



Fintech Virtual Trade Mission Asia-Pacific Region

23 October - 3 November 2020



““The inaugural EPA Trade Mission to Asia enables our members to meet prospects, regulators, government agents and partners without the time and expense of organising such a trip individually, virtually. The EPA is delighted that as a result of our Project International Trade, supported by our Benefactor, GPS, we are helping to build a bridge between paytech companies in Asia and the UK.”

Tony Craddock, Director General, EPA

Introduction

As payments continue to evolve and develop on a global scale there is a requirement to assist the Emerging Payment Association (EPA) membership to build and expand their business through new markets and verticals.

The EPA continues to expand its footprint with sister associations in Europe, Africa and Asia and as a result, the EPA can now offer EPA members the opportunity to participate in a Virtual Trade Mission to Asia region focussed around Singapore, Hong Kong and Sydney. Through its influence and connections throughout the Asia region, EPA has developed a programme of activity that will assist our members decision making for entering or expanding in the region.

The basis of this Virtual Trade Mission also meets the key values of being an EPA member which is to:

- Contribute to the world around us through speaking with a united voice
- Influence who adopts payments and services and improve lives everywhere
- Collaborating to Innovate through offering access and network opportunities

The Virtual Trade Mission is seen as providing a number of key benefits for members, which are:

Business and Network Opportunity

- It will provide a level of access, knowledge and content that is unrivalled covering the three key fintech hubs in Asia region, and minimises business downtime for the C-level participants
- The network opportunities and contact points across the region will be achieved over several days and not weeks or months and dedicated sessions for one to one meetings, pitching sessions to VC or new prospects, and through the fintech clinic for qualification of market entry requirements

Wellbeing and Environmental

- The virtual trade mission offers a safe proposition to our delegates whilst allowing them to better understand the Asia region in support of their business vision
- It will support their Corporate Social Responsibility policies through being socially conscious of the environment and minimising carbon footprint with a virtual trade mission
- It will support the wellbeing of all delegates in terms of health, stress and family time by bringing the challenges and opportunities of the Asia region to them

Catalyst for Change

- This inaugural virtual Trade Mission developed by the EPA in collaboration with EPA Asia for its members is seen as the template for other future virtual/physical trade missions in other regions during 2021 and beyond
- This virtual Trade Mission is seen as leading the way in the payments industry and much like how the industry evolves to reflect the changing times, this event mirrors the times and enables EPA members to continue to develop business on the global stage

Trade Mission Programme Overview

Singapore

Fri 23 Oct	17.30 - 17.00	Delegate welcome Party
Mon 26 Oct	09.00 - 09.45	Welcome to Singapore
	09.45 - 10.00	Networking with fellow delegates, speakers and our partners
	10.05 - 10.50	The New Payment Service Act
	10.55 - 11.25	Open Banking Asia
	11.30 - 11.50	Networking with fellow delegates, speakers and our partners
	11.55 - 12.25	Navigating the Singapore Regulatory & Innovation Landscape: Tales from the Trenches
	12.30 - 13.00	Digital Identify with Mastercard
	13.05 - 13.35	Challenger Bank Adoption in Singapore
	13.40 - 14.10	Panel session with SWIFT
	14.15 - 15.00	Regional Hub Wrap-Up, followed by networking
Tue 27 Oct		Platinum Delegates Only
	09.00 - 10.00	One-2-one meetings with organisations in Singapore
	10.00 - 11.00	Pitch your organisation to VC and business
	12.00 - 13.00	Access to Fintech Clinic
Wed 28 Oct	17.30 - 18.30	Review of Singapore

This schedule is subject to change



Who will benefit from this Virtual trade Mission:

- This virtual Trade Mission is open to all EPA members who are expanding or further developing their business into the Asia region
- The programme has been developed to assist your decision-making process and access to operators in region, experts and influencers that can support your business expansion plan
- This trade mission is targeted at individuals who are driving corporate strategy, product development, sales, business development, compliance and to fully understand the corporate requirements in establishing a legal or operational entity in the region
- This trade mission is not specifically focussed on technology specification, although will share experiences of what concepts have worked

Trade Mission participants will benefit from:

- A pre-mission discussion with our market experts to better understand your business objectives
- Pitching sessions with local financial institutions, vendor capitalists and Fintechs in Singapore, Hong Kong and Sydney
- Roundtable discussions with Regulators, Schemes, Influencers and Opinion Formers and Financial Institutions
- Direct access to high-level business and government officials
- Working in collaboration with EPA Asia
- Networking events with the local business community
- One to one business to business meetings with select organisations
- Welcome pack including market intelligence, mission programme with company profiles of all delegates attending the trade mission
- Press opportunities
- Post-mission follow-up briefing

Trade Mission Programme Overview



Sydney

- Thur 29 Nov
- 07.00 - 07.45 Welcome to Sydney
 - 07.45 - 08.00 Networking with fellow delegates, speakers and our partners
 - 08.05 - 08.50 The Evolving Payment Landscape in Australasia
 - 08.55 - 09.25 Open Banking Australia
 - 09.30 - 09.50 Networking with fellow delegates, speakers and our partners
 - 09.55 - 10.25 Navigating the Australian Regulatory & Innovation Landscape: Tales from the Trenches
 - 10.30 - 11.00 Mastercard Panel
 - 11.05 - 11.35 Neo-bank Australia breakout out session
 - 11.40 - 12.10 TBC
 - 12.15 - 13.00 Regional Hub Wrap-Up, followed by networking
- Tues 30 Oct
- Platinum Delegates Only
- 09.00 - 10.00 One-2-one meetings with organisations in Sydney
 - 10.00 - 11.00 Pitch your organisation to VC and business
 - 12.00 - 13.00 Access to Fintech Clinic

This schedule is subject to change

Trade Mission Programme Overview



Hong Kong

- Mon 2 Nov
- 09.00 - 09.45 Welcome to Hong Kong
 - 09.45 - 10.00 Networking with fellow delegates, speakers and our partners
 - 10.05 - 10.50 The Evolving Payment landscape in Hong Kong
 - 10.55 - 11.25 How the Faster Payment System and Smart Banking is fuelling the growth of Fintech in Hong Kong
 - 11.30 - 11.50 Networking with fellow delegates, speakers and our partners
 - 11.55 - 12.25 Navigating the Hong Kong Regulatory & Innovation Landscape: Tales from the Trenches
 - 12.30 - 13.00 How are we Fostering Innovation in Fintech in Hong Kong
 - 13.05 - 13.35 Digital Currency
 - 13.40 - 14.10 The Rise of Virtual Banking in Hong Kong
 - 14.15 - 15.00 Regional Hub Wrap-Up, followed by networking
- Tue 3 Nov
- Platinum Delegates Only
- 09.00 - 10.00 One-2-one meetings with organisations in Hong Kong
 - 10.00 - 11.00 Pitch your organisation to VC and business
 - 12.00 - 13.00 Access to Fintech Clinic
- Tue 3 Nov
- 17.30 - 18.30 Review of Sydney and Hong Kong and final thank yous

This schedule is subject to change



Delegate Rates

Gold Membership

£ 5,000

- One Delegate login to platform
- Access to Delegate Welcome Party
- Access to content from Hong Kong, Singapore and Sydney
- Access to all networking events
- 6 months FREE membership to EPA Asia members level
- Entry in Bio Book

Platinum Membership

£10,000

- Three Delegate logins to platform
- Access to Delegate Welcome Party
- Access to content from Hong Kong, Singapore and Sydney
- One-2-One meeting with Local Business
- Pitch your organisation to Vendor Capitalist/Local Business
- 6 months FREE membership to EPA Asia members level
- Access to Hong Kong Fintech 2020 virtual event 2-6 Nov
- Access to Fintech Clinic
- Access to all networking events
- Entry in Bio Book for all Delegates

Delegate Partner Sponsorship

£ 3,500

- Branding on EPA Virtual Trade Mission Website page as a Delegate Partner
- Branding as a Delegate Partner across on-line virtual Trade Mission materials - invites/PR releases/delegate materials
- Branding as a Delegate Partner on Bio Book cover, extra double page spread within bio book as well as delegate entry
- On-line materials about your organisation to be supplied to all contributors/speakers/sponsors
- Inclusion in the EPA Social Media Campaign pre, during and post virtual Trade Mission



EPA is a thriving community of payments professionals whose goals are to strengthen and expand the payments industry to benefit all stakeholders.

Since 2004 we have been instrumental in helping to connect the ecosystem, encourage innovation and profitable business growth. We achieve this by shaping a comprehensive programme of activities for over 130 member companies with help from our independent board, which addresses key issues impacting the industry.

These include targeted events, conferences, award ceremonies, critical industry projects and lobbying activities.



Global Processing Services (GPS) is an award-winning issuer processor that enables many of today's high-profile fintech innovators and disruptors. They are certified to process and manage credit, debit and pre-paid card transactions from anywhere in the world. This enables the emerging payments industry to deliver breakthrough innovations through a unique combination of proprietary technology, people and partners. At the heart of our capability is GPS Apex – a global issuer processing platform – which is built entirely by our own payment experts. The flexibility of GPS Apex enables easy integration with our clients, issuers, programme Managers, card manufacturers and many other service providers. Known for the richness of our 90+ APIs, GPS has become the preferred choice by many wanting to launch new innovative and disruptive financial services to market. Working with 35 issuing banks globally, they operate programmes for more than 160 clients in 60 countries using over 150 currencies.

We have offices in the UK, Singapore and Sydney.



The EPA Asia's vision is to facilitate for the region to become the centre of innovation for the emerging payment industry.

Payment Solutions in Asia is already advanced, but lack of harmonisation and standardisation has introduced technical and regulatory hurdles slowing down the projection to excellence. EPA Asia represents a unified voice for our members in the work towards a stronger and coordinated industry.

EPA is an international association with more than 200 members from across the payments value chain; including payments schemes, banks and issuers, merchant acquirers, PSPs, retailers, and more. Companies join our association in order to collaborate and speak with a unified voice. We benefit by leveraging from progress made in other global regions outside of Asia.

Globally more than 30 events take place annually and dozens of projects are running simultaneously focusing on specific opportunities and challenges. As a member you can make an impact on what EPA Asia is focusing on and how we act on relevant issues.



InvestHK
The Government of the Hong Kong
Special Administrative Region

InvestHK's vision is to strengthen Hong Kong's status as the leading international business location in Asia. Our mission is to attract and retain foreign direct investment which is of strategic importance to the economic development of Hong Kong. In all our services, we apply the following core values: passion, integrity, professionalism, customer service, business friendliness and responsiveness.

We work with overseas and Mainland entrepreneurs, SMEs and multinationals that wish to set up an office – or expand their existing business – in Hong Kong. We offer free advice and services to support companies from the planning stage right through to the launch and expansion of their business.



The Chamber is an independent membership organisation committed to strengthening the ties between the UK and Singapore. We have done so since 1954.

Our goal is to deliver member value through the services we offer, that all work towards supporting our members in achieving your business objectives and aligning with our mission of Building Networks, Connecting Businesses and Creating Opportunities.

Whether you are just starting your research into ASEAN by scoping the market opportunities in Singapore, have established your business and seeking growth, building connections to the UK Government, or looking for brand exposure and employee development activities, the Chamber is here to support your needs at every stage of your journey.

With a full calendar of activities throughout the year including events, publications and opportunities to collaborate with our members, the Chamber team is available to help as a point of resource, introductions, networking, learning and profile-raising.

Ultimately, our entire network benefits from our leading position as a strong and credible voice for our members and British businesses in Singapore and beyond.

To book your place on this exciting
Virtual Trade Mission to Singapore,
Hong Kong and Sydney or to find out
more information, please contact:-

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