

19TH
elets NBFC 100
TECH SUMMIT
11 July 2025 | New Delhi

India's **Biggest** and
Longest-Running
NBFC
Congregation

Capital to Credibility: Reimagining the NBFC Ecosystem



DRAFT
AGENDA

Timings

Session Flow

08:15 AM – 09:00 AM

Registration

09:00 AM – 09:15 AM

Welcome Address by Dr. Ravi Gupta, Founder & CEO, Elets Technomedia & Editor-in-Chief, The Banking & Finance Post Magazine

Special Segment: Lamp Lighting & Launch of "The Banking & Finance Post" Magazine

09:15 AM – 09:25 AM

Keynote Address

Theme: Capital To Credibility: Reimagining the NBFC Ecosystem

09:25 AM – 10:05 AM

Inaugural Panel Discussion

Topic: Catalysing the Next Leap: Building India's Future-Ready NBFC Ecosystem

Discussion Points:

- 1) Key growth drivers for NBFC expansion: technology adoption, capital infusion.
- 2) Strategies to scale NBFC credit portfolio towards the projected ₹60 trillion mark by FY2026
- 3) Balancing rapid growth with robust governance, transparency, and risk management
- 4) The evolving role of NBFCs in India's broader \$5 trillion economy vision and credit landscape

Speakers: CEOs, MDs, and Senior Executives from leading NBFCs, regulatory bodies, and financial institutions

10:05 AM – 10:20 AM

Case Study Presentation

10:20 AM – 10:40 AM

Tea & Networking

10:40 AM – 11:10 AM**Panel Discussion**

Topic: Fintech Collaborations: New-Age Growth Engines for NBFCs

Discussion Points:

- 1) Structuring impactful NBFC-fintech partnerships to drive product innovation and market expansion
- 2) Leveraging API integrations and embedded finance models for scalable customer acquisition
- 3) Ensuring compliance with RBI's digital lending norms while maintaining speed and agility
- 4) Unlocking new revenue streams through digital distribution, co-lending, and platform playndscape

Speakers: Founders, CXOs from fintechs, digital lending platforms, and innovation leads from NBFCs**11:10 AM – 11:25 AM****Case Study Presentation****11:25 AM – 11:40 AM****Case Study Presentation****11:40 AM – 12:00 PM****Fireside Chat**

Topic: Regulatory & Risk Synergy: Navigating RBI's Digital Lending and Scale-Based Norms

Discussion Points:

- 1) Understanding how different types of NBFCs should follow RBI's scale-based rules and set up the right governance models.
- 2) Region-specific compliance focus: Insights from RBI's supervision in Delhi-NCR and Northern India
- 3) Evolving expectations from Boards and Independent Directors on risk and audit governance
- 4) Navigating regulatory scrutiny around credit concentration, outsourcing, and related-party exposure
- 5) Role of RegTech in meeting real-time compliance and reporting demands

Speakers: Govt. officials, NBFC compliance heads, risk governance experts**12:00 PM – 12:40 PM****Panel Discussion**

Topic: AI and Digital Intelligence: Driving Credit and Collections Efficiency

Discussion Points:

- 1) Enhancing credit assessment through AI-driven underwriting models using alternative and behavioral data
- 2) Strengthening fraud detection and prevention with real-time anomaly tracking and intelligent risk scoring
- 3) Optimizing collections efficiency using predictive analytics and borrower behavior forecasting
- 4) Personalizing credit offerings through AI-led customer segmentation and repayment mapping

Speakers: AI specialists, NBFC CTOs, Analytics leads**12:40 PM – 01:30 PM****Networking Lunch & Expo Walkthrough****01:30 PM – 01:45 PM****Case Study Presentation****01:45 PM – 02:00 PM****Case Study Presentation****02:00 PM – 02:40 PM****Panel Discussion**

Topic: Capital Markets and Securities Innovation for NBFC Funding

Discussion Points:

- 1) How NBFCs can raise more funds through tools like securitisation, bonds, and direct assignments.
- 2) Improving credit access for NBFCs by working closely with rating agencies and financial institutions.
- 3) Exploring new funding options like InvITs, covered bonds, and fintech-led investment platforms.
- 4) Understanding what investors are looking for from NBFCs based in key markets like Delhi-NCR and beyond.

Speakers: Investment bankers, NBFC CFOs, capital markets experts from NBFCs

02:40 PM– 03:00 PM Tea & Networking**03:00 PM – 03:40 PM****Panel Discussion**

Topic: Accelerating Inclusive Credit Growth: Unlocking Housing, MSME & Agri Finance Potential

Discussion Points:

- 1) How NBFCs can support small businesses, farmers, and affordable homebuyers with easier access to credit?
- 2) Boosting collaboration with SIDBI, NABARD, and others to improve local lending impact
- 3) Helping MSMEs and agri-businesses recover post-COVID with tailor-made loan products
- 4) Using technology to make lending and collections easier in rural and semi-urban areas
- 5) Understanding credit demand and borrower trends in the Delhi-NCR region across housing, SME, and agri sectors

Speakers: CXOs, Heads of SME, Housing & Agri Lending from leading NBFCs, SIDBI, NABARD, and Development Finance Institutions

03:40 PM – 03:55 PM**Case Study Presentation****03:55 PM – 04:15 PM****Fireside Chat**

Topic: Cloud and Data: Empowering Scale, Security, and Business Continuity in NBFCs

Discussion Points:

- 1) Leveraging cloud-native infrastructure for operational scalability, speed, and innovation
- 2) Ensuring data privacy, security, and regulatory compliance in cloud-based NBFC environments
- 3) Integrating cloud and data analytics for real-time decision-making and risk monitoring
- 4) Building resilient business models with cloud-enabled disaster recovery and uptime assurance
- 5) Optimising costs and IT agility through hybrid and multi-cloud adoption strategies

Speakers: Cloud providers, IT heads, business continuity experts

04:15 PM– 04:45 PM**Trilogue Session**

Topic: Customer-Centric Transformation in a Digital-First NBFC Landscape

Discussion Points:

- 1) Designing seamless and personalized customer journeys across digital channels
- 2) Using customer data and behavioral insights to tailor loan products and services
- 3) Enhancing customer engagement with AI-powered support and self-service tools
- 4) Building trust through transparency, quick response, and simplified processes
- 5) Leveraging omni-channel strategies to unify offline and online customer experiences

Speakers: Customer experience heads, digital transformation leads, marketing chiefs

04:45 PM – 05:15 PM

**Elets 8th NBFC Excellence Awards Ceremony
Vote of Thanks**