



IATA China Aviation Financial Services & Payment Forum

Jun 10th-Jun 11th
Guangzhou, China





IATA CHINA AVIATION FINANCIAL SERVICES & PAYMENT FORUM

General Session

Agenda

Tuesday, Jun 10th

Time	Content	Speaker
8:50 - 9:00	Registration	
9:00 - 9:10	Welcome and opening	Dr. Xingquan (Max) XIE Regional Vice President North Asia, IATA
9:10 - 9:20	Keynote by CAAC Leader	Invited: CAAC
9:20 - 10:00	Keynote on Aviation Financial and economic landscape CFO of IATA sharing global and North Asia aviation economy outlook, Global Cargo insight, IFAC priorities, modern airline retailing future with Payment.	Sandrine Le Borgne, Senior Vice President Corporate Services & CFO, IATA
10:00 - 10:45	Next-Gen Airline Financial Services: Retail Transformation, Digital Payments & NDC Integration One of a key leading Chinese airline presents its financial services and settlement strategy, covering modern airline retailing transformation and adoption, payment optimization, digitalization, along with success stories sharing.	Wenqiang HUANG Chief expert, China Southern
10:45 - 10:55	Networking Break	
10:55 - 11:15	China's E-CNY Expansion: Strategic Roadmap, Global Integration, and Next-Gen Financial Innovation An expert from the Digital Currency Research Institute will present the central government's strategic roadmap for e-CNY (Digital Yuan) expansion, sharing key policy directions and visionary milestones achieved in the digital currency initiative.	Invited: Yuan LV Director, Digital Currency Research Institution, People's Bank of China Xin LI, General Manager, Digital Currency Business Center, Personal Banking Department Bank of China HQ
11:15 - 11:45	China Payment landscape and opportunities	Hoy Chin Yeoh, Director Industry Financial Services, IATA
11:45 - 12:00	MOU Signing Ceremony on E-CNY Collaboration	Sandrine Le Borgne, Senior Vice President Corporate Services & CFO, IATA; Digital Currency Research Institution, People's Bank of China
12:00 - 13:20	Networking Lunch	



Financial Services & Payment Track

Agenda

Tuesday, Jun 10th

Time	Content	Speaker
13:20 – 13:30	Registration	
13:30 - 13:40	Overview and introduction	Xin JIANG, Regional Director FSDS North Asia, IATA
13:40 - 14:05	IATA Financial and Payment Services Landscape	Hoy Chin Yeoh, Director Industry Financial Services, IATA
14:05 - 14:35	IATA Financial Gateway – Facilitating your payment needs for different sales channels In this session, IATA Financial Gateway expert will brief the audiences on key functions of IFG. Users of IFG will give flash speech on the most attractive function or used case of IFG.	Dmitry Kovalskiy Senior Manager, Product Development & Planning, IATA Yvonne HO, Regional Head of Sales North Asia, IATA
14:35 - 14:55	FinTech in Payments: Empowering Airlines' Global Expansion and Innovation	Sai YI, Head, Travel & Aviation Business Unit Ant International
14:55 - 15:15	Cargo Global Trend and Insight Sharing IATA sharing cargo data and insight for China.	Xin JIANG, Regional Director FDS North Asia, IATA
15:15 - 15:30	Networking Break	
15:30 - 16:00	Panel: Optimizing Business Efficiency - The Transformative Role of E-CNY in Aviation Commerce IATA will moderate this Panel. Airlines, Vendors, Banks will be invited to share the ECNY utilization on their field, used case and efficiency brought by E-currency utilization. Future on expand the e-currency usage scenarios.	Airlines, Travelsky, Banks, Agent, other industry business Moderator: Na DONG, Senior Manager Initiative Tasks & Finance Settlement Services, IATA
16:00 - 16:45	Case Study: Improving NDC business with cost efficiency and risk management Experience sharing with negotiation with NDC Agents, Global/Region Data sharing, Success story with Airlines.	Jason Byrne, Head IATA Settlement Services Product Management, IATA
16:45 - 17:00	Wrap up and Closing Remarks	Xin JIANG, Regional Director FDS North Asia, IATA



Financial Services & Payment Track

Agenda

Wednesday, Jun 11th

Time	Content	Speaker
8:50 - 9:00	Registration	
9:00 - 9:10	Welcome and Recap	Xin JIANG, Regional Director FDS North Asia, IATA
9:10 - 9:40	IATA Pay-Cost effective account to account payment solution IATA will walk the audience through IATA Pay Payment journey.	Ran CAI, Manager Transformation & Products, IATA
9:40 - 10:10	Data Intelligence: Conversing customer needs to buying An in-depth analysis on overseas payment trends and share used cases on using data-driven insights to boost conversions, plus explore how agents can help airlines expand globally through innovative modern airline retailing partnerships.	Dr. Quanwu XIAO, Head of Data Intelligence Trip.com Group
10:10-10:30	ONE Order and low-cost carriers' order accounting system By analysing the similarities between ONE Order and low-cost carriers' order accounting system exploring the future passenger revenue accounting system under the ONE Order environment.	Yong,LI Deputy General Manager of Overseas Business Department ACCA
10:30-10:45	Networking Break	
10:45-11:25	Incentive management for airlines Airlines sharing their pain points of incentive and commission management and how GNR5 product can help you manage your incentives to motivate your agent sales channel. IATA share updates of some key features of GNR5.	Jason Byrne, Head IATA Settlement Services Product Management Airlines
11:25-11:50	Foreign currency repatriation IATA sharing ICCS latest progress on CHN settlement and what IATA's achievement in blocked funds (Currency center). Airline sharing their used case in overseas funds repatriation to headquarter, and any other appointed accounts based on your treasury needs.	Harrison WU, Senior Manager Industry Solutions, IATA
11:50 - 12:00	Closing remarks and Survey	Xin JIANG, Regional Director FDS North Asia, IATA



**IATA CHINA
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BSP & CASS Value Proposition Track

Agenda

Tuesday, Jun 10th

Time	Content	Speaker
12:30-13:00	Registration	
13:00-13:10	Welcome & Opening	Xin JIANG, Regional Director FSDS North Asia, IATA
13:10-13:40	Industry introduction IATA Strategy, Economic outlook, BSP new product ECNY, ICCS...etc.	Xin JIANG, Regional Director FSDS North Asia, IATA
13:40-14:10	The change of agent operation mode New technology brings new value to the aviation industry. Transformation strategies and trends	Suhua DONG, Director of E-commerce Division, China Air Service
14:10-14:30	Networking Break	
14:30-15:30	IATA Technology-Driven Innovation Automation brings value to IATA GDC operation. IATA Automation deployment in daily operation. Payment methods Innovation.	Enrique Gironde Sirvent, Director Settlement & Banking, GDC, IATA Jordane Dias Das Almas, Senior Manager Process Automation, Platform and Data Operation, GDC IATA
15:30-16:00	IATA Portal Introduction Your gateway to IATA Services. Explore more about IATA	Customer Service Centre, IATA Global Delivery Centre, IATA
16:00-16:20	BOP	Asia tech, Payment Technology. Co.,Ltd. (ATEC)
16:20-17:30	Business Corner Season I Business communication with IATA Service Team and providers. Get personal guidance training with IATA experts; Trouble shooting onsite	Customer Service Centre, IATA Global Delivery Centre, IATA Bank of China (BOC) China Civil AVIATION Xingang Guaranty Co.,Ltd(CAXG) Asia tech, Payment Technology. Co.,Ltd. (ATEC)
17:30	Closing	



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BSP & CASS Value Proposition Track

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Wednesday, Jun 11th

Time	Content	Speaker
9:00 - 9:30	IATA Settlement intelligent insight BSP CN related statistic updates, trend analysis and project introduction	Lian XUE, Assistant Director, Transformation & Governance Management, IATA
9:30 - 10:00	Market insight of Government Procurement Opportunities and challenges for GP, Cooperation development plan	Yi Xuan Liu Deputy Director of Government Procurement Affairs Department, Clearing Center, Civil Aviation Administration of China
10:00 - 10:30	Panel: Outlook of Travel Management Company TMC Core business, Current situation and challenges of TMC industry, Value of TMC to the enterprises. High margin, customer behavior, service, new revenue stream.	Invited: China Travel Express, Suhua DONG, Director of E-commerce Division, China Air Service Donghui CHEN, Deputy General Manager, MEIYA TRAVEL TECH Yiming WANG, Senior Director, Business Travel Transportation Supply Chain China, Trip.com Qing Xu, Director, Global Operation of Tong Cheng Business travel Moderator: Xin JIANG, Regional Director FSDS North Asia, IATA
10:30 - 10:40	Networking Break	
10:40 - 11:00	Unlock your full Air Cargo potential with the IATA Cargo Agency Program The latest CASS project introduction	Ran CAI, Manager Transformation & Products, IATA
11:00 - 11:15	BOP Introduction	Asia tech, Payment Technology. Co.,Ltd (ATEC)
11:15 - 11:30	Strict safety, sincere service Guarantee service review and outlook	China Civil AVIATION Xingang Guaranty Co.,Ltd (CAXG)
11:30 - 12:00	Business Corner Season II Business communication with IATA Service Team and providers. Get personal guidance training with IATA experts; Trouble shooting onsite.	Customer Service Centre, IATA Global Delivery Centre, IATA Bank of China (BOC) China Civil AVIATION Xingang Guaranty Co.,Ltd (CAXG) Asia tech, Payment Technology. Co.,Ltd (ATEC)
12:00	Closing and souvenir pick-up	