

16 OCTOBER 2025 | CONVENIENCE, ST. PAUL'S, LONDON, UK



UNLOCK GROWTH IN SME AND BILATERAL LENDING

UNDERSTANDING TRENDS AND LEVERAGING TECHNOLOGY

PRODUCED IN PARTNERSHIP WITH

FINASTRA

JOIN US ON THURSDAY, 16 OCTOBER 2025

Finastra has the pleasure of inviting you to an exclusive event in London, designed specifically for industry leaders with interest in the SME and bilateral lending space.

The event aims to bridge the SME lending gap and expand access by empowering financial institutions to scale personalization and drive innovation through AI, data analytics, and unified platforms. Industry leaders will share strategies for navigating market shifts, overcoming operational challenges, and leveraging technology to unlock new opportunities and economic growth in the SME and bilateral lending space.

Explore the future of SME and bilateral lending with industry leaders as we tackle market shifts, operational challenges, and technology-driven growth. Gain actionable strategies for expanding SME lending access, personalizing client experiences at scale, and leveraging AI and data analytics to drive innovation.

Hear real-world success stories from top financial institutions and discover how unified platforms can reduce costs and unlock new opportunities while building resilience.

Closing the SME lending gap requires collaboration between banks, governments, and lending specialists, combining the strengths of traditional relationships with the agility of modern technology to unlock economic growth.

WHAT TO EXPECT

VIP TREATMENT

Exclusive invitation, followed by a sumptuous networking cocktail reception

EXCLUSIVE BUSINESS EXCHANGE

Grow your industry network and
Maximise your business exchange outcomes

AWARD WINNING SOLUTIONS

Witness the innovative solutions that are transforming the treasury industry

CONNECT WITH THE BEST

Knowledge sharing with industry peers, technology experts and innovators

FORUM AGENDA

UNLOCK GROWTH IN SME AND BILATERAL LENDING
CONVENE, ST. PAUL'S, LONDON, UK
THURSDAY, 16 OCTOBER 2025

2:00 PM

Arrival and registration

2:30 PM

Welcome remarks and introduction

Jonathan Power, Vice President, Europe Sales, Corporate Lending, **Finastra**

2:35 PM

Opening Keynote:

Navigating SME Lending in a Shifting Market: Trends and Strategic Responses

Insights on lending trends and dynamics, a look into syndicated vs/ bilateral lending and how financial institutions respond to shifting market conditions, client needs, and the accelerating pace of digital transformation.

Martin McTague, National Chair, **Federation of Small Businesses**

3:05 PM

Expert panel

Empowering SMEs: Smarter Funding, Better Experiences

How banks can better support SMEs in accessing funding, the role of digitalization in the banking experience and the evolving role of brokers and how AI reshapes expectations around speed, personalization, and service.

- Conrad Ford, Chief Product Officer, **Allica Bank**
- Eric Li, Head of Global Banking Research, **Coalition Greenwich**
- Philippa Pykett, Head of Growth Digital SME Lending, **Shawbrook Bank**
- Thanasis Bakos, Director Strategy and Policy, **British Business Bank**
- Linda Gaye, Sales Director of Corporate Lending, **Finastra**

3:50 PM

Coffee Break

4:10 PM

Fireside chat

A view of the SME and bilateral lending landscape, drawing on market intelligence, customer feedback, and emerging technology trends. Highlighting innovations that shape the future of lending and how Finastra is helping financial institutions stay ahead in a rapidly evolving ecosystem.

- Jonathan Rouse, Regional Vice President, **nCino**
- Alexander Sparke-Read, Principal Product Manager, **Finastra**

4:35 PM

Expert panel

Future-Proofing SME Lending: Technology, Trends & Transformation

What financial institutions need to stay competitive, how AI, data analytics, and cloud-native platforms are enabling personalized lending experiences, the critical role of human interaction in complex lending scenarios and how seamless integration is key to delivering consistent value across the value chain.

- Anna Roughley, Deputy Chief Executive, **The Lending Standards Board**
- Susana Ponce Froment, Global Head of Financial and Credit Risk, **Tide**
- Saad Malik, Director, Lending Commercialisation & Sustainability, **Lloyds Banking Group**
- Elena Sankova, Global Solution Consultant, Head of European Transaction Banking, **Finastra**

5:20 PM

Closing Remarks

5:25 PM

Networking reception



Our Unique Format



NETWORKING COCKTAIL RECEPTION:

WHAT BETTER NETWORKING OPPORTUNITY THAN A COCKTAIL-STYLE FUNCTION, WITH DELIGHTFUL CANAPÉS AND A BOTTOMLESS SUPPLY OF DELICIOUS BEVERAGES. DELEGATES CAN EXPECT EXCEPTIONAL SERVICE AND ATTENTION.



PANEL DISCUSSIONS:

OBSERVE AND PARTICIPATE IN HIGHLY FOCUSED & ENGAGING PANEL DISCUSSIONS WITH YOUR PEERS WHO ARE HAND-PICKED INDUSTRY EXPERTS. HEAR FIRST HAND FROM SENIOR INDUSTRY PRACTITIONERS ABOUT THE CHALLENGES THAT THEY'RE FACING, PREPARING FOR UPCOMING REGULATIONS & BEST PRACTICES THAT ARE MARKET SPECIFIC



THE SOLUTION PRESENTATION:

GET A FRONT ROW SEAT TO AWARD WINNING SOLUTIONS THAT ARE TRANSFORMING DEPARTMENTS AND THE OPPORTUNITY TO ASK KEY QUESTIONS DIRECTLY TO PRODUCT SPECIALISTS AND PRACTITIONERS WHO ARE ACTUALLY USING THE SOLUTION.



LIVE ANONYMOUS QUESTIONS DURING SESSIONS:

TAKE THE OPPORTUNITY TO ASK QUESTIONS ANONYMOUSLY OR OPENLY USING OUR QUESTION APP. RAISE QUESTIONS, TAKE PART IN LIVE POLLS AND UPVOTE YOUR FAVOURITE QUESTIONS



NETWORKING & BUSINESS CARD EXCHANGE:

WHEN ALL IS SAID AND DONE, DELEGATES WILL HAVE THE OPPORTUNITY TO NETWORK, EXCHANGE BUSINESS CARDS AND ARRANGE FOLLOW UP MEETINGS.



COMPLIMENTARY POST EVENT WEBINAR:

ALL DELEGATES WILL HAVE COMPLEMENTARY ACCESS TO FOLLOW UP WEBINARS.

BOOK YOUR SEAT



+44(0)20 3946 3244



tom.peters@connectglobalgroup.com



www.connectglobalgroup.com