

Lafferty Retail Banking MENA 2010

In association with Visa



Day 1 - 26 September 2010

Lafferty Retail Banking Global Briefing

Michael Lafferty, Chairman of Lafferty Group, London

A two-part presentation, the first giving an overview of the dominant themes affecting the development of retail banking globally with an analysis of emerging regulatory and industry trends. The second part is a comprehensive data-driven overview of the global and regional retail banking markets drawing on Lafferty Group's World Cards Intelligence and Consumer Finance database.

Keynote address: Visa international

Tarek El Hussainy – General Manager, North and West Africa

Retail Banking Strategy: "Getting it right first time"

An overview of the critical issues affecting retail banking on the 'front line', featuring concrete examples of new and successful players, technology and infrastructure and introducing...

Case Study – Garanti Bank, Turkey

Turkey has for some time been recognised as having one of the most sophisticated retail banking sectors. A senior retail banker from one of Turkey's major banks will describe in detail how that market has achieved its status.

Funding for sustainable growth

Pete Soraparau: American Trust Bank

The financial crisis has highlighted the critical role of customer deposits. An analysis of the effect of alternative funding strategies.

The changing role of the bank branch

The emergence of new technology and cost considerations has for some cast doubt on the future of the branch but there is strong evidence that the bank branch – albeit in a radically re-engineered state – still has a critical role in retail banking.

Case Study: Shinsei Bank, Japan

Emerging power of mobile banking

In many markets the mobile device has eclipsed the Internet as the key retail banking channel. Rapidly enhanced functionality offers the opportunity to remodel the entire retail banking offering

Case Study: Absa, South Africa

E-money/Prepaid – the "new" killer product

After years of unfulfilled potential, a combination of regulatory support, new offerings and consumer acceptance has led to E-money's major arrival in the retail banking mix.

Case Study: Paypal

The Prepaid opportunity: A Visa masterclass

Workshop: Building a mobile banking offering

Examination of the techniques and technologies necessary to harness this most promising of retail banking delivery channels.

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Day 2 - 27 September 2010

Session Introduction

Comments and local insight from a senior Egyptian regulatory figure.

Consumer Finance Overview

Analysis and benchmarking of local markets drawing from Lafferty Group's World Cards Intelligence and Consumer Finance database.

Building the mortgage book

Successful and sustainable strategies in home lending for the MENA market.

Credit cards: grasping the opportunity – A Visa presentation

The credit card remains potentially the single most profitable product line in retail banking but with significant attendant risks. What tactics need to be employed for successful execution of strategy? And introducing...

Successful outsourcing for credit cards:

A presentation from the Mediterranean Smart Cards Company

Consumer finance

Proven strategies in managing auto and personal loans.

Microfinance: an emerging market

Peter Kinahan, Director of Content and Research, Lafferty Group, London

The microfinance sector is booming globally and is attracting significant investor attention as it increasingly adopts a 'for profit' model. We share the findings of a major new Lafferty research study.

SME Banking

Case study on how to offer profitable SME lending and services.

Roundtable discussion: Retail Bank 2020

Jerome Svigals, author of the Lafferty report "Retail Bank 2020", to give a presentation on his vision for the retail bank of the future, followed by a moderated session featuring conference speakers with participation from delegates on the major themes emerging from the conference.

Workshop: Retail credit risk management

Examination of the practical tools and techniques needed to allow sustained profitability in consumer lending.