

November 22-23 2016  
The Westin Warsaw Hotel

# FinTech Digital

CEE Congress



**FINTECH**  
**GALA**  
**AWARDS**

**CONFERENCE MATERIALS**

[www.fintechdigitalcongress.com](http://www.fintechdigitalcongress.com)

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ATENDE

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## STAY UPDATE!



### » AGENDA

UCREATE A CALENDAR OF YOUR FAVORITE PANELS



### LIVE QUESTIONING «

ASK A QUESTION TO SPEAKERS

### » NETWORKING

ESTABLISH BUSINESS RELATIONSHIP



### MAPS WITH GPS «

LET US INVITE YOU TO THE PLACE

### » SURVEY

LEAVE FEEDBACK



### MEDIA «

CHECK OUT ADDITIONAL MATERIALS

## GET STARTED NOW IT'S ONLY 2 STEPS!

### » 1. FIND AND DOWNLOAD APPLICATION „MMC POLSKA” IN GOOGLE PLAY OR APP STORE

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FOR SYSTEM



### » 2. OPEN APPLICATION AND CHOOSE CONFERENCE ICON

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# What is Fintech?



FinTech Digital Congress CEE will be the exclusive forum for exchanging ideas key players and the creators of dynamically growing Fintech industry:

- Representatives of mature financial sector,
- Start-ups and companies challenging the traditional business models,
- Investors, private equity funds and capital market.

Digitization, technological progress, innovative business models, unifying services market drives the dynamic development of the Fintech industry, having wider and wider impact on the current or future financial services market. The huge potential of this relatively young

sector, in addition to creating new value, revives the traditional players by encouraging them to better address the growing needs of modern consumers.

The need to effectively connect ideas with capital anticipation of changing customer requirements of digital professionalization of services, changes in laws and regulations created the need for a neutral platform for the exchange of experience, presentation of solutions, implementation of best business practices and technology transfer between key market players and its new entities. Ago primarily dedicated to the FinTech Digital Congress CEE.

## Target group:



- 1) investors - private equity, venture capital, crowd funding, individual investors
- 2) banks
- 3) startups
- 4) loan companies
- 5) payment institutions
- 6) insurance companies
- 7.) technology companies
- 8) law firms and consulting companies



# Advisory Board



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CEO,  
bValue Angels VC



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Head of IM,  
Samsung Electronics Polska

# Day I

**8:30 – 9:00**

Registration and morning coffee

**9:00 – 9:15**

**Opening ceremony of FinTech Digital Congress CEE and BIG DATA: Think Big CEE Congress:**

**Tomasz Czechowicz**, Chairman of the Advisory Board, Managing Partner, MCI Capital

**Maciej Witucki**, Chairman of the Advisory Board, President of the Supervisory Board, Orange Polska, President of the Management Board, Work Service S.A.

**9:15 – 9:45**

**The occurrence of the Guest of Honor**

**Jeffrey Tijssen**, Head of FinTech & Digital Partnerships, Capco

**9:45 – 11:00**

**Use of information available through the BIG DATA within the Fintech model.**

The Inaugural Panel of FinTech Digital Congress CEE and Big DATA: Think Big CEE Congress

- Decentralized database - practical aspect applications
- Big Data analytics and process improvement in scoring - whether financial products become faster and more accessible?
- „Customer Centricity” vs modern analytical solutions - challenges in implementing
- Social scoring - when he knocks on the Polish financial institutions?
- Cognitive computing – how will affect the model work in the financial sector?
- External sources of information about customers and their use with system - class Data Management Platform - a prelude revolutionary change? The extent to which the collection and processing of anonymous Internet users translate into customer acquisition?
- As a service - how Big Data model service will affect the financial services?

**Moderator:**

**Tomasz Lechowicz**, Data Analytics Manager, ZenithOptimedia Group Poland

**Panelists:**

**Sebastian Christow**, Director of Department of Electronic Economy, Ministry of Economic Development

**Karol Okoński**, Undersecretary of State, Ministry of Digitization

**Jarosław Mastalerz**, Vice President for Operations and Informatics, mBank

**Artur Waliszewski**, Regional Business Director CEE, Google

**Mariusz Chochołek**, President of the Management Board, Integrated Solutions

**Paweł Kuskowski**, Co-Founder, Coinfirm Lab

**11:00 – 11:45**

Coffee break

**11:45 – 12:05**

**Introduction to Fintech – identification of concepts, subjects and areas.**

**Digital disruption in finance**

**Franciszek Hutten-Czapski**, Senior Partner, Managing Director, Boston Consulting Group

**Robert Stanikowski**, Partner, Managing Director, Boston Consulting Group

**12:05 – 12:15**

**Introduction to Fintech – identification of concepts, subjects and areas.**

**Markus Schmaus**, Senior Director, Financial Services, S&P Global Ratings

**12:15 – 12:20**

Questions from audience

**12:20 – 13:45**

**Adaptation and transformation of Fintech with traditional financial market participants**

- Banking and Fintech - cooperation or rivalry?
- Positioning in the banking sector: client, competitor or supplier of capital?
- What makes the traditional financial sector an excellent platform for adaptive solutions from fintech sector?
- The future of the traditional financial sector - the transformation or adaptation?
- Customer experience, personal experience, creating value for the customer/user
- Design thinking
- Risk assessment - how to manage risk in the fintech model? Scoring models
- How to not lose customer for Fintech? Banking adjustment to the newest clients' needs

**12:20 – 12:45**

**Why banks can't afford to ignore FinTech anymore**

**Dorota Zimnoch**, International FinTech and InsurTech Industry Expert

**12:45 – 13:45**

**Discussion Panel**

**Moderator:**

**Katarzyna Siwek**, Director of the PR and Analyses Office, Idea Bank

**Panelists:**

**Małgorzata Szturmowicz**, Member of the Management Board, Financial Director Idea Bank, Host

**Lukas Dzuroska**, Country Manager, Nordics, Baltics, Poland, Turkey, Georgia, Emfa

**Roman Durka**, Vice-president of the Management Board, Sygnity

**Artur Wiza**, Managing Director, Asseco Poland

**Tomasz Motyl**, Chief Innovation Officer, Alior Bank

**Andrzej Powierża**, Equity analyst, Citi

**Damian Zozula**, Digital Marketing Director, 4Finance

**13:45 – 14:05**

**Fintech today and in the future: Success in spite of or thanks regulations?**

- The current regulatory environment and upcoming news: where the next opportunities for FinTech
- What to expect from the state administration
- Is the time comes for „regtech”

**Dr Krzysztof Korus**, Partner, dIK Korus

**14:05 – 15:15**

**Fintech today and in the future - how to win business in the new regulatory environment?**

- To build or to buy – development of Fintech companies through incubators or by applying premade solutions
- Together or separately – creation and adaptation of joint solutions by existing market players or competition against external entities
- The carrot or the stick – regulatory encouragement for innovative enterprises or maintenance of the status quo
- Locally or regionally – Polish backyard or export of Polish solutions outside the country
- What chance and what threats – the business effects of the introduction of Directive PSD 2

**14:05 – 14:15**

**Introduction presentation for discussion**

**Andrzej Bassara**, Product Development & Strategy Director, PayU S.A.

**14:15 – 15:25**

**Discussion Panel**

**Moderator:**

**Miłosz Brakoniecki**, Member of the Management Board, Obserwatorium.biz

**Panelists:**

**Andrzej Bassara**, Product Development & Strategy Director, PayU S.A.

**Dariusz Paczewski**, Head of Digital Innovations Office, Bank Zachodni WBK

**Adrian Kurowski**, Director Visa Europe of Poland

**Jerzy Zdrojewski**, Legal Adviser, Allen & Overy

**Jędrzej Iwaszkiewicz**, Head of Business Development, Co-funder, D-Raft

**15:25 – 16:25**

Lunch

# Day II

**8:30 – 9:00**

Registration and morning coffee

**9:00 – 9:05**

Opening 2nd day of congress

**9:05 – 10:30**

**Models and best practices of financing and project scaling Fintech**

- Available sources of funding - advantages and disadvantages
- The increase in the valuation of the subsequent stages of financing
- Smart money and scale Fintech projects
- To what level of start-up can count on financing? How to support start-ups in the global market?
- Alternative lending – chance to improve the quality of services?
  - Fundraising platform
  - Equity crowdfunding

**9:05 – 9:15**

Introduction presentation for discussion

**Sylwester Janik**, Associate Partner, Management of compartment MCI, TechVentures 1.0

**9:15 – 9:30**

Introduction presentation for discussion

**Andrzej Budzik**, CEO, Dotpay

**9:30 – 10:30**

**Discussion Panel**

**Moderator:**

**Tomasz Lechowicz**, Data Analytics Manager, ZenithOptimedia Group Poland

**Panelists:**

**Tomasz Czechowicz**, Chairman of the Advisory Board, Managing Partner, MCI Capital, Host

**Michał Panowicz**, Chief Product and Information Officer, KrediTech

**Jerzy Bartosiewicz**, Investment Director, Krajowy Fundusz Kapitałowy

**Aleksander Naganowski**, News Business Development Director, MasterCard Europe

**Andrzej Budzik**, CEO, Dotpay

**Szymon Gałkowski**, Partner, Head of the Financial Services Practice, Kocharński Zięba i Partnerzy

**Marcin Hejka**, President of the Management Board, Intel Capital

**10:30 – 10:45**

**Introductory presentation: Online customer lending development: markets and products.**

**Creamfinance case study.**

**Adam Dąbrowski**, President of the Management Board, Creamfinance Poland

**10:45 – 11:00**

**Tax incentives and restrictions for fintech activities on financial markets**

**Aneta Saramak**, CEO, Arena Tax

**11:00 – 12:15**

**New areas of finance digitization and simplification - the ecosystem to digitize Fintech market**

- Lending platform and payment as key areas of value creation in the Fintech
- Digital transformation – middle office system effectiveness
- The growing role of technology in daily transactions... Who will gain?
- E-commerce market in Poland
- Currency Exchange and price management in e-commerce – is the world a global village now?
- Is blockchain redefining the perception of the value and functions of money?
- The challenges posed by payment systems by businesses operating globally

**11:00 – 12:00**

**Discussion Panel**

**Moderator:**

**Marcin Krzączkowski**, Co-Founder & Board President, Institute Fintech

**Panelists:**

**Piotr Kiciński**, Vice President of the Management Board, Cinkciarz.pl, Host

**Mariusz Zabrocki**, Managing Director, iwoca Poland

**Mario Shiliashki**, CEO, PayU EMEA

**Michał Kramarz**, Head of Startups, Export & Entrepreneurship Development, Google

**Błażej Marciniak**, Founder & CEO, Sher.ly

**Sylwester Suszek**, Proxy, BitBay

**Daniel Łaziński**, Member of the Management Board, ITMAGINATION

**12:00 – 12:15**

**Presentation summarizing the discussion**

**Mariusz Zabrocki**, Managing Director, iwoca Poland

**12:15 – 12:45**

Coffee break

**12:45 – 14:30**

**Globalization Polish Fintech start-ups – conditions and prospects**

- How Polish start-ups should build a global product market fit?
- Which areas within the sector have the highest scalability?
- Poland against the background of the CEE region and competition from Berlin / London - where and is that our niche?
- Prospects for the industry
- Can Poland become a leader in the block chain in the world?

**12:45 – 13:15**

**Presentation of the Startups**

**Filip Jakubowski-Drzewiecki**, CTO, Loot.io

**Krzysztof Gogół**, Founder, CEO, WealtAarc Inc

**Aleksander Widera**, CEO, kredytmarket.com

**Yook Shee**, CEO, Co-founder, MoneyFriend

**Łukasz Czerwiński**, CTO, Co-Founder, MoneyFriend

**13:15 – 14:30**

**Discussion Panel**

**Moderator:**

**Rafał Plutecki**, Head of Campus Warsaw

**Panelists:**

**Paweł Borys**, President, Polski Fundusz Rozwoju

**Piotr Pisarz**, Associate, Orange Growth Capital

**Jacek Levernies**, President of the Management Board, ABSL

**Maciej Balsewicz**, CEO, bValue Angels VC

**Grant Blaisdell**, Co-founder, CMO, Coinfirm Lab

**Monika Kania**, CEO, Xchanger

**Marta Krupiska**, CEO, Co-founder, Azimo

**14:30 – 15:40**

**FIRECHAT: A day in the life of an entrepreneur in the Digital Industry**

A practical illustration of fintech business

**Moderator:**

**Marcin Petrykowski**, Vice-president of the Advisory Board, Managing Director, Regional Director, S&P Global

**Panelists:**

Ł **Christoph Rieche**, CEO, Co-founder, iwoca

Ł **Bartosz Skwarczek**, CEO, G2A

Ł **Marta Krupiska**, CEO, Co-founder, Azimo

Ł **Michał Panowicz**, Chief Product and Information Officer, KrediTech

Ł **Mario Shiliashki**, CEO, PayU EMEA\*

**15:40 – 16:40**

Lunch

# Fintech Gala Awards

FinTech Awards Grand Gala is designed to reward solutions, products and services that affect the development of the Fintech sector in Poland.

**November 22 2016**  
**Westin Warsaw Hotel**  
**7 p.m.**

## Competition categories:



Best Fintech  
Start Up



Insurtech  
Implementation



Fintech In Bank  
Implementation



Payment  
Solution



Technology  
Innovation



Lending  
Solution



Money Transfer  
Solution



Currency Exchange  
Solution



KEY MEETING OF INSURANCE AND BANKING REPRESENTATIVES

# MEETING OF LEADERS

• BANKING 2017 • INSURANCE



## BANKING FORUM

XIII EDITION



## INSURANCE FORUM

IX EDITION

## VI GRAND GALA OF BANKING AND INSURANCE LEADERS

