



LEADING TREASURY
PROFESSIONALS

EVENT GUIDE

ACT ANNUAL
CONFERENCE

2013

where treasury minds meet

1-3 May 2013 ACC Liverpool, UK

www.treasurers.org/annualconference

Co-lead sponsors



ACT

LEADING TREASURY
PROFESSIONALS



Annual Dinner 2013

.....
Wednesday 13 November
Grosvenor House Hotel, London
.....

An evening of good food, fine
wine and excellent company

Now open for bookings
www.treasurers.org/annualdinner

ACT ANNUAL CONFERENCE **2013**

where treasury minds meet

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Welcome to the ACT Annual Conference 2013. A warm welcome to those old friends who regularly participate and engage with the ACT and a very special welcome to this year's first timers.

Here is a place where you will meet other leading treasurers and gain objective and professional insight into how best help your business address the increasingly complex challenges thrown up by global market uncertainty. And here you will grasp opportunities generated by innovative thinking and technologies to help weave a path through the maze of real economy suffocating regulation. In short it is **the** place to interact with our global treasury network, improve your business foresight and enhance the reputation and career prospects of yourself as a leading treasury professional.

When you leave us on Friday, we hope you will be full of ideas; in fact we are confident that you will be. Please take full advantage. The conference agenda, exhibition hall and track sessions are packed with so much to stimulate you. Do use the fantastic conference app to navigate your way around the exhibition and conference agenda and to connect with other delegates. My personal top tips are not to miss Magnus Lindkvist's futurology session on Friday morning. Is he really the Swedish equivalent of Doctor Who? Has he been to the future, shaped it and now come back to earth to tell us about it? You decide. And if you're not sure if he's the real deal you'll have a chance to decide at Question Time, once again hosted by the incisive Jeremy Paxman.

The social highlight of the programme has always been the gala evening and this year we have some great surprises in store at a very different style of event. Don't miss the fabulous **reflections on the waterfront** evening at Pier Head, just minutes from the conference centre. I am reliably informed that once in the ACT pavilion, we will eat, drink and connect whilst being wowed and entertained! Can't wait to see it all come to life.

I look forward to meeting up with you over the next few days.

Best wishes

Colin Tyler
Chief Executive
ACT

EVENT INFORMATION

Your A-Z guide to the conference and exhibition

This section provides information you may find useful during your attendance at the ACT Annual Conference, including badge colour coding, gala evening information and conference opening times. If you have any queries during the event please visit the registration desk where a member of ACT staff will be happy to help.

Badges

Please wear your badge at all times to gain access to the conference sessions and the exhibition hall. ACC stewards will check attendee badges at the entrance of the exhibition hall and the conference sessions.

Badge holders are colour coded as follows:



The name badge clearly indicates which conference day(s) the holder is entitled to attend as follows:



Please note that exhibitor badge holders are only entitled to attend the plenary sessions taking place in the main auditorium and not track sessions or workshops. If you need to amend your registration please visit the registration desk.

Conference mobile app

The app is designed to enhance your experience before, during and after the conference by putting all the event details at your fingertips. The app is compatible with all internet enabled smart phones and mobile devices and enables you to:

- plan your schedule
- view detailed speaker information
- browse the exhibitor directory
- receive important alerts
- access local information including travel, accommodation and maps
- get easy access to social networking
- connect with other delegates

To download visit www.treasurers.org/annualconference/app



Sponsored by



Business centre

The business centre is located in the Galleria and provides a range of secretarial and administrative services for delegates. It is open between 08.00 and 18.00 on event days. Services include faxing, printing, scanning, courier and stationery sales.

Cash machine

A cash machine is situated in the concourse of the Echo Arena, located by the Albert Dock entrance. This machine does not charge for cash withdrawals.

Cloakroom

Two cloakrooms are located in the Galleria. Cloakroom services are complimentary for attendees.

Conference rooms

Plenary sessions, track sessions and the *talkingtreasury* breakfast briefing are located on level three of the venue. Workshops are split between level three and the exhibition hall. Exact location details for track sessions and workshops can be found on signposting throughout the venue and in the at a glance guide. Rooms may be subject to change at the organiser's discretion.

CPD

For existing ACT members, CPD will be introduced from May 2013. If you are signed up to a points based CPD system, attending the ACT Annual Conference could contribute towards your CPD requirements and earn you up to 10.5 CPD hours.

Find out more at

www.treasurers.org/annualconference/cpd

Delegate registration pack

Your delegate registration pack is in two parts.

A delegate bag containing

- event guide
- The Treasurer magazine
- the latest ACT publications
- promotional literature from our sponsors

An envelope containing:

- your name badge, badge holder and lanyard
- feedback form
- ACC DELEGATECard

DELEGATECard

The card included in your registration pack provides discounts in local shops and restaurants and includes a useful local area map.

Feedback form – win a Kindle Fire

The ACT values your feedback and comments are extremely useful when planning and developing future events. Giving your feedback is easier than ever and could win you a Kindle Fire:

Option 1. Complete the short paper form included in your delegate pack and hand it to a member of ACT staff at the event.

Option 2. Complete the feedback questionnaire on the conference app.

To win the Kindle Fire, completed paper feedback forms must be handed to a member of ACT staff at the event or returned to the ACT by email, fax or post no later than Monday 13 May. Feedback forms completed through the conference app must be submitted by Monday 13 May to be entered into the draw.

This year we will also be handing out score cards in each track and workshop room, please ensure you complete a card for each track and workshop you attend.

Exhibition

The exhibition opening hours are:

Wednesday 1 May 13.00-19.30

17.30-19.30 Drinks reception in the exhibition hall

Thursday 2 May 08.00-18.30

17.40-18.30 Informal drinks at various stands in the exhibition hall

Friday 3 May 08.15-12.30

Gala evening *reflections on the waterfront*

Liverpool's iconic riverside skyline will play host to a fantastic evening of hospitality and entertainment. The new format will allow you to meet more people and will be a fresh, contemporary addition to the ACT Annual Conference.

ACT staff will secure a band on to the wrist of those entitled to attend the gala evening. The wristband must be shown to gain entry to the ACT pavilion.

The ACT pavilion is located in grid reference A2 of the DELEGATECard contained in your registration pack and is a short walk from the ACC.

Please note the dress code for the gala evening is business casual.

Mobile devices

When attending conference sessions please ensure you set your device to silent or vibrate.

Presentations

The speakers' presentations, subject to availability, can now be downloaded as PDF files from the ACT website (subject to speakers' consent). Slides will be displayed on screens throughout the room, but if you wish to have your own copy at the event then please download these to an iPad or other electronic device. To download please visit the conference website and enter password **livactac13**. Presentations will be added before, during and after the event so check the website regularly for the latest files.

Refreshments

Lunch and refreshments will be served in the exhibition hall.

Registration desk

The registration desk is located in the lower level foyer outside the exhibition hall. ACT staff will be delighted to assist you with any queries. The registration desk opening hours are as follows:

Wednesday 1 May 13.00-19.30

Thursday 2 May 08.00-18.30

Friday 3 May 08.15-13.30

Social media

Join our social networks for all the latest information before, during and after the conference.

 treasurers.org/linkedin

 [#actupdate #actac13](https://twitter.com/actupdate)

 facebook.com/actupdate

Welcome networking drinks

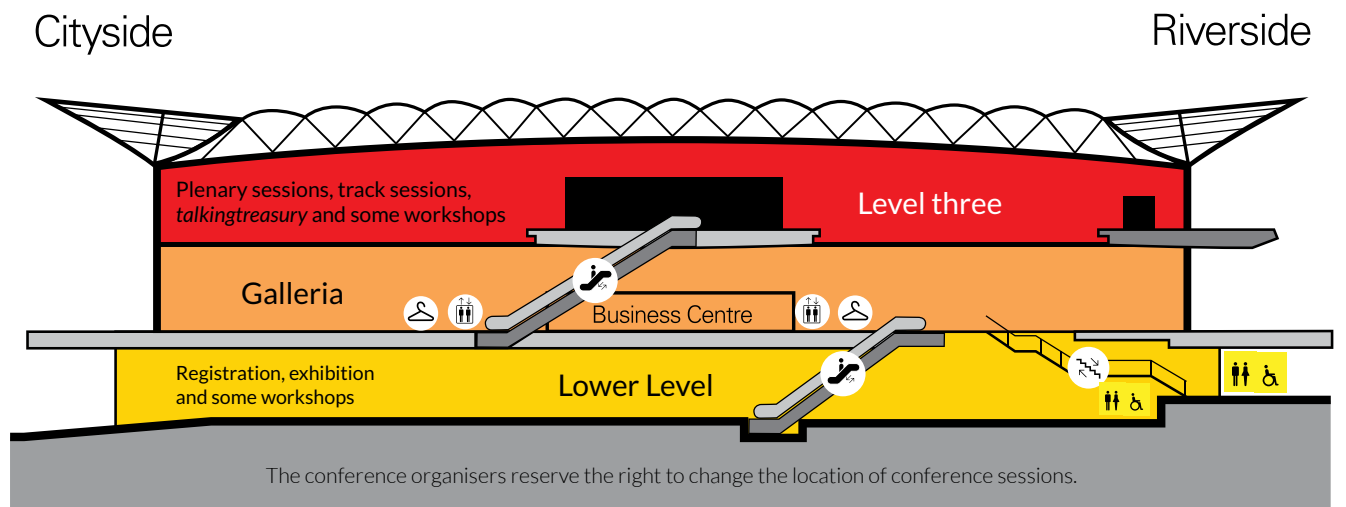
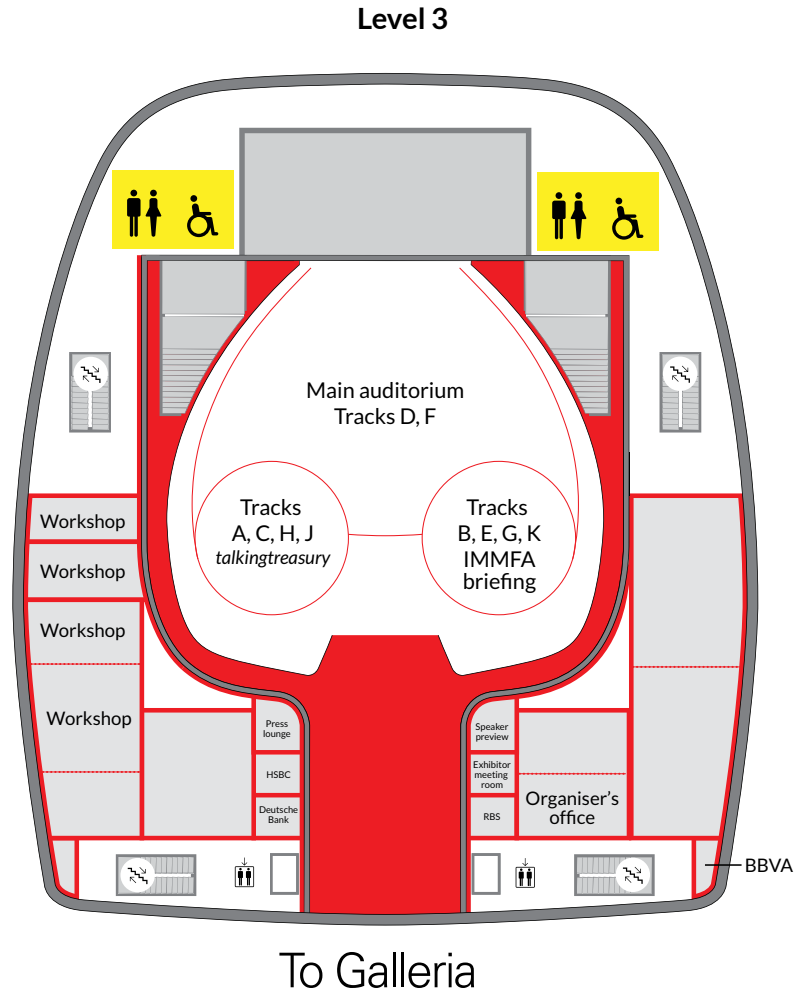
Welcome networking drinks will take place in the exhibition hall on Wednesday 1 May from 17.30-19.30. This is a great opportunity to meet with delegates and exhibitors. Drinks will be available from the exhibition bar and from some exhibition stands.

WiFi

The ACC offers complimentary WiFi access* for conference attendees. Select the network entitled FREE_WIFI and then open your internet browser and go to any website. The login page should appear, please select Free Access from the left hand side menu.

* Please note this WiFi connection is not intended to support IT demonstrations provided by exhibitors.

VENUE FLOOR PLAN





LEADING TREASURY
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SHAPING CAREERS

ACT Training Courses 2013

Treasury training for the profession, by the profession

Start training with the ACT and you'll be up to speed with any aspect of treasury before you know it.

- Skills based learning that can be applied in the work place as soon as you return to your desk.
- Focused, topic-specific treasury training to develop your understanding of the theory and application of treasury activity – whether it forms a large or small part of your working day.
- Fundamental, Practitioner and Specialist level courses on offer, whatever stage you are at in your career.

We're here to help

For enquiries, call **Radmila Trkulja** on **+44 (0)20 7847 2573** or email **training@treasurers.org** mentioning "ACT Annual Conference"

If you are interested in team development or bespoke training solutions, contact **Samantha Baglioni** on **+44(0)20 7847 2559** or email **sbaglioni@treasurers.org**



www.treasurers.org/training



LEADING TREASURY
PROFESSIONALS

BUILDING FUTURES

DON'T LEAVE IT TO LUCK CHANCE BEHIND YOU


Build a skilled team to tackle cash, value and risk. ACT qualifications arm your team for the challenges of supporting the business and driving value.

Exclusive conference offer for your team - save 20% on the CertITM course fee.
Claim your discount by entering the promotional code **ACITM20** when enrolling online.
Offer valid until 14 June 2013.

Enrolment deadline 15 September 2013
Find out more at treasurers.org/qualifications

PROGRAMME DAY ONE Wednesday 1 May

HINDSIGHT

13.00	Exhibition opening and registration	
14.00	WELCOME FROM THE CONFERENCE CHAIR	Jono Slade , Global Head of Corporate Finance, Rio Tinto
14.15	OPENING KEYNOTE ADDRESS	Ignazio Angeloni , Director General for Financial Stability, European Central Bank
14.55	EUROZONE: BACK TO REALITY	Janet Henry , Chief European Economist, HSBC 
15.30	Refreshment break in the exhibition hall	
16.15	TRACK ONE	

Track A

Corporate credit ratings: what's in it for you?



What will this session cover?

- supply and demand for corporate funding
- how do we factor country risk in corporate ratings?
- mid-cap corporates: can they benefit from a credit rating?

Who is it for and why should you attend?

- corporate issuers interested in better understanding how we factor country risk in their rating
- corporate treasurers who don't have a rating but are contemplating one
- debt capital market people
- rating advisors

HEAR FROM:

Roger Burge, Director of Treasury & Corporate Finance, **Arqiva**

Blaise Ganguin, Head of Corporate Ratings, **Standard & Poor's EMEA**

Trevor Pritchard, Managing Director Corporate Ratings, **Standard & Poor's EMEA**

FACILITATED BY:

John Grout, Policy & Technical Director, **ACT**

Track B

SEPA readiness: breaking through the hype to the operational reality



What will this session cover?

- what are you not being told about SEPA?
- the challenges and pitfalls: from country variations to mandate management
- what's beyond 2014?

Who is it for and why should you attend?

- relevant to treasurers and CFOs whose business trades with and across Europe
- learn how to take a low risk approach to compliance
- avoid the industry's expected resource compression as the 1 February migration deadline looms
- get the most from a SEPA future

HEAR FROM:

Martin Collard, Managing Director, Corporate Banking EMEA, **Bank of America Merrill Lynch**

Royston Da Costa, Group Assistant Treasurer, **Wolseley**

Guy Ingram, Regional Treasurer, Europe, **SABMiller**

Tatiana Nikitina, Cash and Banking Analyst, **British American Tobacco**

Paul Taylor, Managing Director, EMEA Regional Sales Head, **Bank of America Merrill Lynch**

FACILITATED BY:

Martin O'Donovan, Deputy Policy & Technical Director, **ACT**

17.30 Close of day one with networking drinks in the exhibition hall

EAT DRINK CONNECT

Thursday 2 May 2013

REFLECTIONS ON THE WATERFRONT

is the social highlight of the ACT Annual Conference.

The dazzling ACT pavilion – a temporary pop-up – is located along the river, a short walk from the ACC. Come along and you'll be treated to:

- delicious canapés and bowl food by the award winning restaurant The London Carriage Works at Hope Street Hotel along with carefully selected wines
- great music and entertainment acts
- stunning surroundings
- and many surprises as the evening unfolds

19.00	Welcome drinks
From 19.15	Food is served
From 20.30	DJ, band and entertainment
21.30	Cheese and dessert served
00.20	Last orders
01.00	Event ends



PROGRAMME DAY TWO Thursday 2 May

09.00	A WORD FROM THE CONFERENCE CHAIR	Jono Slade , Global Head of Corporate Finance, Rio Tinto	
09.10	LESSONS FROM THE BANKING CRISIS	John Cummins , Group Treasurer, RBS 	
09.45	FINANCIAL INNOVATION: A FORCE FOR GOOD OR EVIL? YOU DECIDE...	The panel: Philip Augar , Author  Sir Richard Lambert , Senior Independent Adviser, Deutsche Bank Keith Starling , Chief Financial Officer, Big Society Capital	
10.30	Refreshment break in the exhibition hall		
11.15	TRACK TWO		
	Track C	Track D	
	Track E		
	LLOYDS BANK 	J.P.Morgan	Deutsche Bank 
	The strategic treasurer: are you prepared for the new market environment?	State of play: investing in a world of change	SEPA: a catalyst for efficiency
	What will this session cover?	What will this session cover?	What will this session cover?
	<ul style="list-style-type: none"> the world may shift in 2013 – is the worst over? Are we on a path to recovery? how does a treasurer prepare for the unknown? are your FX and IR hedging policies flexible? what are the implications of new funding strategies? 	<ul style="list-style-type: none"> maximising your investment strategy in a low yield environment assessing the credit-worthiness of your counterparties benefits of diversifying your cash investments impact of ongoing regulation on short-term fixed income markets 	<ul style="list-style-type: none"> regional payment and collection factories – SEPA facilitates centralisation control and risk management – SEPA improves visibility and access to cash easier entry and growth into new markets – SEPA enables optimisation and standardisation cost efficiencies – SEPA provides opportunities for broad-based savings
	Who is it for and why should you attend?	Who is it for and why should you attend?	Who is it for and why should you attend?
	<ul style="list-style-type: none"> a thought-provoking session for all treasury leaders answering these questions is key to creating an efficient treasury policy to support growth not to be missed if you consider treasury a strategic part of the business 	<ul style="list-style-type: none"> treasury staff looking to explore short-term investment solutions in a challenging rate environment cash investors interested in learning trends and tactics to help them successfully manage liquidity and navigate complicated markets corporate treasury professionals wanting to maintain a robust investment policy for an evolving investment landscape 	<ul style="list-style-type: none"> corporate treasurers payment services providers and users ERP providers finance, purchasing and operations compliance and legal
	HEAR FROM:	HEAR FROM:	HEAR FROM:
	Anne Coghlan , Head of Group Treasury, Dyson Stuart Kirk , Director Global FX Risk Management, Xerox Yuri Polyakov , Managing Director, Head of Financial Risk Advisory, Lloyds Bank Commercial Banking John Salter , Head of Cash Management & Payments, Lloyds Bank Commercial Banking Bob Williams , Regional Finance Director, Barratt Developments	Gavin Jones , Vice President, Deputy Treasurer, Royal Ahold Simon Morley , Group Treasurer, British Sky Broadcasting Group Jason Straker , Client Portfolio Manager, Short-term Fixed Income, J.P. Morgan Asset Management Mike Verrier , Group Treasurer, Wolseley	Michal Kawski , Head of Treasury, Gazprom Marketing & Trading Ross Lampard , Program Manager, Transformation & Business Development, Zurich Insurance Michael Turner , Head of Cash Management Corporates, UK & Ireland, Global Transaction Banking, Deutsche Bank
	FACILITATED BY:	FACILITATED BY:	FACILITATED BY:
	Colin Tyler , Chief Executive, ACT	Peter Matza , Engagement Director, ACT	James Lockyer , Development Director, ACT
12.30	Lunch in the exhibition hall		

14.00 TRACK THREE

Track F

**Strategic funding for future growth****What will this session cover?**

- trends and developments in the capital markets
- gaining access to finance in the 'new normal'
- the changing regulatory landscape
- exploring innovative alternatives

Who is it for and why should you attend?

- finance directors, treasurers and assistant treasurers
- those looking to re-evaluate their financial strategy in a changing market

HEAR FROM:

Julie Fabris, Group Treasurer, **Birds Eye Iglo Group**

Andy Gray, Managing Director, Corporate & Institutional Coverage, **RBS**

Katherine Horrell, Group Treasurer, **Centrica**

Russell Maybury, Managing Director, Head of Corporate DCM - UK & Ireland, **RBS**

Pedro Zinner, Group Treasurer & Acting Group Head of Tax, **BG Group**

FACILITATED BY:

Peter Matza, Engagement Director, **ACT**

Track G

**Follow the southern silk road: treasury challenges in emerging markets****What will this session cover?**

- setting the context: an insight into the trading activities and resultant supply chain patterns across emerging markets
- practical techniques to make the most of your cash and liquidity positions

Who is it for and why should you attend?

- treasurers doing business in and with emerging markets
- to ensure you are keeping abreast of fast-paced economies
- to get to grips with practical techniques for efficient capital structures

HEAR FROM:

Charles Barlow, Group Treasurer, **Coats**

Jonathan Curry, Global CIO, Liquidity, **HSBC Global Asset Management**

Carl Pate, Group Finance Director, **Quantum Clothing**

Eric Striegler, Head of Regional Business Development, Global Trade and Receivables Finance, Europe, **HSBC**

Robin Terry, Head of Global Banking Corporate Sales, Payments & Cash Management, Europe, **HSBC**

Craig Williams, Assistant Treasurer, FX, Markets and Execution, **Diageo**

FACILITATED BY:

Richard Bottomley, ACT Honorary Fellow

Track H

**The artful treasurer: agility and flexibility in a changing risk landscape****What will this session cover?**

- how do you view risk? Attitudes to risk, control and governance
- integrating risk management with business strategy – 'build in' not 'bolt on'
- the role of collateral in risk management
- market solutions vs internal risk repositioning

Who is it for and why should you attend?

- insights to capture opportunities and mitigate threats
- improve visibility of risk in your business and know how to use this information
- practical tips for creating a flexible risk management framework
- address concerns about the cost and availability of hedging instruments

HEAR FROM:

David Mead, Head of Treasury, **Motability Operations Group**
The Treasurer's Deals of the Year award winner

Katherine Medley, Group Treasurer, **Princes**

Jesper Morgils, Treasurer & Risk Manager

Jorge Otero-Rodriguez, Group Treasurer & Risk Manager – Director de Finanzas, **IAG**

FACILITATED BY:

James Lockyer, Development Director, **ACT**

15.15 Refreshment break in the exhibition hall

16.00 **WORKSHOPS, ROUNDTABLES AND BRIEFINGS**
See next page for more details

16.45 Travel time

16.55 **REPEAT WORKSHOPS, ROUNDTABLES AND BRIEFINGS**
See next page for more details

17.40 Close of day two with informal drinks in the exhibition hall

19.00 **REFLECTIONS ON THE WATERFRONT GALA EVENING**
An evening of good food, fine wine and memorable entertainment

PROGRAMME DAY TWO Thursday 2 May

iNSIGHT

WORKSHOPS, ROUNDTABLES AND BRIEFINGS

16.00-16.45 repeated at 16.55-17.40

SESSIONS ON LEVEL THREE

ACT Unlock your treasury career

Treasury is the heartbeat of many organisations and employers continue to prize specialist treasury skills. Join us for an informal discussion on where a career in treasury can take you, latest recruitment trends in financial management, and why an ACT qualification can improve your earning power.

Sarah Boyce, Associate Director of Education, **ACT**

Will Spinney, Associate Director of Education, **ACT**

Karen Young, Hays

ACT Women in treasury

Are there any perceived or actual reasons stopping women from reaching the top of the finance function? Does the current education system aid or hinder women wanting to start in treasury? Three women at different stages of their treasury careers will share their experience and offer practical tips for career success.

Fiona Crisp, Treasury Consultant, **Crisp Consultants**

Catherine Porter, Head of Treasury, **Cancer Research UK**

Bente Salt, Head of Treasury, **Virgin Management**

Harriet Warr, Assistant Manager, Capital Markets, **National Grid**

IMMFA Money market funds: back to the future

Hosted by **Susan Hindle Barone**, Secretary General, **IMMFA**

LLOYDS BANK How will structural reform to financial markets and a paradigm shift in hedge accounting affect corporates?

- Regulations are changing the way financial markets operate
- IFRS has tightened the definition of fair value for derivatives but is broadening the scope and variety of hedge accounting
- How will the compound impact of change affect corporates?
- What can corporate treasurers do to continue managing risks and ensure continued access to markets?

Nick Burge, Managing Director, Head of OTC Clearing, **Lloyds Bank**

Stanislav Varkalov, Director, Accounting and Regulatory Advisory, **Lloyds Bank**

LLOYDS BANK Mobile payments: a major driver for cash and card convergence?

- Will mobile be the catalyst for card and cash convergence?
- Is the growth of mobile in the retail market bleeding into the corporate AP/AR behaviour?
- Will mobile have a major impact on treasury functions in the future?

Nick Diamond, Head of Cash Management Sales, **Lloyds Bank**

Dave Wills, Head of Merchant Acquiring, **Lloyds Bank**

SESSIONS IN EXHIBITION HALL

CAC CRÉDIT AGRICOLE

CORPORATE & INVESTMENT BANK

Managing the liquidity risks from hedging activities in volatile times

- Maintaining liquidity reserves against financial hedges as part of managing firm-wide economic risk
- Incorporating liquidity protection on derivatives into corporate policy
- Employing protective strategies to reduce income fluctuations on FX hedges
- Safeguarding liquidity pool required to cover for collateral calls on derivatives

Alexandra (Sasha) Ilinskaia, Managing Director, Head of FX Research and Development London, **Credit Agricole CIB**

Deutsche Bank The ultimate challenge: FX execution and hedging in regulated markets

- Onshore FX execution can be challenging in restricted markets – what tools are available to manage these risks?
- Delivering onshore eFX solutions – trends in a fast developing market
- Getting money in and out made easy – insights and tips
- Centralising your treasury's FX risk from regulated markets – current trends in centralising risk management

Greg Edwards, Head of FX eCommerce Sales Europe, **Deutsche Bank**

Alex Price, Head UK Corporate FX, **Deutsche Bank**

HSBC The benefits of a corporate running its cash and treasury management like a bank – a corporate only roundtable discussion

This interactive roundtable will explore how looking at the re-emergence of in-house bank structures, payments and receivables 'on-behalf of', enhanced reconciliation and cash allocation techniques, and the benefits of XML and the corporate membership of SWIFT for connectivity can position a corporate for maximum efficiency and future growth.

Robin Terry, Head of Global Banking Corporate Sales, Payments & Cash Management, Europe, **HSBC**



De-risking your pensions liabilities

- Is your property portfolio delivering as good a return on capital as your core business?
- Are you having to make hefty contributions to fund the deficit in your final salary pension scheme?
- How can you access the value trapped in property to de-risk or ultimately get rid of your pension scheme?

Pete Gladwell, Product Development Manager, **Legal & General Property**

Julian Hobday, Sales Director, Bulk Purchase Annuities, **Legal & General**

RBS Managing risks in international expansion

- Country risk and regulatory risk considerations
- The issue of trapped cash and repatriating it
- Integration risk and the risks around capital structuring, account needs and compliance
- Market and funding risk, including source and location of finance, interest rate risk and FX risk
- Hedging FX risk in M&A situations

Daren Blaker, Managing Director, Head of UK Corporate FX Sales, **RBS**

Gavin Jones, Vice President, Deputy Treasurer, **Royal Ahold**

Manfred Schmoelz, Head of Transaction Services, Asia Pacific, **RBS**

PROGRAMME DAY THREE Friday 3 May

FORESIGHT

08.15	 talkingtreasury breakfast briefing: Exclusively for corporate treasurers	Facilitated by the ACT
09.15	 WHEN THE FUTURE BEGINS: LONG-TERM THINKING IN TURBULENT TIMES	 Magnus Lindkvist , Trendspotter and Futurologist
09.50	Travel time	
10.00	 TRACK FOUR	
	<p>Track J</p> <p>The determined treasurer: driving value creation</p> <p></p> <p>What will this session cover?</p> <ul style="list-style-type: none"> ■ financing your balance sheet – how to choose the right funding option and make it work ■ issuing a \$1bn US private placement – practical tips for accessing the US PP market ■ hybrid bonds – what are the opportunities? ■ using loans to support acquisition strategy <p>Who is it for and why should you attend?</p> <ul style="list-style-type: none"> ■ spot windows of opportunity at the right time ■ find out what the markets don't tell you ■ make your investors happy ■ hear best practice from leading borrowers <p>HEAR FROM: Maureen Baker, General Manager, Funding & Investor Relations, ArcelorMittal Thomas Ditt, Head of Capital Markets, Schaeffler The Treasurer's Deals of the Year award winner John Jackson, Group Treasurer, The Weir Group Jan-Maarten van Osch, Treasurer, Royal KPN</p> <p>FACILITATED BY: Peter Matza, Engagement Director, ACT</p>	<p>Track K</p> <p>Bank relationship management: a science or an art?</p> <p></p> <p>What will this session cover?</p> <ul style="list-style-type: none"> ■ how have the dynamics of the corporate / bank relationship changed? ■ can your bank relationship be properly managed without being measured? ■ taking into consideration the credit profile of your banking counterparts when choosing your service provider ■ how should corporates value their ancillary business? ■ how is Basel III impacting bank pricing and service? <p>Who is it for and why should you attend?</p> <ul style="list-style-type: none"> ■ treasurers considering a quality index for measuring and managing counterparty relationships – is it worth the effort? ■ learn how other treasury departments are taking the personality factor out of their banking relationships and focusing on the facts ■ find out how in-house benchmarking can determine efficient wallet share <p>HEAR FROM: Paul Phillips, Group Treasurer, easyJet Toby Shore, Corporate Treasurer & Chief Risk Officer, Dubai Aluminium Jason Spanos, Corporate Finance Manager, British American Tobacco Paul Stapleton, Group Treasurer, ESB</p> <p>FACILITATED BY: Michelle Price, Associate Policy & Technical Director, ACT</p>
11.15	Brunch in the exhibition hall	
12.00	<p>QUESTION TIME</p> <p></p>	<p>Hosted by: Jeremy Paxman, Author, Broadcaster and Journalist</p> <p>The panel: Magnus Lindkvist, Trendspotter and Futurologist Andrew Macfarlane, Chief Financial Officer, Aer Lingus Group Trevor Williams, Chief Economist, Lloyds Bank Commercial Banking Becky Worthington, CEO, Lodestone Capital</p>
13.00	CONFERENCE CHAIR'S OBSERVATIONS	Jono Slade , Global Head of Corporate Finance, Rio Tinto
	Close of conference and coaches to Liverpool Lime Street station	

FACILITATOR AND SPEAKER PROFILES

Please note full facilitator and speaker biographies are available on the conference website or on the conference app.

Key:  size of treasury team  company turnover  team's biggest priority for 2013 / biggest challenge for treasury teams in 2013



Ignazio Angeloni
Director General for Financial Stability
European Central Bank

Ignazio is Director General for Financial Stability at the ECB. He is currently coordinating, on the ECB side, the negotiation and preparation for the banking union. Ignazio is a Visiting Scholar at Bruegel and has published books and articles in top US and European academic refereed journals.



Philip Augar
Author

Philip Augar is a former group managing director at Schroders where he led the global securities business. He has written many articles for the Financial Times and other publications and is the author of several books, the latest of which is *Reckless: the rise and fall of the City*.



Maureen Baker
General Manager, Funding & Investor Relations
ArcelorMittal

 US\$84bn



Charles Barlow
Group Treasurer
Coats

 Four  US\$1.6bn (estimated)  Debt diversification.




Daren Blaker
Managing Director, Head of UK Corporate FX Sales
RBS

 Increased regulation.



Richard Bottomley
ACT Honorary Fellow

-  As a former cash management and asset management practitioner, it is still a priority of mine to optimise liquidity within both corporate and institutional clients. The visibility and control over cash, including payables/receivables and investments/ borrowings, is as critical as ever, if not more so given current enhanced counterparty risks.






Nick Burge
Managing Director, Head of OTC Clearing
Lloyds Bank

-  Conforming with all the new market regulations.



Roger Burge
Director of Treasury & Corporate Finance
Arqiva

-  Seven  £830m  Implement our recent £3.8bn refinancing and continue our debt issuance programme.



Anne Coghlan
Head of Treasury
Dyson




Martin Collard
Managing Director, Corporate Banking EMEA
Bank of America Merrill Lynch

-  Anticipating and mitigating the impact of unexpected events.



Fiona Crisp
Consultant
Crisp Consultants

-  Raising cost-effective debt and arranging other facilities, including FX lines and hedging facilities using derivatives.



John Cummins
Group Treasurer
RBS

John manages the treasury function for the Royal Bank of Scotland Group. He is responsible for the management of the Group's capital, liquidity, and structural FX and interest rate risk and his role also includes responsibility for funding the Group balance sheet, and the management of the Group's capital and resources policies.



Jonathan Curry
Global CIO, Liquidity
HSBC Global Asset Management

 The continued barrage of regulation that impacts so many parts of a treasury team's role.



Royston Da Costa
Group Assistant Treasurer
Wolseley

 Seven  £12.7bn  Cashflow forecasting.



Nick Diamond
Head of Cash Management Sales
Lloyds Bank



Thomas Ditt
Head of Capital Markets
Schaeffler

 25  €11.1bn  Further optimise Schaeffler Group's current financing structure.



Greg Edwards
Head of FX eCommerce Sales Europe
Deutsche Bank

 Control over subsidiaries in onshore locations such as China, India etc.



Julie Fabris
Group Treasurer
Birds Eye Iglo Group



Two



€1.5bn



Ensuring compliance with new EMIR regulation and undertaking a review of the operational banking footprint across the group.



Blaise Ganguin
Head of Corporate Ratings
Standard & Poor's EMEA



Pete Gladwell
Product Development Manager
Legal & General Property



The biggest challenge will be unlocking the value within corporate property holdings.



Andy Gray
Managing Director, Corporate & Institutional Coverage
RBS



Finding an efficient and effective way of assessing and accessing the broadening range of funding sources available.



John Grout
Policy & Technical Director
ACT



Coping with the impact on bank behaviour of new regulations.




Janet Henry
Chief European Economist
HSBC

Janet Henry was appointed as Chief European Economist in April 2007 and is a member of the ECB Shadow Council. She joined HSBC in 1996 in Hong Kong where she worked as an Asian Economist before moving back to London in 1999 where she was a Global Economist for eight years.




Susan Hindle Barone
Secretary General
IMMFA

 Keeping track of all the regulatory changes which have potential to impact their daily operation.






Julian Hobday
Sales Director, Bulk Purchase Annuities
Legal & General

 How to cost effectively manage pension scheme risk and to finance the ever increasing amounts of cash required given the competing demands from other areas of the business.




Katherine Horrell
Group Treasurer
Centrica

 Ten  £24bn  Funding and liquidity is always our top priority, but the group treasury team will continue to support the business development in line with Centrica's new strategic priorities.






Alexandra (Sasha) Ilinskaia
Managing Director, Head of FX Research and Development London
Credit Agricole CIB

 I expect the financial market to stay unstable in 2013 and significant market moves are very likely on any negative news. The challenge is to maintain capital efficiency without jeopardising business stability in market stresses.



Guy Ingram
Regional Treasurer, Europe
SABMiller

 30 (globally)  US\$31.4bn  Implementation of supply chain financing structures to support working capital improvements.



John Jackson
Group Treasurer
The Weir Group

 Five  £2.5bn  Re-financing our US\$800m RCF.

**Gavin Jones**

Vice President, Deputy Treasurer

Royal Ahold

Ten



€32.8bn



Managing a lot of different priorities with existing resources. Prudent management of €4bn cash portfolio. Implementation of our pan European payment and cash management solution and SEPA migration.

**Michal Kawski**

Head of Treasury

Gazprom Marketing & Trading

Nine

£25bn
(approx)

Stabilise the treasury platform after a few years of development effort.

**Stuart Kirk**

Director Global FX Risk Management

Xerox

35



US\$23bn



Risk management – in all its forms: liquidity, funding, currency, etc.

**Sir Richard Lambert**

Senior Independent Adviser

Deutsche Bank

Richard is a senior independent adviser at Deutsche Bank, Chancellor of the University of Warwick and lead non-executive on the board of the Foreign and Commonwealth Office. He was knighted for services to business last year.

**Ross Lampard**

Program Manager, Transformation & Business Development

Zurich Insurance

Developing the benefit proposition for SEPA migration to ensure it is not simply 'a compliance project'.


**Magnus Lindkvist**

Trendspotter & futurologist

With his talks and with the three books – *Everything We Know Is Wrong*, *The Attack of The Unexpected* and *When The Future Begins* – Magnus Lindkvist challenges our entire way of thinking about and looking towards the future.



James Lockyer
Development Director
ACT

 Evaluating who to trust, and to what extent.



Andrew Macfarlane
Chief Financial Officer
Aer Lingus Group

Andrew Macfarlane was appointed Chief Financial Officer of Aer Lingus Group and a member of the Board in October 2010, having originally joined as Interim Chief Financial Officer in December 2009. Andrew is a Fellow of the ICAEW.



Peter Matza
Engagement Director
ACT

 Regulation, regulation, regulation.






Russell Maybury
Managing Director, Head of Corporate DCM – UK & Ireland
RBS

 Managing the regulatory environment against a volatile market background.





David Mead
Head of Treasury
Motability Operations Group

 Four  £3.12bn  Managing increasing cash levels and liquidity and determining how to restructure the debt maturity profile.



Katherine Medley
Group Treasurer
Princes

 Four  £2bn  Development of new TMS to achieve greater transparency and efficiency to support our debt and currency management.



Simon Morley
Group Treasurer
British Sky Broadcasting Group



Five



£7bn



Balance sheet structure, regulation and TMS.



Jesper Morgils
Treasurer & Risk Manager

Either preparing for the markets' expectation of the end of easy money and thus the end of the significant underpricing of risks or the break up of the Euro.



Tatiana Nikitina
Cash and Banking Analyst
British American Tobacco



30



£45.8bn



SEPA, SWIFT rollout, Eurozone contingency plans.



Martin O'Donovan
Deputy Policy & Technical Director
ACT



Adapting to the new requirements of EMIR (derivative regulation), SEPA and the changing market dynamics resulting from CDR IV / Basel III.



Jorge Otero-Rodriguez
Group Treasurer & Risk Manager – Director de Finanzas
IAG



Nine



€18bn



Secure the implementation of the business plan.



Carl Pate
Group Finance Director
Quantum Clothing



21



€136.42m



We are transitioning from being a full service vendor supplier to M&S, to supplying on a FOB basis.



Jeremy Paxman
Author, broadcaster & journalist

Jeremy Paxman is an award-winning journalist, author and television presenter. He has worked for the BBC since 1977 and is the presenter of *Newsnight* and *University Challenge*. He has presented BBC documentaries on various subjects including Victorian art and Wilfred Owen.



Paul Phillips
Group Treasurer
easyJet

Three £3.8bn Support for the business in meeting corporate objectives.



Yuri Polyakov
Managing Director, Head of Financial Risk Advisory
Lloyds Bank Commercial Banking

Ensuring the business can adequately respond to the ongoing changes in the global currency markets, driven by central bank interventions, political reforms and government stimulus plans.



Catherine Porter
Head of Treasury
Cancer Research UK

Two £493m (incoming resources) Consolidation.



Alex Price
Head of UK Corporate FX
Deutsche Bank

The changing regulatory environment will continue to drive up the cost of hedging and the regulatory reporting burden.



Michelle Price
Associate Policy & Technical Director
ACT

Juggling many balls in the air at once, eg reporting derivatives for regulatory purposes, diversifying funding sources, rising derivative prices, the impact of the new FTT... and so the list goes on.



Trevor Pritchard
Managing Director Corporate Ratings
Standard & Poor's EMEA



Bente Salt
Head of Treasury
Virgin Management

Three Liquidity management and finding suitable counterparties to deposit funds with.



John Salter
Head of Cash Management & Payments
Lloyds Bank Commercial Banking



In a period of slow economic growth and low interest rates understanding and optimising working capital is crucial.



Manfred Schmoelz
Head of Transaction Services, Asia Pacific
RBS



The global economic outlook remains unclear due to well known issues in Europe. Markets are still driven by volatilities around FX and interest rates. Regulatory outlook and topics will define relationship/partnerships with banks going forward as banks may have to adjust business model and balance sheet.



Toby Shore
Corporate Treasurer & Chief Risk Officer
Dubai Aluminium



28



US\$2.6bn



Accuracy in liquidity forecasting, treasury management system phase II implementation and SWIFT implementation.



Jono Slade
Global Head of Corporate Finance
Rio Tinto

As Global Head of Corporate Finance within the treasury department at Rio Tinto, Jono is responsible for the capital structure of the group, its external funding requirements, EMEA business unit treasury support, bank relationships and general corporate finance activities within London treasury. Jono is President of the ACT.



Jason Spanos
Corporate Finance Manager
British American Tobacco



30



£45.8bn



Treasury operating model.



Paul Stapleton
Group Treasurer
ESB



Seven



€3.25bn



Build on the progress made to date in managing ESB's liquidity, funding and risk positions in the context of Ireland's continued recovery from a severe economic and financial crisis.



Keith Starling
Chief Financial Officer
Big Society Capital

Keith joined Big Society Capital in February 2012 as Chief Financial Officer. Before joining Big Society Capital, he was Chief Financial Officer at Gartmore Group. Prior to Gartmore, Keith was Chief Financial Officer, Europe ex-Switzerland at Credit Suisse Asset Management. Keith is a Fellow of the ICAEW.



Jason Straker
Client Portfolio Manager, Short-term Fixed Income
J.P. Morgan Asset Management

 The continuation of the current low yield environment across the major developed markets of the US, Eurozone and UK. Changes to money market fund accounting principles, banking regulations and central bank policy will likely mean low yields are a reality for the foreseeable future.




Eric Striegler
Head of Regional Business Development, Global Trade and Receivables, Finance, Europe
HSBC

 How to optimise working capital management and manage risks coming from a volatile market.



Paul Taylor
Managing Director, EMEA Regional Sales Head
Bank of America Merrill Lynch

 Balancing the ability to respond to the ever-flexing demands of the market from a compliance and regulatory perspective with the ability to continually compete and innovate.



Robin Terry
Head of Global Banking Corporate Sales, Payments & Cash Management, Europe
HSBC

 The IT resource challenge around preparing for SEPA and the ongoing Eurozone challenges.



Michael Turner
Head of Cash Management Corporates, UK & Ireland, Global Transaction Banking
Deutsche Bank

 2013 will set the stage for what will be the most important evolution, and revolution, in the European payments landscape. The deadline for SEPA compliance will require treasury teams to design, implement and test their migration plans in 2013, and to ensure a solid foundation for future growth and development. Striking the right balance between short-term needs and long-term benefits presents a great challenge.



Colin Tyler
Chief Executive
ACT



Leading your board through the myriad of new technical regulations, covered by overlapping regulatory environments, for rules that have not been fully written.....whilst still making money in the real economy. In summary: selecting the tastiest “surf and turf” menu option.



Jan-Maarten van Osch
Treasurer
Royal KPN



Ten



€12.7bn



Completion of €4bn equity and hybrid capital raise, SEPA migration and implementation of new treasury management system.



Stanislav Varkalov
Director, Accounting and Regulatory Advisory
Lloyds Bank



Lacklustre growth prospects for the UK and Eurozone. Also understanding and keeping track of various changes in regulation such as EMIR, Basel III, ICB and their impact on pricing and availability of the hedging instruments for the corporates.



Mike Verrier
Group Treasurer
Wolseley



Seven



£12.7bn



Cash visibility.



Harriet Warr
Assistant Manager, Capital Markets
National Grid



18



£14bn
(estimated)



Regulation, regulation and more regulation.



Bob Williams
Regional Finance Director
Barratt Developments



Two



£2.3bn



Funding and liquidity management.



Craig Williams

Assistant Treasurer, FX, Markets and Execution
Diageo



48



£12bn



Trevor Williams

Chief Economist
Lloyds Bank Commercial Banking

Trevor is currently the Chief Economist at Lloyds Bank, Commercial Banking. Trevor is a member of the Institute for Economic Affairs Shadow Monetary Policy Committee, made up of City economists and academics. He is a visiting Professor, Banking and Finance, Derby University.



Dave Wills

Head of Merchant Acquiring
Lloyds Bank



From a “card payments” perspective – how will they cope with constant changes in technology, impacting the channels in which their business trades (now and in the future), the demands of their customers to embrace new technology and potential increased complexity in terms of these receivables?



Danny Witter

Managing Director, Head of UK & Ireland Corporate Coverage
Deutsche Bank

Danny heads the Capital Markets & Treasury Solution team that is responsible for covering the bank’s corporate client base in UK and Ireland for the full range of financing, investment, risk management and transaction banking products and services. He is also a member of Deutsche Bank’s UK Executive Committee.



Becky Worthington

CEO
Lodestone Capital

Becky is CEO of Lodestone Capital, a business she founded in November 2012 to invest in UK real estate assets and asset backed debt. She was previously at Quintain Estates & Development, holding the positions of Finance Director and Deputy Chief Executive. Becky sits on the Advisory Board of the ACT.



Pedro Zinner

Group Treasurer and Acting Group Head of Tax
BG Group




21



US\$18bn
(approx)



Providing the required funding needs to support the company’s growth plan and diversifying the funding sources.



Help support young people in crisis

Over a million 16-24 year olds are unemployed. **A third** of the UK's children live in poverty. **1 in 13** self-harms. **10%** have a mental illness. And **4 out of 5** don't know where to turn for help.

That's where Get Connected comes in.

Get Connected is the UK's **free confidential helpline** for under-25s who need help but don't know where to find it. They're there, 365 days a year, to support young people with absolutely any issue, including abuse, bullying, relationships and self-harm.



Jonathan's story

"When I started at a new school, a group of my new classmates pressurised me into taking drugs. I was so worried about making friends that I went along with it, but it quickly got out of control, and I ended up in a really bad way.

I was taking drugs every day and I felt terrified.

I was nervous about calling Get Connected, but they were so patient and encouraging, and they didn't judge me at all. Thanks to their support, I've been able to turn things around now. I dread to think where I'd be if I hadn't made that call."

Ways you can help

- Challenge yourself with a run or bike ride! We have hard-to-come-by places in some of the UK's top events.
- Give 4 hours a week as a Helpline Volunteer (London-based).
- Test your sense of adventure with an overseas trek or an exhilarating skydive!
- Join the likes of Daniel Radcliffe and become a Friend by giving regularly. Or you could make a one-off donation.
- See how your company can support Get Connected!

To find out more about these opportunities, please contact lucy.ward@getconnected.org.uk or call **020 7009 2500**.

The ACT is proud to support

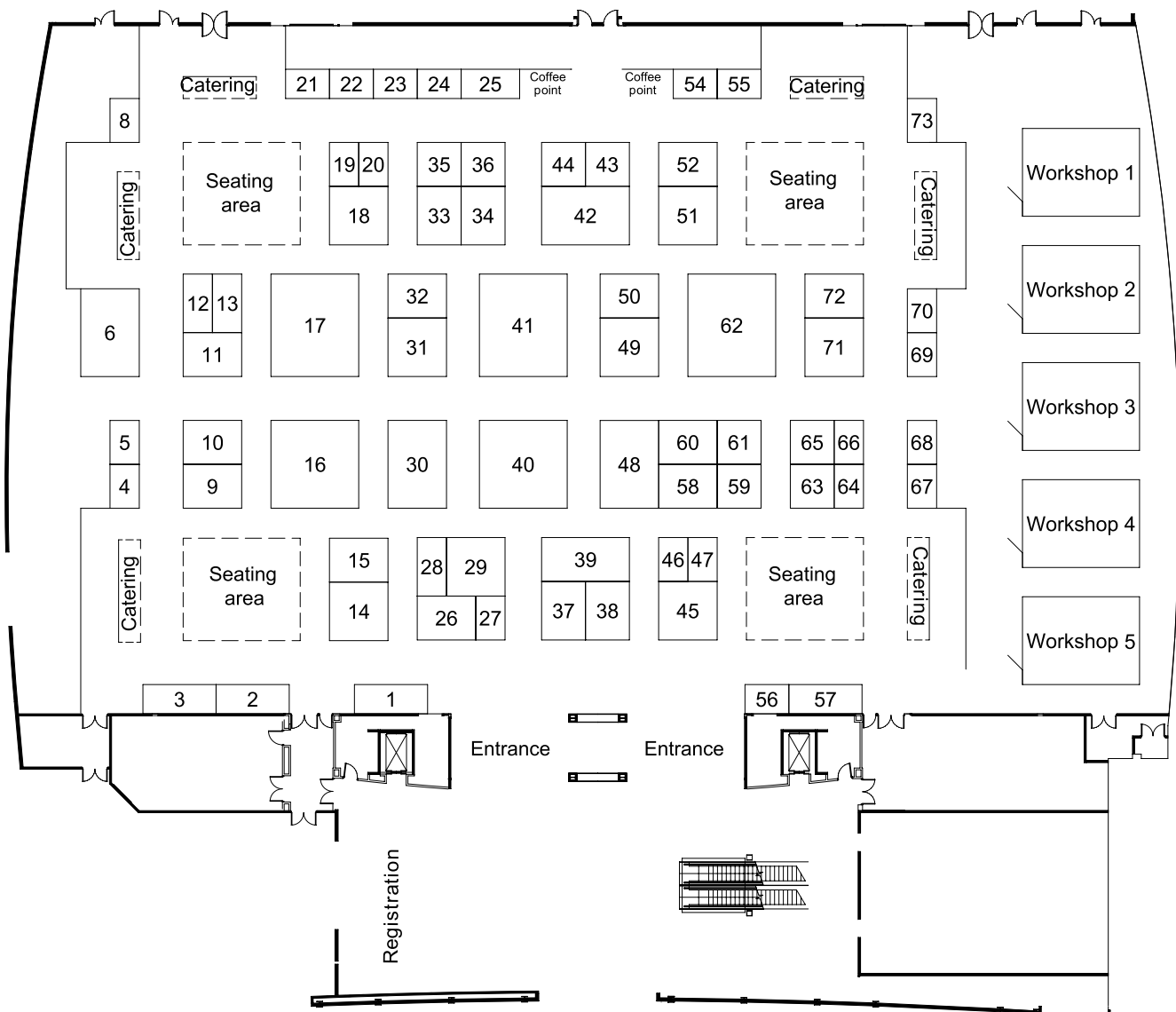


registered charity no. 1081840

www.getconnected.org.uk

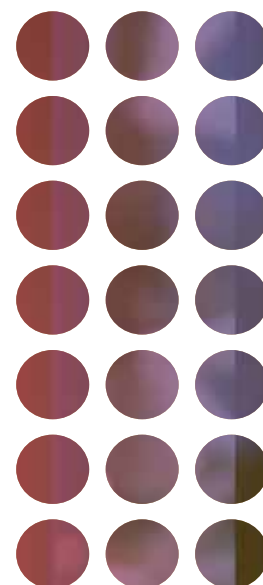
EXHIBITION

The ACT Annual Conference is proud to bring you the largest treasury exhibition in the UK, packed with the leading treasury product and service providers in the industry. Develop new relationships and catch up with those you already know, all under one roof.



Exhibitor name	Stand no.	Exhibitor name	Stand no.
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Barclays.....	49	OpenLink.....	52
BELLIN.....	14	Payden & Rygel.....	32
BlackRock.....	29	Pension Insurance Corporation.....	6
BNY Mellon.....	72	PwC.....	51
Bottomline Technologies.....	37	Raiffeisen Bank International.....	65
BRC Consulting Services.....	24	Reval.....	30
Brewer Morris.....	27	Royal London Asset Management.....	12
Capita International Financial Services.....	56	Salmon Software.....	69
CashFac.....	44	Scottish Widows Investment Partnership.....	9
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Federated Prime Rate Capital Management.....	61	SWIFT.....	2
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Fundtech.....	63	TradeRisks.....	13
FXall.....	71	Visual Risk.....	21
Goldman Sachs Asset Management.....	18	Wells Fargo.....	11
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RECHARGE YOUR BATTERIES AT THE ACT HUB



We have often been asked to help people find somewhere to charge their phones. New for 2013, we offer you the chance to sit down, take the weight off and recharge your batteries on the ACT hub. As the social media buzz continues, our team will be on hand with plenty of tips on how to get the most out of Twitter and LinkedIn as well as the conference mobile app.



But mainly, **we're here to help answer your questions**

- How ACT qualifications can really help advance your career
- Which training course or event will provide the best networking and CPD
- What corporate membership offers
- How to get involved with the treasurers forum

Please do come and talk to us and our treasurer colleagues.

After those conference sessions, visiting the exhibition and the late nights, you will probably need a sugar rush and so, back by popular demand is the **ACT sweetshop** featuring childhood classics. **#actsweetshop** will be up and running throughout the conference and if you can't think of anything to add to the weightier topics, why not tweet your favourite sweet moments?

If you are **already an ACT member**, the membership team will be available for you at the conference, and we'd love to talk to you about **any aspects of your ACT membership**. There will also be an opportunity to pay your membership subscription whilst at the conference to our membership team at the registration desk.

CO-LEAD SPONSOR PROFILES

Deutsche Bank 

Deutsche Bank Stand: 62

Deutsche Bank is a leading global investment bank with a substantial private clients franchise. Its businesses are mutually reinforcing. A leader in Germany and Europe, the bank is continuously growing in North America, Asia and key emerging markets. With more than 100,000 employees in 73 countries, Deutsche Bank offers unparalleled financial services throughout the world. The bank competes to be the leading global provider of financial solutions, creating lasting value for its clients, shareholders, people and the communities in which it operates.

Within Global Transaction Banking, The Trade Finance and Cash Management teams provide a combination of commercial banking products and services for corporates and financial institutions dealing with the management and processing of domestic and cross-border payments, professional risk mitigation for international trade and asset and liability management. Our customers are supported in their domestic, regional and global trade finance and cash management programs through Deutsche Bank's extensive global network of offices.

The Capital Markets and Treasury Solutions (CMTS) group covers and serves the treasury-related needs of our clients. This group is responsible for the delivery of the entire suite of financing, risk management and treasury product solutions (including transaction banking products) to our clients.

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Danny Witter

Capital Markets & Treasury Solutions
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www.db.com

HSBC 

HSBC Stand: 17

HSBC is one of the world's largest banking and financial services organisations. The Group's network is comprised of 6,900 offices in 80 countries and territories in Europe, Asia-Pacific, the Middle East and Africa.

HSBC combines extensive global reach, notable financial strength, and a long term commitment to our commercial banking and global banking markets and markets clients.

We offer a wide array of global solutions including cash management, asset management and trade and receivables finance services, from traditional to innovative e-enabled solutions, designed to address the needs of our clients today, as well as in the future.

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Jonathan Curry

Global CIO, Liquidity, HSBC Global Asset Management
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www.hsbc.com

 RBS™

RBS Stand: 41

The RBS Group is a large international banking and financial services company. Headquartered in Edinburgh, the Group operates in the United Kingdom, Europe, the Middle East, the Americas and Asia, serving over 30 million customers worldwide.

The Group provides a wide range of products and services to personal, commercial and large corporate and institutional customers through its two principal subsidiaries, The Royal Bank of Scotland and NatWest, as well as through a number of other well-known brands including Citizens, Charter One, Ulster Bank, Coutts and Direct Line.

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360 Trading Networks

Stand: 1

360 Trading Networks, based in Frankfurt, Germany, is one of the leading global providers of web-based trading technology for OTC financial instruments, particularly currency exchange, short-term money market loan/deposits and interest rate derivatives. Based on its proprietary core technology, 360T's platform is offering a deep liquidity of more than 125 global and regional market makers used by over 1200 client organisations worldwide. The company also offers a professional white-label trading technology for electronic trading services to a closed group of users on a proprietary branded platform. 360T has a global presence with customers and offices in America, Asia-Pacific and the Middle East.

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AccessPay

Stand: 68

AccessPay provides next generation cloud based solutions that transform payments, cash management and treasury systems. Our web modules drive new efficiency, boosting productivity whilst reducing costs. Rapid integration is guaranteed by our file and channel agnostic approach and 24/7 support offers peace of mind. Our subscription based pricing means no more set-up fees or upgrades and no caps on transactions, you simply pay for what you use and benefit from our rolling programme of security and encryption enhancements. We'll put you in total control of payments, and give you anywhere, everywhere access, because once you see more, you can do more.

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Aberdeen Asset Management

Stand: 19

At Aberdeen, asset management is our business. We are a pure asset management company and only manage assets for third parties, allowing us to focus solely on their needs. We now manage £193bn of third party assets from our offices around the world, as at 31 December 2012. Our clients access our investment expertise drawn from three main asset classes: equities, fixed income and property, as well as tailored solutions. We package our skills in the form of segregated and pooled products across borders. We invest worldwide and follow a predominantly long-only approach, based on fundamentally sound investments – we do not chase market fads.

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AEP Payments

Stand: 55

AEP Payments provides international payment processing solutions to blue-chip companies and small and medium sized business. Our payment platform "PayGate" manages the entire process, from payment data validation all the way through to payment gateway solutions that can manage a wide variety of submission infrastructures, transaction types and payment methods including BACS, SEPA, FPS, CHAPS, SWIFT FIN and SWIFT FileAct, domestic and with multi-currency, over a multitude of clearing and settlement mechanisms. Come and visit us on stand 55 and see how our turnkey solution is giving control back to corporate treasurers.

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Amundi

Stand: 64

Amundi ranks second in Europe¹ and ninth worldwide¹ in the asset management industry with AUM of close to €750bn².

Located at the heart of the main investment regions in almost 30 countries, Amundi offers a comprehensive range of products covering all asset classes and major currencies.

1. Total assets under management – Source IPE “Top 400 asset managers active in the European marketplace” published in June 2012, based on figures as at December 2011.
2. Amundi Group figures as at 31 December 2012.

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Aviva Investors

Stand: 15

A global investment specialist, Aviva Investors provides asset management services to institutional investors worldwide. We are wholly owned by Aviva, one of the world's largest insurance groups, and have assets under management in excess of £274bn across a range of funds. We operate around the world, employing more than 1,200 employees in 15 countries.

Our clients include pension funds, sovereign wealth funds, insurance companies, national and local government bodies, wealth managers, charities and corporate. Our investment services and tailored solutions include:

- diversified global fixed income strategies
- direct and indirect global real estate
- full range of equity strategies
- multi-asset solutions

We work closely with our clients and as such we have a strong understanding of the concerns and uncertainties that you face. By listening and understanding your needs we can tailor solutions to your specific requirements and investment goals. (All data as at 31 December 2012.)

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ANZ

Stand: 3

ANZ traces its roots back to 1835 and over the last 175 years has grown to become a leading financial service group, and one of the world's safest banks (AA-/Aa2 stable rating). Today ANZ is an Australasian regional bank across 27 countries, from Australia and New Zealand, through the Pacific and into Asia. With full operations in these territories (including 15 in Asia), we are positioned to support multi-national companies with operations and ambitions in Asia Pacific. Relationships are led by senior bankers in London who understand the region and co-ordinate the geographical relationship and with London based product specialists in debt, trade and global markets.

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Bank of America Merrill Lynch

Stand: 45

Bank of America is one of the world's largest financial institutions, serving individual consumers, small and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. Bank of America Merrill Lynch is a long-established participant in EMEA with a presence since 1922. With offices in over 30 cities, the company offers an integrated and comprehensive set of products and services across global corporate & investment banking, global markets, wealth management and consumer card, serving the needs of individual, corporate, institutional and government clients, combining the best of local knowledge and global expertise.

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Bank of China

Stand: 26

Bank of China, which is one of the world's largest banks and China's most internationally diversified, with institutions spread in Chinese mainland, Hong Kong, Macau, Taiwan and 35 countries and regions. The bank has been awarded long-term ratings from S&P and Moody's of A and A1 respectively. Bank of China has been operating in London for more than 80 years. The bank's business activities in London are undertaken through both a branch and a subsidiary (Bank of China (UK)), the former being established in 1929 and the latter more recently in October 2007. The London operations provide a comprehensive range of products and services to Chinese, British and European multi-national corporations.

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Barclays

Stand: 49

Barclays moves, lends, invests and protects money for customers and clients worldwide. With over 300 years of history and expertise in banking, we operate in over 50 countries and employ over 140,000 people.

We provide corporate banking solutions to businesses with an annual turnover of more than £5m in the UK, and to large local companies, financial institutions and multinationals in non-UK markets. We support the success and growth of our clients by providing lending, risk management, cash and liquidity management, trade finance, and asset and sales financing.

As one of the largest financial service providers in the world, our clients also benefit from access to the breadth of expertise across Barclays.

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Bank of Ireland

Stand: 36

Bank of Ireland understands the financial requirements unique to treasurers and the importance of successful treasury risk management. As a quality banking partner, Bank of Ireland offers a wide range of tailored treasury solutions, including foreign exchange treasury services, interest rate products, trade finance and cash investment solutions.

For a relationship you can trust and treasury solutions you can bank on come and visit us at stand 36.

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Richard Hale

Bank of Ireland Global Markets

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BBVA

Conference mobile app sponsor
Meeting room 16 (level three)

Founded in 1857, BBVA is a customer-centric global financial services group, with more than €638bn in total assets, 53 million clients and 115,000 employees across 32 countries. It has a market leading position in Spain, is the largest financial institution in Mexico and has leading franchises in South America and the Sunbelt Region of the United States. BBVA is also focussed on developing its growing operations in Europe ex-Spain, particularly in high growth areas such as Turkey where the Bank has a stake in Garanti Bank. Its diversified business is biased to high-growth markets and relies on technology as a key competitive advantage. Sustainability and corporate responsibility are at the core of the Bank's business model, fostering financial education and inclusion while supporting scientific research and culture.

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BELLIN

Stand: 14

BELLIN is a global leader in consulting, software and services for the corporate treasury. Over 250 customers comprising 5,000 companies and over 15,000 users rely on the BELLIN group of companies for managing their treasuries. BELLIN products are hosted on a secure, private network distributed across five data centres in three countries. BELLIN's flagship product, tm5, is web-based software which was designed by a treasurer with a passion to create an all-in-one solution to manage all aspects of a corporate treasury. BELLIN BACKSTAGE is an online platform which enables tm5 users to exchange product, company and industry information within the BELLIN Community.

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**BNY Mellon**

Stand: 72

BNY Mellon is a global investments company dedicated to helping our clients manage and service their financial assets throughout the investment lifecycle. Whether providing financial services for institutions, corporations or individual investors, we deliver informed investment management and investment services through our client-focused efforts in 36 countries and more than 100 markets. Our insight is backed by our unique perspective that comes from having over US\$26.2tr in AUC and over US\$1.4tr in AUM. Whether our clients are looking to create, trade, hold, manage, distribute or restructure investments, we can act as a single point of contact for our clients' investment needs.

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BNY MELLON

BlackRock

Stand: 29

BlackRock is a premier provider of asset management, risk management and advisory services to clients worldwide. The firm manages US\$3.79tr* across asset classes, looking after US\$264bn* specifically in short-term assets for clients globally. We have grown because we have earned our clients' trust through a wide variety of market events. We understand the importance of putting safety and liquidity first – not as a marketing message, but as the core of our philosophy.

* as of 31 December 2012

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BLACKROCK®**Bottomline Technologies**

Stand: 37

Bottomline Technologies (NASDAQ: EPAY) provides cloud-based payment, invoice and banking solutions to corporations, financial institutions and banks around the world. The company's solutions are used to streamline, automate and manage processes involving payments, invoicing, global cash management, supply chain finance and transactional documents. Bottomline is the SWIFT Business Partner for UK, Ireland and Channel Islands. Organisations trust Bottomline to meet their needs for cost reduction, competitive differentiation and optimisation of working capital. Headquartered in the United States, Bottomline also maintains offices in Europe and Asia-Pacific.

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BRC Consulting Services

Stand: 24

BRC Consulting Services specialises in international cash and treasury management. Our clients include global multi-national companies, banks and non-bank financial institutions and UK public sector organisations.

- Treasury "Health Check": best market practice reviews of account structures, cash flows, cash forecasting, treasury policies, processes and controls, risk management
- Cash management: cash management reviews, bank selection, liquidity management, cash pooling, card processing, payment factories and shared service centres
- Treasury management: FX exposure management, debt management, risk management, funding, investment management, and transaction processing.
- Treasury management system selection: requirements specifications, benchmarking existing systems, system evaluation and selection, managing the tender process and including implementation project management

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Capita International Financial Services

Stand: 56

Our integrated treasury services team includes over 100 professionals providing independent treasury advisory services and support to a large number of UK and international organisations, as well as investment funds.

Our services:

- corporate treasury outsourcing
- counterparty exposure reporting
- credit risk reporting
- corporate asset finance
- multi-lateral netting
- hedge accounting

We also support treasury activities by providing a modular front, middle and back office service in:

- treasury execution
- loan administration
- cash management
- accounting
- compliance and risk management

Capita is located in a number of major European financial centres including: London, Dublin, Luxembourg, Jersey, Budapest, Amsterdam, Zurich, Frankfurt and New York.

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CAPITA

Brewer Morris

Stand: 27

Over the last 25 years Brewer Morris have built a specialist tax recruitment firm with a blend of experience and knowledge that no other recruitment firm can match. With backgrounds in the accounting profession, law firms, industry and commerce, our consultants continue to add to that unique blend. They are handpicked for their integrity and their commitment to providing the highest level of service. Brewer Morris Treasury recruits senior professionals on a permanent and interim basis across a range of sectors including commerce & industry, financial services, professional services, the Big 4 and other treasury consultancy firms. Our client base is truly international and includes businesses in the FTSE 100 and Fortune 500, multi-national private companies, investment banks and Big 4 practice firms. Combined with our treasury sector expertise we are able to offer unparalleled access to our network of decision makers and treasury professionals.

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CashFac

Stand: 44

CashFac provides Cash Management systems for client money and treasury operations. We specialize in high-impact solutions for complex operations; high volume transaction management with global multi-bank capability, and 24/7 operation. Our product is distributed by seven partner-banks globally. CashFac provides accelerated transaction execution, instant account opening, automated compliance, real time surveillance; precision. Our solution eliminates redundant balances and cuts bank accounts over wide area operations. We provide the most advanced virtual account functionality in a bank active STP workflow. CashFac is accepted by banks as the standard in cash management for client money and complex treasury operations.

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Chatham Financial

Stand: 43

Chatham Financial is an independent advisory services and technology firm specialising in hedge accounting, interest rate, FX and commodity risk management. Chatham's expertise combined with our proven technology empowers clients to strategically direct risk management programs to fit their needs. Founded in 1991, Chatham serves over 1,000 companies annually, with our practitioners bringing deep derivatives and complex regulatory knowledge to our clients. Our global team of risk management professionals, CPAs, quantitative analysts and software developers provide clients with the tools and confidence required to successfully manage risk.

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Commerzbank

Stand: 67

Commerzbank is a leading bank in Germany and Poland and one of the leading financial institutions in Europe. As a partner to the business world Commerzbank is directly represented in more than 50 countries as well as through a network with around 5,000 correspondent bank connections worldwide.

We offer our corporate clients a comprehensive range of innovative cash management & international business solutions and expertise tailored to their needs – from effecting payments and optimising their cash and treasury management, through to processing customers' international business and foreign trade financing.

For more information on our services and products for corporate clients please visit our website.

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Clearstream

Stand: 54

Clearstream: We value partnership.

Clearstream is a successful securities services supplier with consistently high ratings. We provide customers in more than 100 countries with access to 54 markets: 53 domestic markets, the international securities market and the carbon emissions rights market. We deliver Vestima, our innovative investment funds suite, plus award-winning collateral management and securities lending through our Global Liquidity Hub. Clearstream is now collaborating with leading market infrastructures worldwide to create sustainable and competitive solutions that address the global collateral challenge. Clearstream has offices in Luxembourg, Dubai, Dublin, Frankfurt, Hong Kong, London, New York, Prague, Singapore and Tokyo.

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Crédit Agricole Corporate and Investment Bank

Stand: 4

Crédit Agricole CIB is the Corporate and Investment Banking arm of the Crédit Agricole Group, the world's sixth largest bank by total assets (The Banker, July 2012).

Crédit Agricole CIB offers its clients a comprehensive range of products and services in capital markets, investment banking, structured finance and corporate banking.

The Bank provides support to clients in large international markets through its network with a presence in major countries in Europe, America, Asia and the Middle East.

The Global Markets division handles all the sales and trading activities of standard and structured market products for corporate, financial institution and large issuers.

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Federated Prime Rate Capital Management

Stand: 61

Federated Prime Rate Capital Management LLP is a specialist manager of AAA-rated money market funds and segregated portfolios in sterling, euro and US dollars. Federated Prime Rate prides itself on its:

Conservative Approach

- Highly cautious, conservative investment approach
- No asset-backed securities or illiquid investments

Award-winning track record

- Consistent top quartile performer (source: iMoneyNet 2009-2013)

Transparency

- Portfolio available online daily for investors UK regulation
- The only Qualifying Money Market Fund domiciled in the UK, authorised and regulated by the Financial Services Authority IMMFA membership
- Board representation

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Fundtech

Stand: 63

Fundtech, is a market leader in global financial messaging and payment solutions. An accredited SWIFT Service Bureau and Service Partner, we operate six international data centres and we are one of the world's largest SWIFT service bureaus serving more than 400 customers in over 70 countries and processing over 25 million messages per month. Fundtech is one of the largest e-invoicing vendors on the market. Accountis EIP supports multiple languages and currencies and is compliant with all major VAT directives. We operate our own payment platform, handling about 30% of the UK's daily electronic funds transfer (EFT) transactions.

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Fidelity Worldwide Investment

Stand: 46

Established 44 years ago, Fidelity Worldwide Investment is committed to delivering superior returns for clients by finding the best global investment opportunities in any prevailing market environment. Its success in understanding what investors want and delivering superior products is reflected in its remarkable growth – Fidelity Worldwide Investment has become one of the UK's largest mutual fund managers and a European leader in pan-European equities with assets under management of US\$240.4bn*. Fidelity Worldwide Investment attributes the main reason for its success as being its approach to investment, basing every investment choice on rigorous research, the cornerstone of its global investment process.

*Source FIL 31 December 2012

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Goldman Sachs Asset Management

Stand: 18

Goldman Sachs Asset Management delivers high quality liquidity solutions to global investors seeking a conservative investment strategy, high liquidity and competitive returns embedded in a risk management culture. Global liquidity management encompasses GSAM's money market and short-duration fixed income businesses with a range of products denominated in EUR, USD, GBP, AUD, RMB and JPY. With more than €195.13bn assets under management globally (as at February 2013) and over 30 years of liquidity management experience, global liquidity management remains a core capability within GSAM and aims to meet clients' needs.

Please note, GSAM may only offer the RMB strategies to foreign investors who are permitted to invest in the RMB market by the PRC regulations, for example, qualified foreign institutional investors, foreign central banks, etc. Beijing Gao Hua Securities Company ("Gao Hua"), a strategic partner of Goldman Sachs, may also offer the RMB strategies to the PRC domestic investors. Gao Hua is a securities company in China licensed by the China Securities Regulatory Commission to conduct, amongst others, client asset management business.

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Goodman Masson

Stand: 47

Goodman Masson is the largest independent financial recruiter in the UK, and has been recruiting professionals across all areas of finance for over 20 years. The treasury and transaction banking teams offer specialist recruitment solutions at all levels, within both the corporate treasury and banking markets. Whether it's a permanent placement or temporary position, the Goodman Masson treasury and transaction banking teams will be able to assist you in finding the right candidate, or making that next important career move. Visit us on stand 47 to get an understanding of how Goodman Masson can help you.

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Ignis Asset Management

Stand: 33

Ignis Liquidity Funds offer AAA-rated pooled cash funds, in the form of money market funds and short duration cash funds. The proposition is centred on the core tenets of preservation of capital, maintenance of liquidity and stability of return. Central to this is the active management of a diversified pool of high-quality short duration assets alongside a segregated credit control function. Benefit from our experience in managing cash, through our team of dedicated portfolio managers and credit analysts. Ignis Liquidity Funds are part of Ignis Asset Management, which has £68.7bn under management.

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Hanse Orga International

Stand: 60

Hanse Orga International is an independent software and consulting firm for financial supply chain management processing within SAP. Hanse Orga is SAP Software Solution Partner; the products are certified by SAP. Our FinanceSuite offers proven added value for cash application and reconciliation, liquidity planning projects, working capital management, corporate payment factory, cash management, electronic bank account management and treasury. As the FinanceSuite is programmed in ABAP, the software may be directly installed in SAP. The customer-focused approach before, during and after the implementation has resulted in more than 500 satisfied customers worldwide such as BASF, BMW, Honeywell, IBM and Philips.

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ING Commercial Banking

Stand: 70

ING Payments & Cash Management – as an expert in payments and cash management we want to make daily banking easier for you. We can help you navigate through the current environment of rules and regulations with a wide range of solutions that will result in:

- Managing your working capital more effectively
- Reducing your dependency on external lending
- Offering better insight and predictability of cash flow

ING's integrated banking network gives you easy access to 28 European countries. With our local presence and payments and cash management experts, we bring you exclusive knowledge and insights of the local business in each country. We are focused on supporting your ideas and helping you to implement new Pan-European services, like SEPA, commercial cards and payments factory solutions.

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Insight Investment

Stand: 50

Insight Investment is one of the UK's largest active investment managers across liability driven investment, fixed income, currency risk management, absolute return and specialist investment capabilities. Based in London, Insight is a specialist asset manager with a global network of operations in the UK, North America, Australia and Japan. Our clients include pension funds, corporates, local authorities, insurers, sovereign wealth funds, wealth managers, financial institutions and private individuals. At the heart of our investment philosophy is a desire to offer clients innovative yet practical solutions which are tailored to their needs. To achieve this we combine strength and depth of knowledge with an outcome-orientated approach to investment.

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Investec Specialist Bank

Stand: 58

The Investec Debt Capital Markets team advises on, originates, structures and executes non-bank debt financing solutions for a wide range of borrowers. The team comprises ten experienced bond professionals whose backgrounds include high yield, investment grade, convertibles, retail bonds and private placement issuance. The team was set up in 2011 and by 2012 was the leading arranger in the growing UK retail bond market. In 2012, Investec assisted seven companies from various industries to raise £662.5m. The Investec Debt Capital Markets team is part of Investec Specialist Bank plc and is based in London.

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Invesco Perpetual

Stand: 20

Invesco Perpetual forms part of Invesco, one of the world's largest independent investment management organisations. Our sole focus is investment management – so with no distractions from competing interests, we are able to focus all our global resources on providing our clients with the investment expertise and personal service they expect. For more than 30 years, the Invesco Global Liquidity team has offered a disciplined investment approach, high-quality products and distinguished client service and support. We believe our long-term approach to short-term investing makes us a strong partner for investors seeking premier liquidity management.

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J.P. Morgan

Stand: 31

J.P. Morgan is a leader in financial services, offering solutions to clients in more than 100 countries with one of the most comprehensive global product platforms available. We have been helping our clients to do business and manage their wealth for more than 200 years. Our business has been built upon our core principle of putting our clients' interests first.

The firm has a unique status in cash and treasury management offering:

- Asset management
- Foreign exchange
- Liquidity funds & investments
- Payments & collections
- Commercial & prepaid cards
- Global trade

J.P. Morgan is part of JPMorgan Chase & Co. (NYSE: JPM), a leading global financial services firm with assets of US\$2.3tr

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Kyriba

Stand: 48

Kyriba is the global leader in next generation treasury solutions in the cloud. We enable CFOs and finance teams to optimize their corporate treasury functions by delivering fully-integrated cash, treasury, payment, risk management and supply chain finance solutions through a user-friendly, scalable and secure SaaS platform. Kyriba improves visibility and productivity, enabling our clients to minimize risks and have better control over their treasury and finance decisions. With a client loyalty rate of over 98%, we support more than 700 organisations.

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Lloyds Bank Commercial Banking

Stand: 16

Lloyds Bank Commercial Banking provides comprehensive expert financial services to businesses of all sizes, from start ups, through to small businesses, mid-sized businesses and multinational corporations. These corporate clients range from privately-owned firms to FTSE 100 PLCs, multinational corporations and financial institutions.

Maintaining a network of relationship teams across the UK, as well as internationally, Lloyds Bank Commercial Banking delivers the mix of local understanding and global expertise necessary to provide long-term support and advice to its clients.

Lloyds Bank Commercial Banking offers a broad range of finance beyond just term lending and this spans import and export trade finance, structured and asset finance, securitisation facilities and capital market funding. Its product specialists provide bespoke financial services and solutions including tailored cash management, international trade, treasury and risk management services.

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Legal & General Investment Management

Stand: 42

Legal & General Investment Management (LGIM) is one of Europe's largest institutional asset managers and a major global investor. LGIM manages £406bn in assets for more than 3,100 clients, as at 31 December 2012. We provide investment expertise across the full spectrum of asset classes including equities, fixed income, commercial property and cash. Our capabilities range from index-tracking and active strategies, to liability-based risk management solutions and liquidity management. Our liquidity products are designed for investors seeking an optimal solution for their cash management. The principal investment objective of the liquidity funds is to provide capital stability, liquidity and diversification while offering a competitive level of return. Our range of sterling and US dollar liquidity management solutions are supported by one of the largest active fixed income teams in Europe. The combination of our significant resources, collaborative team-based investment approach, high-quality research and proprietary systems offer clients flexible, convenient and cost-effective liquidity solutions for their short-term cash management requirements.

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London Stock Exchange

Stand: 66

London Stock Exchange Group sits at the heart of the world's financial community. The Group operates a broad range of international equity, bond and derivatives markets. The Order Book for Retail Bonds (ORB) is the London Stock Exchange's electronic platform for private investors trading fixed income securities. The ORB offers continuous, transparent, two-way tradable prices in over 170 individual UK gilts, supranational and corporate bonds, all tradable in typical denominations of £1,000 or less. Introduced in February 2010 in response to strong demand from private investors, it offers issuers a high profile route to raise debt capital from a retail audience.

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Michael Page Treasury

Stand: 28

Michael Page Treasury has been a dedicated division of Michael Page Finance since 1999. It has been recognised by the ACT as a specialist recruiter. With a national remit, the team place candidates across the country on both a temporary and permanent basis, successfully recruiting across all sectors (financial services, industry & commerce, public sector and public practice). Whether you're the firm looking to hire or the talent that drives the treasury sector, we will take the time to understand and reconcile your individual needs. For any advice, please contact Andrew Wright at Michael Page Treasury.

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MyTreasury

Stand: 38

MyTreasury is a multi-product, multi-bank, multi-currency electronic trading portal designed specifically to meet the cash management needs of corporate treasurers. It is the only platform that has been created by treasurers for treasurers, rather than from the fund or bank perspective.

The platform covers AAA-rated money market funds (MMFs), term deposits, certificates of deposit, and repo. It offers treasurers full market transparency for all these instruments from the major European funds and banks, coupled with the ability to trade electronically and maintain fully automated audit trails.

MyTreasury is part of ICAP, the world's premier voice and electronic interdealer broker and the source of global market information and commentary for a wide range of professionals in the international financial markets.

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Misys

Stand: 5

Misys Confirmation Matching Service (CMS) has over 1,000 clients worldwide making it the industry-leader in confirmation matching solutions for FX, money market, options, commodities, and derivatives transactions. Misys CMS is a multi-bank, multi-asset class solution providing a single-window for all your confirmation matching needs. Delivered as a secure, Software-as-a-Service (SaaS) application it requires no upfront investment. Misys now also provides a SWIFTNet Service Bureau, giving corporates, fund managers and banks fully outsourced, cost effective, SWIFT connectivity reducing operational risk and increasing STP from the global industry leader in capital markets software.

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OpenLink

Stand: 52

The OpenLink Treasury Management solution integrates all aspects of treasury management from cash and liquidity management, funding and investments, to firm-wide hedging, risk management, financial reporting and hedge accounting. It is delivered as a cost effective solution – either on demand or as client managed software.

Founded in 1992, OpenLink is the global leader in transaction lifecycle management solutions for corporations, banks and energy companies – these include treasury management, portfolio management, trading, risk management and operations processing.

Owned by leading private equity investment firm Hellman & Friedman, OpenLink has revenues in excess of US\$300m. Headquartered in New York the company serves over 500 clients with 1,300 employees in 12 global offices.

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Payden & Rygel

Stand: 32

Payden & Rygel manages £56bn of assets exclusively on behalf of institutions and public bodies. The firm was founded more than 29 years ago and remains one of the world's largest privately owned asset managers. We offer a series of strategies which can be tailored to meet client's specific needs. Payden has built its reputation on transparency and excellent client service. Our comprehensive online reporting provides complete access to portfolios with the flexibility to customise information for internal management reporting.

Our team on stand 32 in the exhibition hall will be happy to discuss your treasury requirements and objectives.

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Payden&Rygel

PwC

Stand: 51

PwC has built a leading corporate treasury and commodities risk management team. This team is an international network of over 500 experienced professionals with a combination of treasury and commodity risk management, operations, auditing, technology, corporate finance, cash management, tax, accounting and project management skills. Our team has worked with many of the UK's leading corporations to support change in treasury and commodity risk practices. We provide creative and practical solutions to meet the requirements of our clients.

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Pension Insurance Corporation

Stand: 6

Pension Insurance Corporation ("PIC") provides tailored pension insurance buyouts and buy-ins to the trustees and sponsors of UK defined benefit pension funds. A market leader, PIC brings safety and security to scheme members' benefits through innovative, bespoke insurance solutions, which include deferred premiums and the use of company assets as part payment. PIC concluded the first UK public sector backed pension insurance buyout and is the only insurer to have secured accruing benefits of active pension fund members. PIC has £6bn in assets and has insured more than 60,000 pension fund members. Clients include FTSE 100 companies, multinationals and the public sector. PIC is authorised and regulated by the FSA.

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Raiffeisen Bank International

Stand: 65

Raiffeisen Bank International (RBI) regards both Austria, where it is a leading corporate and investment bank, and Central and Eastern Europe (CEE) as its home market. In CEE, RBI operates an extensive network of subsidiary banks, leasing companies and a range of other specialised financial service providers in 17 markets. In total, around 61,000 employees service about 14.1 million customers through more than 3,100 business outlets, the great majority of which are located in CEE.

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Reval

Stand: 30

Reval is a leading, global Software-as-a-Service (SaaS) provider of comprehensive and integrated treasury and risk management (TRM) solutions. Our cloud-based software and related offerings enable enterprises to better manage cash, liquidity and financial risk, and includes specialized capabilities to account for and report on complex financial instruments and hedging activities. The scope and timeliness of the data and analytics we provide allow chief financial officers, treasurers and finance managers to operate more confidently in an increasingly complex and volatile global business environment. Using Reval, companies can optimize treasury and risk management activities across the enterprise for greater operational efficiency, security, control and compliance. Founded in 1999, Reval is headquartered in New York with regional centres across North America, EMEA and Asia Pacific.

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Salmon Software

Stand: 69

Salmon Software is a dedicated specialist company with almost 30 years experience in treasury and finance software. We provide the full range of products and services for Windows XP/Vista/7/8 and cloud-based. Modules include money markets, FX, debt & derivatives, commodities, facilities, counterparty limits, bank reconciliation, intercompany position keeping, cash pooling, notional pooling, cash management, global FX and local currency forecasting, valuations, exposure analysis, interfaces to all banking systems, electronic payments, SWIFT messaging, confirmations matching, interfaces to all trading platforms, interfaces to all accounting systems. Our system caters for front, middle and back offices of treasury departments.

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Royal London Asset Management

Stand: 12

Royal London Asset Management (RLAM) is the fund management subsidiary of Royal London Group, the UK's largest mutual life and pensions company. RLAM manages £49.4bn of assets, of which £30bn is in fixed income and cash (as at 28 February 2013). RLAM has built a strong reputation as an innovative manager, delivering consistent long term outperformance combined with high standards of client servicing. RLAM invests across a range of assets, including government bonds, investment grade, high yield and unrated credit, equities, property and cash and short-term money market instruments.

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Scottish Widows Investment Partnership

Stand: 9

Real investment performance demands precision, rapid reactions, and expertise. Scottish Widows Investment Partnership – SWIP – is one of the largest asset management companies in Europe. Our teams are recognised as high fliers within the industry. Our performance is based on their skills, backed by thorough research, and the ability to uncover and capitalise on opportunities as soon as they arise. We invest across all asset classes, including equities, property, bonds and cash. We also offer specialist expertise in multi-manager and multi-asset solutions. Our goal: to provide superior risk-adjusted returns and quality service for our clients, which include individuals, pension funds, charities and financial institutions from around the world. Whatever your investment requirements, our teams have the innovation, drive and skill to deliver investment solutions that perform. Scottish Widows Investment Partnership is part of the Lloyds Banking Group. As of 30 September 2012, we manage funds worth £141.76bn. *Source: SWIP

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STATE STREET

Standard Chartered

Stand: 39

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SunGard

Stand: 34

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SuperDerivatives

Stand: 25

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Thomson Reuters

FXall

Stand: 71

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SWIFT

Stand: 2

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TradeRisks

Stand: 13

TradeRisks is a corporate finance and investment firm that provides independent advice, debt capital markets structuring and placement, and treasury risk solutions to corporates and quasi-sovereigns. TradeRisks manages OTC Exchange – an end user to end user swap platform for corporates, insurers and pension funds. Regulators see these platforms as alternatives to Central Clearing Counterparties to reduce systemic risk. TradeRisks provides comprehensive assistance to all participants of OTC Exchange to comply with their obligations under the European Markets Infrastructure Regulations ("EMIR"), which impact all derivatives counterparties.

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Visual Risk

Stand: 21

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Zanders

Stand: 59

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Wells Fargo

Stand: 11

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FORTHCOMING EVENTS 2013

22 May

ACT breakfast briefing: supply chain finance the new dynamic

30 Euston Square, London

A highly informative briefing on the role of supply chain finance in a changing financial landscape.

10 July

Question Time evening

London

Our panel of business and finance leaders will share their views and take your questions on the big political, financial and economic issues of the day.

17 September

ACT breakfast briefing: an essential update on corporate ratings

London

A focused briefing on the role of credit ratings in corporate funding strategy.

13 November

ACT Annual Dinner

Grosvenor House Hotel, London

Join us this year at the prestigious Grosvenor House Hotel for an evening of fine dining and excellent company.

26-27 November

ACT Middle East Annual Conference

Ritz Carlton, Dubai International Financial Centre, Dubai

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For more information and to book visit www.treasurers.org/events

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