

TEAM DISCOUNTS
AVAILABLE
for Corporates



ACT
Middle East

TREASURY, RISK
AND FINANCE
PROFESSIONALS

ACT

Annual Conference

Practical and strategic treasury for business growth

Wednesday 13 October 2010 ■ Shangri-La Hotel, Dubai



Keynote speakers include:



H.E. Sultan Bin Nasser Al Suwaidi

Governor,
Central Bank of the UAE



Yuvraj Narayan

Chief Financial Officer,
DP World



Eckart Woertz

Programme Manager Economics,
Gulf Research Center

Conference Chairman

Matthew Hurn

Executive Director, Group Treasury,
Mubadala Development Company
President, ACT

Gala Dinner speaker

Mishal Kanoo

Deputy Chairman,
The Kanoo Group

Lead sponsor



Media partner

THE TREASURER

Supported by



www.actmiddleeast.org/annualconference

ACT Annual Conference

Practical and strategic treasury for business growth

We are delighted to be holding the ACT Middle East's first Annual Conference in Dubai. The ACT Middle East is now running over ten events a year in the Middle East, from *talkingtreasury* thought-leadership forums in the UAE to treasury networking breakfasts across the GCC.

The Annual Conference will be our flagship event, providing the ultimate networking opportunity for the treasury and finance community and the sharing and promoting of treasury knowledge.

We have listened to ACT Middle East members, students and corporate members and have developed topics that will give attendees:

- inspiring keynote addresses from strategic financial leaders in the Middle East
- practical case studies on key treasury topics, including cash management, risk management, funding and treasury technology
- interactive panel discussions on the role of the treasurer, regulation and business structure

In addition to the packed programme, the exhibition hall will feature leading treasury product and service providers and offer extensive opportunities to network and discuss your business requirements.

The day's events will conclude at the Gala Dinner where the winners of the ACT Middle East Treasury Awards will be announced. Last year's winners were Qatar Telecom and Etihad Airways. This year, we have introduced a third award for bond deal of the year. We actively encourage you to nominate your company or clients for one of the three categories below (deadline 29 July):

- Loan deal of the year
- Bond deal of the year – new award
- Treasury team of the year

We would like to take this opportunity to extend our thanks to all our sponsors, without whose support this event would not be possible, and to all our speakers and delegates for helping make ACT Middle East a valuable and important network and knowledge centre for treasury across the region.

We look forward to welcoming you.



Stuart Siddall
Chief Executive
ACT



Matthew Hurn
Executive Director, Group Treasury
Mubadala Development Company
President
ACT

Keynote speakers



H.E. Sultan Bin Nasser Al Suwaidi
Governor,
Central Bank of UAE

UAE national, born in Abu Dhabi in 1953, graduated with B.S. degree in Business

Administration and Finance, started his career at Abu Dhabi Investment Authority (ADIA) in 1978, at Finance & Administration Dept.

He joined Central Bank of the UAE as Governor on 18 December 1991, he introduced or modernised many banking regulations, emphasised role of Banking Supervision/ Examination & Information Technology (IT). As a result, well staffed and strong Banking Supervision & Examination Department and an innovative IT Division has emerged. In 1994 worked on establishing the UAESwitch which started operations in 1996 connecting all UAE banks ATMs. He supported the establishment of automated cheque Clearing System for UAE banks.



Yuvraj Narayan
Chief Financial Officer,
DP World

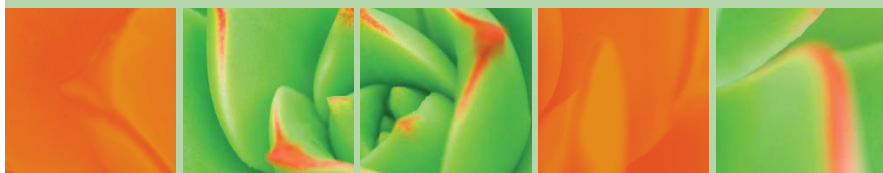
Yuvraj Narayan is Chief Financial Officer of DP World, the World's 4th largest port operator, formed in 2005 as

a result of the merger of Dubai Ports Authority (DPA), Dubai Ports International (DPI) and CSX World Terminals. Yuvraj Narayan is a qualified Chartered Accountant with more than 23 years experience in the ports and international banking sectors. In August 2005, he joined DP World, bringing a wealth of experience to its multinational management. As CFO, he oversaw the launch of DP World's international initial public listing (IPO), the largest in the Middle East to date. He also led a successful international Islamic and conventional bond issue.




Eckart Woertz
Programme Manager
Economics,
Gulf Research Center

Eckart Woertz is head of the economic department at the Gulf Research Center (GRC) in Dubai/ UAE, a leading think tank of the Gulf region. Currently he is a Visiting Fellow at Princeton University. He has held senior positions in financial services companies in Germany and the UAE, amongst them Delbrück & Co, one of the oldest German private banks. His research interests include the political economy of the Middle East, financial markets and energy issues. Dr Woertz is a regular contributor and commentator to major international and regional newspapers and TV channels.



Programme Wednesday 13 October

08:00	Registration and breakfast	
09:00	Chairman's welcome Matthew Hurn, Executive Director, Group Treasury, Mubadala Development Company President, ACT	
09:15	The new financial landscape H.E Sultan Bin Nasser Al Suwaidi, Governor, Central Bank of UAE	
09:45	Interactive panel discussion using voting pads – Regulation, financial reporting and governance in the Middle East Facilitated by: Peter Matza, Head of Publishing, ACT The panel: Salah Al Hareky, Manager, Treasury Services Department, Saudi Aramco Nick Nadal, Director, Hawkamah Institute for Corporate Governance Further panellists to be announced	
10:45	Refreshments in the exhibition hall	
	Practical and strategic track sessions – please choose between track A and B	
	Track A Treasury – technical and strategic 	Track B Treasury – operations and processes 
11:30	Treasury strategies to improve liquidity <ul style="list-style-type: none"> market liquidity solutions islamic hedging solutions case study Aladin Al Khatib, Executive Vice President, Treasury Banking Group, Al Hilal Bank and corporate client to be announced	Working capital processes <ul style="list-style-type: none"> evaluating your internal treasury processes what are the key emerging payment streams? managing trade finance
12:00	Dealing with FX risk – a case study <ul style="list-style-type: none"> speculation vs hedging where FX impacts you – balance sheet, P&L and indirectly is the impact just 'treasury's problem' or should the business feel it? setting an FX policy – and sticking to it Rob Farrow, Group Treasurer, Alghanim Industries	Cash management – a case study <ul style="list-style-type: none"> managing cash effectively cash management priorities at Qatar Gas future goals Rana Fayez El-Hajjar, Head of Cash Management, Qatar Gas
12:30	Funding strategy <ul style="list-style-type: none"> evaluating market conditions alternative funding options ensuring good relationships with your bank Alex Harris, Group Treasurer, Al Muhaidib	Implementing treasury management systems <ul style="list-style-type: none"> evaluating your business needs what technology is available? the decision making process
13:00	Networking lunch in the exhibition hall	
14:15	The value of treasury – a business perspective Yuvraj Narayan, CFO, DP World	
14:45	The future role of universal banks in the Middle East Simon Penney, Head of Global Banking & Markets (GBM) Middle East & Africa Country Executive – United Arab Emirates, RBS 	
15:15	Networking break in the exhibition hall	
15:45	Future trends, GCC and the world economy – Eckart Woertz, Programme Manager Economics, Gulf Research Center	
16:15	Lessons learned from the global crisis Facilitated by: Frank Kane, Senior Business Correspondent, The National The panel: Paul Reynolds, Managing Director, Head of Debt and Equity Advisory, Rothschild Stephen Ridlington, CFO, Tabreed Declan Sawey, Group Treasurer, KIPCO Stuart Siddall, Chief Executive, ACT Trevor Williams, Chief Economist, Lloyds TSB Corporate Markets Stefan Zottmann, Senior Director, Group Treasury, Qtel International 	
17:00	Chairman's closing remarks	
17:15	End of conference followed by networking drinks in the exhibition hall	
	Gala Dinner and ACT Middle East Treasury Awards	
18:00	Networking refreshments and entertainment at the poolside bar	
19:15	Gala Dinner and ACT Middle East Treasury Awards Guest speaker: Mishal Kanoo, Deputy Chairman, The Kanoo Group	

Pre-conference workshop

Corporate treasury in context: understanding the treasury function

Tuesday 12 October 2010 ■ Shangri-La Hotel, Dubai

Overview

This workshop provides the perfect forum to learn about the corporate treasury function in the context of business strategy and the financial markets. It is ideal for those who want an understanding of treasury to set the scene for the following conference sessions on 13 October or for those requiring an insight into the key elements of treasury and treasury's place in the business.

Who should attend

- treasurers, treasury managers and other treasury professionals
- finance directors, managers
- finance professionals from banks and consultancies with an involvement in treasury

This workshop provides:

The workshop provides a broad understanding of the core elements of treasury and of treasury's role in sourcing the financial solutions to deliver the business strategy. It includes practical case studies from senior treasurers to bring 'real-life' perspectives and opportunities to work through real-life examples.

Attend this workshop to:

- gain an update on key treasury topics and the potential scope of treasury activity
- refresh your treasury understanding before the Annual Conference the next day
- network with your treasury peers and share experiences



Book your place – team discounts available

“ *Very informative session, got updates on current market situation with some practical applications to my present job scenario* ”

Ajay Adhikari,
DP World

About your workshop leaders:



James Lockyer
Director of Education, ACT

James Lockyer is responsible for delivering the ACT's education and professional development programmes. He is a chartered UK Chartered Accountant, MCT qualified and has some 18 years experience in treasury and corporate finance gained in substantial international public and private companies.



Ricky Thirion, Vice President – Treasury
Etihad Airways

Ricky Thirion's portfolio at Etihad Airways includes corporate treasury, investments, corporate finance, and insurance and risk management. Ricky was previously employed as Group Treasurer at South African Airways, Managing Director of Andisa Treasury Solutions, and as MD of a subsidiary of the Standard Bank Group in South Africa.

To register see booking page or visit www.actmiddleeast.org/annualconference

Wednesday evening 13 October 2010

ACT Middle East Gala Dinner & Treasury Awards

At the close of the conference, join us for the Gala Dinner to network with your colleagues and clients and celebrate treasury achievements in the past year.

Guest speaker:

Mishal Kanoo, Deputy Chairman
The Kanoo Group

Treasury Award categories

- Bond deal of the year
- Loan deal of the year
- Treasury team of the year



Included in
the conference price

Sponsored by:

HSBC 
The world's local bank

 **Emirates NBD**

www.actmiddleeast.org/annualconference

Sponsors and exhibitors

Lead sponsor



The Royal Bank of Scotland Group is one of the world's foremost financial services companies. We work closely with our personal, commercial and large corporate and institutional customers to address their financial needs. The Group's brands include The Royal Bank of Scotland and RBS Coutts internationally, NatWest in the UK, Citizens and Charter One in the United States and other well known financial services providers. Our Global Banking & Markets business offers solutions which bring together an extensive range of capabilities including debt and equity financing, risk management and corporate finance advisory services. Global Transaction Services is a leader in global payments, with expertise in international cash management, trade finance and card issuing and acquiring. We build close relationships and use our deep sector knowledge to understand and support our clients' businesses, providing solutions that are rigorous, effective and actionable. Clients can benefit from our worldwide reach which extends across Europe, the Middle East, Africa, Asia Pacific and the Americas. Our integrated approach and client focus make us an important banking partner to major corporations and institutions around the world.

www.rbs.com/gbm

Track sponsors

مصرف الهلال
al hilal bank



Al Hilal Bank which opened for business on June 19th, 2008 was created by the Abu Dhabi Investment Council (ADIC), a government of Abu Dhabi investment body, with an authorised capital of AED 4 billion. The bank was founded on core Islamic values and its mission is to contribute to the United Arab Emirates national growth and prosperity, while raising the profile of Islamic banking globally, thus creating value for all stakeholders. The bank has 14 branches already open throughout most of the emirates of the United Arab Emirates, in addition to 3 subsidiaries (Al Hilal Auto, Al Hilal Takaful and Al Hilal Bank Kazakhstan – the first Islamic bank in Kazakhstan).

www.alhilalbank.ae

SUNGARD®

With annual revenue of \$5 billion, SunGard is a global leader in software and processing solutions for financial services, higher education and the public sector. SunGard's AvantGard is a leading liquidity management solution for corporations, insurance companies and the public sector. AvantGard provides chief financial officers and treasurers with real-time visibility into cash flows and increased operational controls around receivables, treasury and payments. AvantGard helps companies drive free cash flow and reduce inefficiencies across the EcoSystem of suppliers, buyers, banks and other trading partners.

www.sungard.com/avantgard

Session sponsor

LLOYDS
BANKING
GROUP



Lloyds Banking Group is a leading UK based financial services group providing a wide range of banking and financial services to personal and corporate customers. Lloyds Banking Group was formed in January 2009 following the acquisition of the HBOS Group and our main business activities are retail, commercial and corporate banking, general insurance, and life, pensions and investment provision. The new Group also operates an international banking business with a global footprint in over 30 countries. Our risk management offering includes a comprehensive range of cost effective risk management products and services across a wide range of global asset classes covering Foreign Exchange, Interest Rates, Inflation and Commodities.

www.lloydstsbcorporatemarkets.com

Exhibitors



Gala Dinner sponsors



Interested in exhibiting?

Contact: Denis Murphy, Sponsorship Manager, ACT

T: +44 20 7847 2581 E: dmurphy@treasurers.org

www.actmiddleeast.org/annualconference

ACT Middle East Annual Conference

Practical and strategic treasury for business growth

Wednesday 13 October 2010
Shangri-La Hotel, Dubai

Delegate details: mandatory fields*

Code: A

*Dr/Mr/Mrs/Miss/Ms: _____ *Forename: _____ *Surname: _____

Company name: _____ *Job title: _____

Address: _____

Postcode: _____

*†Email: _____ Telephone: _____

If booking more than one delegate, please photocopy this form and complete the delegate details section for each delegate.

†All joining instructions will be emailed – please ensure you supply an appropriate email address.

Conference and Gala Dinner	Conference and Gala Dinner	Conference, Gala Dinner and pre-conference workshop
	Standard rate	Standard rate
ACT members, corporate members and students (please tick)	<input type="checkbox"/> US\$799	<input type="checkbox"/> US\$999
Non-member corporates (please tick)	<input type="checkbox"/> US\$1099	<input type="checkbox"/> US\$1209
Non-member financial institutions (please tick)	<input type="checkbox"/> US\$1199	<input type="checkbox"/> US\$1399

Fees include refreshments, lunch, conference materials and attendance at the ACT Middle East Treasury Awards Gala Dinner.

If you are UNABLE to attend the Gala Dinner on Wednesday 13 October please tick here.

Payment options

Please invoice me/my company (payment is due within 21 days of invoice date, or before the conference date, whichever is soonest). We reserve the right to refuse entry to the conference should payment not be made prior to the event.

● **To pay by BACS** Bank: NatWest Bank, ACT (Administration) Limited - USD. Sort code: 60-73-01 Account number: 140/00/42060583. IBAN: GB96NWBK60730142060583. BIC: NWBKGB2L

● **To pay by credit card** you must book online. Please visit www.actmiddleeast.org/annualconference

2 easy ways to register

1 Online

www.actmiddleeast.org/annualconference

2 Fax

+44 20 7374 8744

Enquiries: Email actme@treasurers.org Telephone +44 20 7847 2589

Cancellation Period: Cancellation terms will apply once a completed booking form has been received (inclusive or exclusive of payment). All cancellations must be received in writing by 15 September 2010 for a full refund less 15%. Cancellations made less than 28 days before the conference start date will not be refunded but a nomination for a replacement delegate will be accepted. In the unlikely event of cancellation of the conference by the ACT, delegates will be offered a full refund or a credit note against an equivalent future ACT conference. Please note that delegate fees will not be refunded in the event of the threat of war, terrorism or circumstances outside of the ACT's control. The ACT reserves the right to make minor alterations to the content and timing of the programme or to the identity of the speakers.

Data Protection: The information you provide will be safeguarded by the ACT. A delegate list will be produced for the event with details restricted to your name, job title and company. This list may be shared with fellow delegates and event sponsors but we will not disclose it to any other third party. The ACT will retain your details on its database in order for us to keep you informed of other relevant products and services. If you do not want to receive this information, please tick here

By submitting this booking you undertake to have read and accepted the ACT's terms and conditions. For full terms and conditions, visit www.treasurers.org/termsandconditions/events.

The views expressed by speakers at this event are their personal views or those of their employer and do not necessarily represent the views of the ACT.