



PRESENT

CXO ROUNDTABLE

What's Fueling the Future of BFSI?

SaaS, Smart APIs & the Rise of Alternative Data

Case Study



Session Overview:

An exclusive, invite-only roundtable designed to bring together senior leaders from across the BFSI and fintech ecosystem. The discussion focused on the transformative role of SaaS, APIs, data, and emerging technologies in shaping the future of financial services.

The closed-door dialogue provided a collaborative platform for CXOs to share insights, tackle regulatory and compliance challenges, and explore innovation opportunities in the BFSI landscape.

Curated By:

ObserveNow Media is a leading B2B Data Intelligence company known for curating impactful, closed-door bespoke leadership dialogues and industry roundtables.

Digitap is a leading provider of digital onboarding, risk management, and data-driven solutions for the BFSI sector.

Event Objective

The roundtable aimed to explore how BFSI institutions can harness technology to balance regulatory compliance with customer-centric innovation.

Agenda

- 6:00 – 6:30 PM: Registration & Welcome Refreshments
- 6:30 – 6:45 PM: Welcome Note by ObserveNow
- 6:45 – 7:00 PM: Context Setting by Digitap
- 7:00 – 8:30 PM: CXO Leaders' Roundtable Discussion
- 8:30 – 8:45 PM: Closing Remarks & Group Pictures
- 8:45 PM onwards: Networking Dinner

Final List of Attending Leaders

- Sanjeev Kashyap, Chief Compliance Officer (CCO), Dhani Loans and Services Limited
- Raviraj Jain, Chief Product Officer, Capri Global Capital Ltd.
- Vipul Sharma, Vice President, (Company Secretary Compliance Officer & Chief Compliance Officer), Aye Finance Ltd
- Rajeev Kapoor, Senior Vice President - Home Loans, IndusInd Bank Ltd
- Deepti Agnihotri, Senior Vice President - Credit & Policy, DMI Finance Private Limited
- Nishit Jain, Sr. EVP and Head - Strategy and Program Management, Affluent Banking & International Business, IndusInd Bank
- Nitin Kakkar, Vice President Business Development, HSBC
- Deepak Prajapati, Assistant Vice President IT, Aye Finance Pvt. Ltd
- Abhinav Agarwal, Associate Director Product Development, Indifi
- Srijit Jain, Associate Director, MobiKwik
- Ritu (Malhotra) Prasad, Head of Product, Home Credit India
- Mohit Gupta, Head of Product, DMI Finance
- Shaurya Sharma, Business & Product Head - Captive Loans, CARS 24
- Divyendu Pandey, Zonal Business Development Head, Pine Labs

Key Discussion Pointers

- How SaaS enables cost efficiency and scalability while addressing regulatory and data residency concerns in BFSI
- Implementing secure and compliant API integrations as Open Banking and embedded finance reshape BFSI
- Leveraging non-traditional data sources to enhance underwriting and drive financial inclusion
- Post-pandemic shift from competition to collaboration between BFSI and fintechs

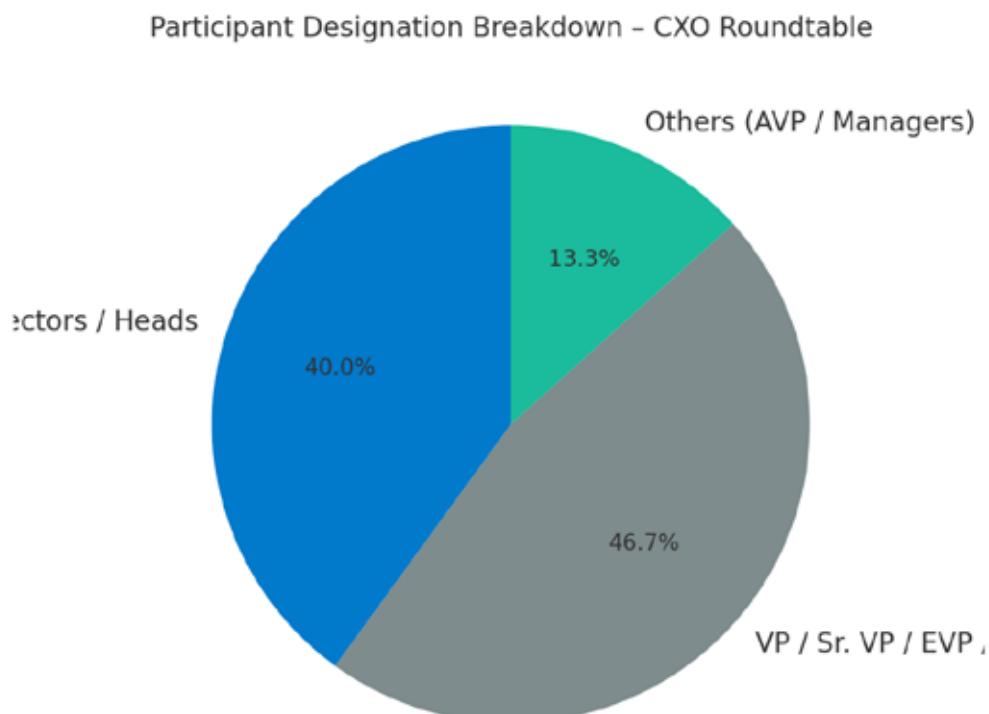
- SaaS and APIs powering real-time personalization and predictive customer experiences
- Addressing compliance with evolving API regulations and cross-border data protection laws
- Role of Generative AI and DeFi in BFSI's future and associated risks

Conference Report

The discussion highlighted how leaders are leveraging SaaS and APIs to transform customer journeys, streamline compliance, and embrace innovation. Speakers emphasized the critical role of secure API integrations in enabling Open Banking and embedded finance, while also exploring the potential of alternative data in financial inclusion.

The rise of Generative AI and DeFi emerged as a transformative but complex theme, with leaders weighing the benefits against regulatory and security concerns. Across the table, there was consensus on the need for stronger collaboration between fintechs and traditional institutions.

Participant Designation Breakdown:



Closing Report

The roundtable concluded with closing remarks and a group photograph, followed by cocktails and dinner. The evening fostered a rich exchange of insights, deepened peer connections, and reaffirmed the shared commitment to shaping the future of BFSI with innovation, compliance, and customer-centricity at its core.

Industry Insights

SaaS is central to BFSI scalability and compliance readiness

Secure, compliant APIs are reshaping the future of financial integrations

Alternative data is unlocking new opportunities in credit and inclusion

Collaboration between fintechs and BFSI institutions is accelerating co-creation

Generative AI and DeFi represent both opportunities and regulatory challenges



EVENT GALLERY



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