish Association of Translation Companies and only work with the best translators who are experts in their particular field. Thanks to the Information Security Management System compliant with the ISO 27001 standard, we guarantee security and confidentiality of all information. Bireta Professional Translations specializes in handling large-scale projects which require translation of as many as several thousand pages per month. We employ a two-stage quality control system, whereby the translated text is always checked by a second translator and proof reader. We also have many years of experience in providing comprehensive interpreting services for conferences, training, and business meetings. Bireta's clients include: Asseco Poland S.A., Atende S.A., Avaya Poland Sp. z o.o., Budimex S.A., CMS Cameron McKenna Dariusz Greszta sp. k., Domański Zakrzewski Palinka sp.k., GE Poland Sp. z o.o., Indra Sistemas Polska Sp. z o.o., Infovide-Matrix S.A., Kapsch Sp. z o.o., MEDCOM Sp. z o.o., Mitsubishi Hitachi Power Systems GmbH, Polimex - Mostostal S.A., Scada International Sp. z o.o., Siemens Sp. z o.o., Strabag Sp. z o.o., T-matic Systems S.A.

For more information please go to www.bireta.pl

# **BIURO INFORMACJI KREDYTOWEJ**



# **STRATEGICPARTNER**

BIK Group is the main source of credit and business information in Poland. It collects and provides information on the manner in which market participants - individual persons and economic entities - comply with their credit-related and financial obligations. The BIK Group operates for the benefit of the entire Polish banking sector enabling to exchange information with the banking sector as well as with entrepreneurs operating in all branches of the market. The use of comprehensive data of the BIK Group is a standard solution in all business processes. The BIK Group consists of Biuro Informacji Kredytowej S.A. (Credit Information Bureau) and Biuro Informacji Gospodarczej InfoMonitor S.A. (Economic Information Bureau Info Monitor). Biuro Informacji Kredytowej S.A. has been operating since 1997. It collects and provides information on the credit history of banks and SKOKs customers, i.e. from the entire credit market in Poland. Offering the country's largest collection of data concerning individual customers and entrepreneurs, also that related to non-bank loans, BIK has information about approx. 146.2 million accounts belonging to 24.2 million individual clients, as well as credit history information of 1.2 million businesses, farmers and other entities, including 733,000 micro enterprises, in its database. BIK enables individual customers to monitor their own credit history via the www. bik.pl web portal. BIK Alerts, in turn, protect them against credit fraud or untimely loan repayments. BIK applies the stringiest data collection and processing standards and operates in accordance with strict regulations of the Banking Law and the Personal Data Protection Act. For over a decade, BIK has been an active member of the international Association of Consumer Credit Information Suppliers (ACCIS), being the world's largest organization of credit information suppliers. Biuro Informacji Gospodarczej InfoMonitor (BIG InfoMonitor), in existence since 2003, maintains Rejestr Dłużników BIG (BIG Debtor Register). Pursuant to the Act on Disclosure of Business Information and Exchange of Economic Data, it cooperates with companies representing all branches of the economy, offering support to micro entrepreneurs, as well as to large corporations. While maintaining its Register, BIG InfoMonitor collects, stores and provides economic information on overdue debt, as well as on untimely payments of individuals and businesses. It also provides access to the data bases of Biuro Informacji Kredytowej (Credit Information Bureau) and Związek Banków Polskich (Polish Banking Association), participating in a platform that enables information to be exchanged between banks and other sectors of the economy. It also offers tools enabling the banking sector and entrepreneurs to verify creditworthiness of clients and counterparties, and supports them in collecting overdue payments. BIG InfoMonitor is a banking sector subsidiary of its main shareholder - via Biuro Informacji Kredytowej.













# 13-14 listopada 2018 **The Westin Warsaw Hotel**

# DZIEŃ II

### 15:05-15:30 Debata

- Dlaczego praca w ubezpieczaniach nie jest sexy?
- Kultura organizacyjna
- Agile i zwinna metodyka
- · Rekrutowanie talentów i data scientists
- Co powinni robić ubezpieczyciele, aby zbudować sobie przyszłą kadrę?
- Czego oczekuje nowe pokolenie pracowników?
- Wpływ robotyzacji na back-office. Gdzie jest robot, gdzie pracownicy trend
- Jak utrzymać pracowników z generacji XYZ, aby nie bali się robotyzacji a chcieli się dokształcać?

ndra Paszkiewicz, Chief HR Officer, Nationale Nederlanden Agnieszka Balcerska, HR Director, Link 4 Marek Kaszczyc, VP, Country Manager, Xceedance

### Moderator:

Piotr Mazurkiewcz, Partner, HRK

15:30 Lunch

> \* Aktualizacja Programu 07.11.2018 r. Organizator zastrzega sobie prawo do zmian w Agendzie.

#FinTech2018 #InsurTech2018

# **PARTNERS**

10:00 -10:20

Man Overboard! How not to lose human perspective in your business?



Elżbieta Żórawska-Gałuszka, Innovation Design Manager, Alior Bank

10:20 - 11:20

Learn how to run Design Thinking to deliver customer-led innovation and sustainable value

Case study and workshop

**Martin Zalewski,** Digital Transformation and Innovation Expert, Instagram Influencer on Mindfulness — The Mindful Eye

11:20 - 11:40

Experience of "a senior start-up"



Michał Pawlik, CEO. SMEO

Case study of investors – What are we doing/Who are we looking for

11:40 - 12:00



Maciej Balsewicz, Prezes Zarządu, bValue Angels VC

12:00 - 12:20 Case study



Maciej Gnutek, Investment Associate, Innovation Nest

12:20 - 12:40

Case + O&A



• Rodzaje finansowania i źródła pozyskiwania kapitału na rozwój

Programy akceleracyjne

Paweł Bochniarz, Board Member, MIT Enterprise Forum Poland, Fundacja Przedsiębiorczości Technologicznej

12:40 - 13:05

Let's Fintech with PKO Bank Polski!



Case + O&A

Grzegorz Pawlicki, Dyrektor Biura Innowacji i Doświadczeń Klienta, PKO Bank Polski



Kamil Łątka, Departament Strategii i Innowacji, Biuro Innowacji, PKO Bank Polski

13:05 - 13:30

How to scale successfully



**Dorota Zimnoch,** Założycielka i dyrektor zarządzająca ZING Business Consulting, międzynarodowy ekspert branży fintech&insurtech



Katarzyna Bogusławska, Partner, Carter Lemon Camerons

13:30 - 13:50

Mentoring – it's not only about the money...



Diana Koziarska, CEO, co-founder ReaktorX, Ambassador Startup Poland

13:50 - 14:10 Networking





# **BACCA**



**PARTNER** 

Bacca is an innovative company that combines new technologies with insurance and finance. The company was founded in 2011 and since then it has become the leader in insurance premium financing in Poland. Working closely with insurance agents, brokers and carriers Bacca helps individuals and businesses buy better coverage and spread the cost of insurance by paying smaller regular instalments. Understanding customers' needs on one hand and insurers' constraints on the other Bacca gradually innovates the way insurance is priced and sold. Bacca applies technology to traditional insurance processes and products transforming them to meet customers' and intermediaries' requirements. Bacca introduced among others: convenient monthly payments, personalized video messages to onboard new customers and to renew existing contracts, Bacca Risk Index to enhance insurance pricing based on online customer credit scoring and launched a telematics insurance project that it will market in 2017. With around 100 thousands customers Bacca is probably the biggest InsurTech company in Poland.

# **BABACO.TV**



STRATEGIC MEDIA PATRONAGE

Babaco.tv is an independent television powered by Inwestorzy.tv. We tell all about blockchain, cryptocurriences, ICO listing and new crypto projects to invest. Our guests are businessmen, economists and start-ups from the world of crypto market.

# **BIG INFO MONITOR**



STRATEGIC PARTNER

Biuro Informacji Gospodarczej InfoMonitor (BIG InfoMonitor), in existence since 2003, maintains Rejestr Dłużników BIG (BIG Debtor Register). Pursuant to the Act on Disclosure of Business Information and Exchange of Economic Data, it cooperates with companies representing all branches of the economy, offering support to micro entrepreneurs, as well as to large corporations. While maintaining its Register, BIG InfoMonitor collects, stores and provides economic information on overdue debt, as well as on untimely payments of individuals and businesses. It also provides access to the data bases of Biuro Informacji Kredytowej (Credit Information Bureau) and Związek Banków Polskich (Polish Banking Association), participating in a platform that enables information to be exchanged between banks and other sectors of the economy. It also offers tools enabling the banking sector and entrepreneurs to verify creditworthiness of clients and counterparties, and supports them in collecting overdue payments.

BIG InfoMonitor is a banking sector subsidiary of its main shareholder - via Biuro Informacji Kredytowej







# **PARTNERS**

# **ABAK**



# **PARTNER**

ABAK PLC (abak.com.pl) is a Polish outsourcing company, specializing in professional and comprehensive accounting, tax and HR-payroll services, provided for sole proprietorships, private partnerships and legal entities. ABAK also provides financial and tax advisory services. Services provided by the company are subject to the supervision of the tax advisor and the bookkeeping certified staff. ABAK has been operating on the Polish market since 1993. At present, it supports over 800 business entities with different business profiles, including public listed entities (i.e.preparation of stock market reports), entities requiring reports to parent companies (incl. foreign ones) and special entities like Investment Funds. ABAK has 7 branches located in Olsztyn, Lodz, Legnica, Ełk, Wroclaw and two in Warsaw. The company employs over 100 professional accountants. In 2010, the company debuted publicly on the NewConnect (an alternative market of Warsaw Stock Exchange).

# **ASSECO**



STRATEGIC PARTNER

Asseco Poland is the biggest Polish IT company floated on the Warsaw Stock Exchange and the sixth software producer in Europe. It leads the international Asseco Group that is operating in 53 states with workforce of over 24 thousand people. Creating software for banks is one of the key areas of Asseco Poland's activity; the company offers solutions that correspond with the latest trends of the world baking. Thanks to the gained experience and competences, Asseco has implemented its IT solutions (core baking engine) in over 800 banks.

# **ATENDE**

ATENDE

STRATEGIC PARTNER

Atende S.A. is one of the leading IT companies in Poland, listed on the Warsaw Stock Exchange since 2012. For over25 years, it has been implementing technologically advanced IT projects. The company specializes in the integration of IT infrastructure (including networks, computing systems, data centers, security), as well as services (including IT design and consulting, maintenance and servicing of systems, IT outsourcing, and cloud computing). Atende is also a capital group, which consists of eight subsidiaries offering their own solutions in software and IT services. Their areas of specialization include: innovative software for distribution of multimedia content, intelligent metering of power networks and cyber security systems (Atende Software), real time operating system and software for embedded systems (Phoenix Systems), electronic systems design (OmniChip), management software for local government and central administration (Sputnik Software), IT solutions for the healthcare sector (Atende Medica), modern IT maintenance services (TrustIT), data analysis in Big Data technology (Energy Data Lab) and consulting and programming (A2 Customer Care).

For more information visit www.atende.com





Thank you, first of all for hosting me here. Part of Israel market uniqueness is that the Israeli start-ups are, focusing on opportunities in global vibrant markets. Only about 10% of the Israeli Startups are providing services to the Israeli market. It could be Poland, India, China, US, Australia. This is even more relevant for FinTech startups that are looking to collaborate with Financial institutions to penetrate new markets. Equitech has put in its agenda to become a voice of Israeli FinTech in Poland, connecting the Polish and the Israeli ecosystem, bridging the Israeli Startups with Polish Financial Institutions. Poland is very interesting both because financial institutions are open to implementing new innovation, and due to rising interest from Israeli FinTech Startups to penetrate Poland as a jumping point to CEE."

Tal Sharon, Managing Partner, Equitech Financial Consulting





#FinTech2018

I'm under a great impression of the level of substantive content and the range of topics oft he conference. 've learnt a lot and met many professionalists who I have not seen for years during this conference. I'm watch with pride and admiration on what has happened in Poland over the past six years, when I had the occasion to work mostly on the Asian market and I am pleased that Poland is following the latest trends which are present both in the European market and the global market."

Sonia Wędrychowicz- Horbatowska, Adjunct Professor, National University of Singapore







@FinTech & InsurTech Digital Congress







Marcin Petrykowski - Chairman of the Advisory Board FinTech, Managing Director, S&PGlobal

# 13-14 listopada 2018

Banks and Insurance 13%

Technology companies 26%

**Public Institutions 12%** 

Payment and loan companies 13%

Start-Ups 14% Investment 10%

Legal and Consulting Firms 11%

**The Westin Warsaw Hotel** 



# 13-14 listopada 2018

**The Westin Warsaw Hotel** 

# **ADVISORY BOARD**



**Julita Czyżewska** Chairman of the Board, PZU Zdrowie



Artur Derwiszyński Member of the Scheme Management Board, European Payments Council



Michał Góra President of the Management, Alfavox



Leszek Hajkowski President of the Management Board, Hollo



Nember of the Board,



Andrzej Jarczyl CEO, UNIQA TU in 2010-2017



Kaleńska-Jaśkiewicz President of the Management Board, Victor



Partner, Head of the advisory group in the sector of new technologies, telecommunications and media in Central and Eastern Europe, KPMG



**Grzegorz Kuliszewski** Financial Services ESU Manager at IBM Polska



Maciej Malenda Innovation and New Business Director, Medicover



Rafał Mosionek Vice President, Member of the Management Board at Compensa Towarzystwo Ubezpieczeń S.A., Vienna Insurance Group



Piotr Nawrocki CEO, iTUran Europe



**Vojciech Rabiej** Senior Advisor, PwC



Bartłomiej Roszkowski CEO, MFind



Adam Rozwadowski
Founder of Enel-Med
and Fundator / CEO
of the Public Health
Foundation "Pro Bono"



Anna Rulkiewicz President of the Management Board, Grupa Lux Med



Rafał Stankiewicz Vicepresident of The Management Board, COO, Warta



**Paweł Sujecki** Prezes Zarządu, ProService Finteco



Matgorzata Ślepowrońska Vice-President of the Management Board, Ubezpieczeniowy Fundusz Gwarancyjn



CEO, Bacca



Marcin Warszewski Managing Director, Allianz



Andrzej Wasilewski President of the Management Board, Superpolisa.pl



Paweł Wieczyński CEO, PiLab SA



Agnieszka Wrońska President of the Management Board, Link4



# What is FinTech?

Digitalization, technological progress, anticipation of changing digital consumer demands, innovative business models, regulatory changes and market consolidation of services are fueling the dynamic development of the fintech industry, which is increasingly affecting the current and future arrangements of the financial services market.

The enormous potential of this relatively young sector, in addition to creating a new value, also enlivens traditional players by stimulating them to better address the growing needs of modern consumers.

FinTech Digital Congress is an exclusive forum for the exchange of ideas and the establishment of strategic partnerships



market needs, these and other issues will also be addressed

during the forthcoming 4th edition of the congress.

#FinTech2018 #InsurTech2018 www.fintechdigitalcongress.com #FinTech2018 #InsurTech2018 www.fintechdigitalcongress.com





# 13-14 listopada 2018

**The Westin Warsaw Hotel** 





**ADVISORY BOARD** 

# 13-14 listopada 2018

**The Westin Warsaw Hotel** 

Honorary Chairman

Management Board,

President of the

of the Advisory Board;

# **ADVISORY BOARD**



Witold Jaworski Chairman of the Advisory Board, CEO, YU!



Daniel Arak Co-founder & Member of the Management Board, ITMAGINATION



Maciej Bryłka Site Leader, Guidewire



Jacek Byliński President of the Management Board, CUK



President of the Management Board, D.A.S., Legal Protection Insurance Company



**Andrew Hope** Management Board Vice President, Salesbook



CEO,

Michał Jackowiak ecom.software



Tomasz Jakubczyk Director of Alternative Banking Channels Department, Bank Ochrony Środowiska Ś.A.



Voiciech Kamiński CEO, Kundi



Marek Kaszczyc VP, Country Manager, Xceedancé



Tomasz Kozłowski Technology Development Manager Skysnap



Dariusz Kożuch Vice-President of the Management Board, Vsoft



**Marat Nevretdinov** CEO, Grupa Ubezpieczeniowa Europa



iotr Orzechowski CEO,



General Director, Dell EMC Poland



Jan Grzegorz Prądzyński resident of the Management Board, Polish Chamber of nsurance



Chief Executive Officer and co-owner of UNILINK SA



Przedsiębiorca Financial



President of the Management Board, Generali Towarzystwo Ubezpieczeń



**Wojciech Soleniec** EY Partner,



President of the Management Board, Atende



Jakub Tabedzki FO. Clorce/Enegive



Aarcin Tabedzki artner at Be Poland Think, Solve & Execute



resident of the Management Board, Atena S.A.



Marek Zefirian President of the Management Board, Starter24



Piotr Zesiuk President of the Management Board, MM Conferences



President of the Management Board,

Kraiowa Izba

CEO, Polish

Development Fund

CEO, Partner, FinAi

Rozliczeniowa S.A.



-Founder nd Board Member, ITMAGINATION

Honorary Chairman

inTech, President

of the Management

Board, MCI Capital

of the Advisory Board



bValue Angels VC

Honorary Chairman

Management Board,

President of the

PKO Bank Polski

of the Advisory Board;



resident of the Management Board, ING Bank Śląski

mBank



CMO, Finiata



McKinsev Digital Vice President, McKinsey & Company

Head of Asseco

Poland S.A.

Innovation Hub, Asseco

Vice-President of the

Management Board,

Founder and head of

the Selena Group's

Supervisory Board,

creator of Fidias EVC

Beyond.pl



Head of Digital Banking, Retail Advisor, Gulf International Bank



Wonga Poland

CEO, Rothschild Polska



President of the Management Board,

Bank



President of the

Management, BGŻ BNP

Director of Alternative

Banking Channels

Department. Bank Ochrony

Środowiska Ś.A



Head of Industry, Financial Services,



CEE, SAP



Member of the Supervisory Board, Zentrum Rozliczeń Elektronicznych Polskie ePłatności S.A.



Senior Partner. Managing director, Group



o-Founder & VP of Buisness Development of The Heart Warsaw

CEO, Founder,

Xchanger



Vice President of the Management Board, Cinkciarz.pl



President of the

Management, Alfavox



Board Member, Microsoft



General Manager, Poland and Hungary,



13-14 listopada 2018

**The Westin Warsaw Hotel** 

# mmc polska



Witold Jaworski - Chairman of the Advisory Board, CEO, YU!

# 13-14 listopada 2018 **The Westin Warsaw Hotel**

Insurance 27%

Investment 9%

Payments 5%

**Public Institutions 7%** 

Consulting/Legal 14%

Other 8%

HR 2% Start-Ups 4%

Technology companies 24%

# **ADVISORY BOARD**



eneral Manager, PayPal Northern & Central Europe



<mark>Marta Krupińsk</mark>a Founder, Astarte /entures



Financial Services ESU Manager at IBM Poland



CFO. Coinfirm Blockchain Lab





Consulting



lanaging Partner,



CEO, Vivus Finance in 2012-2017



o-Founder, CEO,



eneral Director Dell



Head of Google Campus Warsaw



Management Board

esident of the

Management Board,

roService Finteco

ice President of the

PKO Bank Polski in 2011-2016



EO & Co-Founder, G2A.COM



o-Founder & CEO, JETGURU.



irector, Billon Financial



he head of the upervisory Board, BitBay



President of the Management Board, NEG S A



Member of the CFO, PayU EMEA





President of the Management Board



egional Business rector CEE. oogle



Managing Director Strategy and Digital ivision, PKO Bank

ce President,

seco Poland



Managing Director, Head of Technology Transformation Consumer and Community Bank at JPMorgan Chase







ountry Manager, NOCa

President of the

Vivus Finance

Management Board



Investment Partner Private Equity, MCI Capital



resident of the Nanagement Board, Bank Pocztowy



resident of the anagement Board, MM Conferences S.A.

# What is InsurTech?

Will the insurtech industry and the customization of digital customer services as well as technological innovations become a threat to the insurance market or will they provide traditional players with the tools to grow their businesses and create a cohesive environment? The InsurTech Digital Congress is an elitist meeting of key insurtech industry participants that leads to a discussion and presentation of case studies analysing trends and priorities in the insurance industry. The Congress conceives a place for common ideas exchange and

funds and public administration representatives. Previous editions have met a wide interest in presented topics such as: insurance trends in telematics, biometrics or blockchain technology. With the growing technological awareness of the customer, the increasing role of mobile & Internet channels and automation of business processes, the continuation of the InsurTech

Digital Congress will help to estabcreation of innovations among lish meaningful strategic partnertraditional insurers, start-ups, IT ships on the Polish market through companies, investors, investment international experiences. #FinTech2018 #InsurTech2018 www.fintechdigitalcongress.com #FinTech2018 #InsurTech2018