



KPMG FinTech Summit 2016

**The FinTech Disruption:
Understanding the Value
Proposition**

KPMG in Nigeria

November 2016



An aerial, high-angle photograph of a large audience seated in a theater or lecture hall. The seats are arranged in curved rows, and the audience members are seen from behind, looking towards the front of the room. The entire image is overlaid with a semi-transparent blue filter. In the upper left quadrant, the word "Welcome!" is written in a white, sans-serif font, enclosed within a white rectangular border.

Welcome!

Introduction

In today's fast-paced financial services sector, technology-based businesses and solutions offer an opportunity for innovation and creation of powerful new disruptive business models that can enhance bottom line performance for customers and shareholders alike.

More than 50% of the approximately 1 billion people in Sub Saharan Africa are under the age of 25 and the level of mobile penetration is currently over 40% (implying that an estimated 400 million people have mobile phones) and expected to reach over 50% by 2020 (GSMA 2016).

In Nigeria, the mobile phone penetration is currently over 83% with about 150 million active phone lines (NCC July, 2016). While the increasing penetration of mobile phones and access to data services have significantly increased technology adoption in Africa, the level of financial inclusion on the continent is still relatively low i.e. <25% (AFDB, 2013). This gap presents opportunities to utilize technology to drive innovative financial services.

In recognition of the numerous opportunities and potentials in the African FinTech market, KPMG is organizing a one-day FinTech

Summit in Lagos, Nigeria on Tuesday 22 November 2016 with the theme "The FinTech Disruption – Understanding the Value Proposition".

This event will attract a variety of top level participants from across leading FinTech companies, financial service institutions and private equity and venture capital firms amongst other stakeholders with interest in the FinTech space. The Summit comprises conference sessions featuring KPMG and industry thought leaders, demo sessions by FinTechs and networking opportunities.

Our areas of focus for this year's Summit include:

- Financial inclusion
- Lending and financing
- Payments and transfers
- Wealth management/ personal finance
- Insurance
- Blockchain
- Cyber Security



Opportunities and Benefits

Key benefits for participating in the KPMG FinTech Summit 2016 are summarised below:

Banks/ Financial Service Institutions



- Gain insights into the future outlook for financial services from a FinTech perspective
- Better understand how FinTechs can help to drive growth, efficiencies and productivity
- View FinTech demos from hand-picked startups delivering new and cutting edge innovative solution
- Network and identify business partnerships/ FinTech collaboration opportunities

FinTechs



- Opportunity to present at high-impact Fintech demo sessions
- Raise awareness of brand and solution within the Nigerian and larger African market
- Meet with and showcase solutions to key prospects/ potential clients and investors
- Attract investments and funding to promote business to the next level
- Special feature in KPMG Fintech in Nigeria report

Venture Capital/ Private Equity Firms



- Deepen understanding of the players within the FinTech ecosystem
- Identify investment / funding opportunities
- Gain insights into the future outlook for financial services from a FinTech perspective

Speakers

The Summit features presentations and panel discussions facilitated by KPMG and industry thought leaders, as well as Fintech demo sessions and networking opportunities. Speakers include:



Warren Mead
Partner, Global
Co-Head of Fintech,
KPMG

Keynote Speaker

Warren is KPMG's Global Co-Head for Fintech. Warren leads KPMG's work with some of the world's biggest banks and insurers as they develop their strategies and operating models to respond to the threat and opportunity from Fintech. As leader of the global practice, Warren heads our strategy, proposition development, marketing and media comment on the topic. Warren has worked around the globe with clients including HSBC, RBS, Lloyds Banking Group, Her Majesty's Treasury. He is KPMG's lead partner for Nationwide Building Society, one of the largest lenders in the UK market.

He recently hosted a "Tech Sprint" for the FCA and an innovation summit attended by banks from around the world. He is an author of "The Fintech Book" (published globally by Wiley and an Amazon best seller) and has written numerous papers on the topic. He is a regular speaker at industry events including the BBA, RBI and Rise. He is an industry commentator on technology in banking which has included appearances on the BBC News, The Today Program, Sky News and in print with the Financial Times, the Times, Reuters and Bloomberg.



Bisi Lamikanra
Partner & Head,
Advisory Services
KPMG

Bisi is a thought leader in the financial services industry and has worked with large financial services players in embedding digital at the heart of their corporate strategies. As Head of KPMG's Advisory division in Nigeria and financial services sector lead across Africa, Bisi advises public and private sector clients within Nigeria, Africa and globally in the financial services space, particularly in the banking sector. She has extensive experience driving digital and customer experience transformations in the financial services industry. Bisi has also worked with clients in building their innovation capabilities. Bisi is a passionate advocate of customer experience and pioneered the pan-African KPMG Banking Industry Customer Satisfaction Survey.

She champions digital payment services in KPMG in Nigeria and has played a pivotal role in shaping the regulatory agenda in mobile payments through her work with regulators such as the Central Bank of Nigeria. She recently led the publication of KPMG's Payments Development in Africa report which profiled the payments systems and developments in key African markets such as Kenya, Nigeria and South Africa. Bisi also regularly facilitates and presents papers on topical banking and financial issues.

Speakers (cont.d)



Ayo Othihiwa
Partner & Head,
Financial Services
Sector,
KPMG

Ayo is the Partner and Head of Financial Services Industry Audit Group, KPMG Nigeria and has garnered over 28 years of professional experience providing audit, audit-related and advisory services in Nigeria and globally. He has lead various teams providing audit and financial advisory services, assurance services, risk management, business process reviews/audit and due diligence. He has served a large variety of companies in the financial services space both Africa and globally. Ayo was involved with several transformative projects within the Nigeria financial service industry. He was also part of the team working to champion the development of risk management practices, particularly compliance with Basle II and the introduction of "Risk-based supervision" in Nigeria. He is a Fellow of the Institute of Chartered Accountants of Nigeria and an Associate of the Chartered Institute of Taxation of Nigeria.



Dapo Okubadejo
Partner & Africa Head,
Deal Advisory and
Private Equity,
KPMG

Dapo is a Partner & Africa Head of Private Equity & Transaction Advisory at KPMG. He provides Buy-side & Sell-side corporate finance advisory to investors on local & cross-border M&A deals within Africa and in-bound investments into Africa. He also assists many growth companies in raising finance and expansion capital from institutional investors.

With over 25 years of professional experience, Dapo leads the sub-Saharan African network in East, West, Southern and Franco-phone Africa to provide market expansion & investment advisory through KPMG's deep local knowledge, relationships and insights in over 33 African countries. Dapo's Private Equity advisory experience includes deal origination, deal structuring & execution as well as post-deal value optimization and exit management including IPO readiness assessment & advisory. He is a recognised expert on PE in Africa and Transaction Adviser to virtually all the PE houses investing in Africa.

Dapo holds a Bachelor's degree from Obafemi Awolowo University (OAU), Nigeria & as a Chevening Scholar, holds a Master of Finance degree in the UK, with Distinction. He is a Fellow of both the Institute of Chartered Accountants & the Chartered Institute of Taxation. He is an alumnus of Lagos Business School, GIBS SA, INSEAD & London Business School.

Speakers (cont.d)



Boye Ademola
Partner & Head,
FinTech, KPMG

Boye is Partner and Head of FinTech at KPMG in Nigeria. Over the last 10 years, he has been involved in shaping the Technology and Digital Agenda at several banks; deploying enterprise solutions such as Core banking, Mobile banking, Internet banking and Omni-channel systems; redesigning the architecture of the integration landscape; deploying enterprise service bus (ESB) solutions and migrating traditional IT infrastructure to converged/cloud infrastructure.

He also has oversight responsibility for KPMG's Information Protection & Business Resilience service line and has led projects in over 10 countries across West, East & Central Africa. He is a speaker at various local and international conferences and programs including the CIO Roundtable and CNBC Africa.



David Miligan
CEO, Matchi

David, the CEO of Matchi, has an extensive background in innovation management within the banking industry and considerable experience in strategy consulting. Prior to launching Matchi, he led a number of innovation and new venture business units in a leading bank for over 10 years. He also headed up strategy development in both commercial and private banking. David is passionate about "bringing new ideas to the discipline of the market" - which is true innovation. He has run business units responsible for the launch of new-to-market technology and also new lines of business within retail banking, commercial banking and private wealth management. David was a part of the team that started the successful annual FNB Innovators Competition which won the BAI 'Most Innovative Bank in the World' prize in 2012 and is now a model for other corporate innovation campaigns. Since launching Matchi, he has overseen the growth of the firm to over 90 bank and insurance company members around the world.

David is a regular speaker on banking innovation, including the keynote address at the EFMA Innovation Awards in Barcelona in 2014 and the Rakuten Financial Conference in Japan in 2015. In 2016, he has presented at the Retail banking Innovation conference in London, InpayCo in Toronto, MEFTECH in Abu Dhabi, Nasscom's India Fintech Day in Mumbai and Money Expo in Johannesburg.

Program

s/n	Activity	Time	Duration (mins)	Speaker/ Moderator
1	Registration and Breakfast	8:00am – 9:00am	60	All
2	Introduction & Objectives	9:00am – 9:10am	10	Ayo Othihiwa Partner & Head, Financial Services Sector
3	Digital by Value	9:10am – 9:30am	20	Boye Ademola Partner & Head, FinTech
4	FinTech Demo Session	9:30am – 9:40am	10	FinTech
5	Differentiation in Banking Through Customer Experience (Panel Session)	9:40am – 10:20am	40	Bisi Lamikanra Partner & Head, Advisory Division
6	How FinTechs Create Value for Financial Service Institutions	10:20am – 11:20am	60	Warren Mead Global Co-Head of FinTech KPMG
7	FinTech Demo Session	11:20am – 11:30am	10	FinTech
8	Adopting an Effective Framework for FinTech Sourcing	11:30am – 12:00pm	30	David Milligan CEO, Matchi
9	Driving Investments in FinTech (Panel Session)	12:00pm – 12:30pm	30	Dapo Okubadejo Partner & Head, Deal Advisory
10	Publication Launch – FinTech in Nigeria	12:30pm – 12:40pm	10	Kunle Elebute National Senior Partner, KPMG Nigeria
11	Light Lunch and Networking	12:40pm – 2:10pm	90	All
12	FinTech Demo Session	2:10pm – 4:10 pm	120	FinTechs
13	Closing Remarks	4:10pm	10	Joseph Tegbe Partner & Head, Technology Advisory

Registration?

For registration and other details, please visit the
KPMG FinTech Summit portal <http://kpmgfintechsummit.com>.

Summit Venue:

The KPMG FinTech Summit 2016 will hold at the convention centre of Eko Hotel and Suites, Victoria Island Lagos (www.ekohotels.com).

Convention centre Eko Hotel and Suites

Plot 1415 Adetokunbo Ademola Street
Victoria Island, Lagos.



Enquiries?

For more information on the summit, please contact the organisers via email on KPMGFinTech@ng.kpmg.com



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