

28-29 February 2012
Grange St Paul's Hotel, London

Annual Cash
Management
Conference

TREASURY, RISK
AND FINANCE
PROFESSIONALS

ACT

ACT Annual Cash Management Conference

The cost of cash



HEAR FROM

- ARC Solutions
- Atlas Copco
- Canty Treasury Management
- Coats
- Dyson
- Honda Motor Europe
- INTERPOL
- Kwik-Fit
- Management Consulting Group
- Orient Express Hotels
- Pentland Group
- QIAGEN
- SABMiller
- SAP
- Smith & Nephew
- Specsavers
- Superfos
- Virgin Media
- The Weir Group

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Official publication

THE TREASURER

“A super insight into not just the strategic, but the ‘how to’ in cash management evolution”

David Dunkerley
Cable & Wireless
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www.treasurers.org/events

ACT Annual Cash Management Conference

In an increasingly uncertain economic climate, effective cash and liquidity management remains fundamental to the financial security of the business. With many companies facing rising costs of credit, making the most of your cash is essential and can deliver substantial cost savings.

This two-day conference will focus on practical tools and techniques to enhance this core part of the treasury function – from gaining greater visibility over cash to streamlining processes through effective use of the latest technology.

With a highly informative mix of panel discussions, presentations and real life case studies from leading treasury and finance professionals, topics include:

- re-evaluating your cash management structure and priorities
- utilising working capital and trade finance
- managing your bank relationships and investing surplus cash
- emerging payment methods and new technology
- SWIFT connectivity – evaluating the benefits and costs

Whatever the size of your business, this conference will ensure you are up to speed with the latest trends, developments and solutions to optimise your cash and liquidity management.

“A very well organised event where highly experienced treasury departments share their experience”

Havitha Ganeshamoorthi, Inmarsat

Conference sponsor

Barclays is a major global financial services provider engaged in retail banking, credit cards, corporate and investment banking and wealth management with an extensive international presence in Europe, the Americas, Africa and Asia. With over 300 years of history and expertise in banking, Barclays operates in over 50 countries and employs 147,500 people. Barclays moves, lends, invests and protects money for customers and clients worldwide.

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TREASURY, RISK
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Conference organiser

The Association of Corporate Treasurers (ACT) is the international body for professionals working in treasury, risk and corporate finance. Through the ACT we come together as practitioners, technical experts and educators in a range of disciplines that underpin the financial security and prosperity of an organisation.

The ACT defines and promotes best practice in treasury and makes representations to government, regulators and standard setters. We are also the world's leading examining body for international treasury, providing the widest scope of benchmark qualifications and continuing development through training, conferences and publications – including The Treasurer magazine.

www.treasurers.org

THE TREASURER

Official publication

The Treasurer magazine is essential reading for European treasurers and finance professionals. It offers valuable insights, expert analysis and information on the latest innovations in financial management. Written by practitioners for practitioners, The Treasurer delivers comprehensive coverage on all aspects of treasury, risk and corporate finance, including specialist issues and latest developments in the UK and the rest of Europe.

www.treasurers.org/thetreasurer

ACT is a member of





PROGRAMME

Day One, Tuesday 28 February

09.00 Registration and coffee

09.30 Chair's opening remarks

Richard Martin

Managing Director, Payments and Cash Management
Barclays

09.45 Panel discussion: the *talkingtresury* hour

- making sense of your cash and liquidity requirements
- maximising efficiency through a centralised treasury function
- streamlining banks, systems and technology
- the treasurer's focus in 2012 and beyond

Chair

Richard Martin

Managing Director, Payments and Cash Management
Barclays

The panel

Philippe Berger, Treasurer

Management Consulting Group

Graeme Middleton, Group Treasurer

Honda Motor Europe

Keith Reed, Group Treasurer

Orient Express Hotels

Martyn Smith, Director of Tax & Treasury

Dyson

10.45 Morning coffee

EFFECTIVE LIQUIDITY MANAGEMENT

11.15 Cash management priorities for a global business

- practical tips for driving cash efficiency
- the impact of changing market conditions on cash flow
- the right currency at the right time in the right place
- working towards best practice

Irene Atkins, Head of Group Treasury

Specsavers

11.45 Cash visibility and control at The Weir Group

- selecting and managing cash pools
- improving visibility of cash positions
- management of surplus cash held out-with cash pools
- importance and benefits of cash pooling and centralised cash management

Neil Stirling, Treasury Dealer

The Weir Group

12.15 Cash flow forecasting at Kwik-Fit

- why forecast? Understanding the objectives
- dealing with uncertainty in the cash flow
- short-term vs long-term forecasting techniques
- tips to improve accuracy

Joe O'Neill, Group Treasurer

Kwik-Fit

12.45 Lunch

14.00 Cash centralisation at Superfos

- reviewing our cash management structure and priorities
- zero balance pooling across borders and currencies
- managing our bank group
- the benefits achieved so far

Jesper Morgils, Group Treasurer & Risk Manager

Superfos

14.30 Bank relationships and funding

- contingency planning for payments and receipts
- getting the most from your banks
- has the corporate / bank relationship model changed post-credit crisis?
- preparing for the impact of Basel III on bank funding

James Marshall, Assistant Group Treasurer

Virgin Media

15.00 Best practice in cash and liquidity management

- short-term investment strategies – what are the options?
- managing counterparty risk
- using cash management banks to support your liquidity requirements
- preparing for the next decade

David Manson

Managing Director, Head of Liquidity Management

Barclays

15.30 Afternoon tea

TRADE FINANCE AND THE SUPPLY CHAIN

16.00 Maximising returns on surplus cash

- the risk / reward challenge
- are we measuring correctly?
- evaluating other options including supply chain finance
- mix and match strategies

Ganesh Melatur

Assistant Director, Finance and Procurement

INTERPOL

16.30 Trade finance solutions

- why have an international trade strategy?
- what trade finance instruments are available?
From letters of credit to guarantees
- managing the risks involved
- trade as an alternative method of finance

Paul Rundell, Group Treasurer

Pentland Group

Brett Rutland, Head of Finance Services

Pentland Group

17.00 Chair's closing remarks

Drinks reception

18.00 Close of day one



PROGRAMME

Day Two, Wednesday 29 February

09.00 Chair's opening remarks

Peter Matza, Head of Publishing
ACT

IMPLEMENTING NEW SYSTEMS AND TECHNOLOGY

09.10 Re-engineering cash management at QIAGEN

- identifying the business requirements
- implementing a SAP cash management solution
- improving visibility of global cash positions
- enhancing bank connectivity

Melanie Prang, Senior Manager Global Treasury
QIAGEN

09.40 Implementing a treasury solution at SABMiller

- designing a treasury solution
- integrating new regional banking partners
- outsourcing treasury activities to regional treasury centres
- challenges, benefits and opportunities

Diane Barker, Senior Treasury Projects Analyst
SABMiller

10.10 Panel discussion: bank connectivity for corporates – to go swiftly or not?

- host-to-host solutions – what are the options?
- SWIFT connectivity – Alliance Lite, service bureau, or in-house system?
- securing management approval and funds
- evaluating the costs and benefits

Chair

Peter Matza, Head of Publishing
ACT

The panel

Charles Barlow, Group Treasurer
Coats

Tim Canty, Managing Director
Canty Treasury Management

Harcus Copper, Global Channel Head, SWIFTNet Corporate Access
Barclays

Jonathan Logan, Assistant Group Treasurer
Smith & Nephew

11.00 Morning coffee

“Very well selected range of speakers with informative presentations covering many industries, a highly educational conference”

Robert May, Harsco

EMERGING PAYMENT METHODS

11.30 Understanding the mechanics of global payments

- overview of today's payment options: features, benefits and costs
- supporting the underlying business: connectivity, timescales and data
- UK – anything new under the sun?
- Europe and RoW – what's happening: SEPA and the rest
- evolving trends – mobile and contactless, cards

Adrian Rodgers, Director
ARC Solutions

12.00 Utilising new payment methods

- payment systems and methods for a 24/7 business
- the benefits of online and mobile payments
- security and control over payments
- effective use of technology

Fiona Crisp, Treasury Consultant
Crisp Consultants

GLOBALISING TREASURY

12.30 The Eurozone crisis – contingency planning for an uncertain future

- identifying the commercial and business risks
- overview of potential treasury impacts including cash management
- developing a contingency plan for a Euro break-up or individual country secession

Karlien Porre, Director, Corporate Finance
Deloitte

Michelle Price, Associate Policy & Technical Director
ACT

13.00 Lunch

14.10 Cash management and global payment infrastructure at SAP

- process and system integration free resources
- global payment infrastructure at SAP
- our “lessons learned” and road map with next steps

Damian Preisner, Treasury Operations and Processes, Global Treasury
SAP

14.40 International cash management strategy at Atlas Copco

- effective treasury management in a global company
- implementing regional treasury hubs
- the importance of visibility and control
- key priorities for the future

Ken Lagerborg, Group Treasurer
Atlas Copco

15.10 Closing keynote address – the big picture

John Plender, Contributing Editor and Columnist
Financial Times

15.50 Chair's closing remarks

16.00 Afternoon tea and close of conference

Annual Cash Management Conference

TREASURY, RISK AND FINANCE PROFESSIONALS

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Venue

Grange St Paul's Hotel
10 Godliman Street
London EC4V 5AJ

To discuss exhibition opportunities, please contact
Denis Murphy, Head of Sponsorship, ACT
T: +44 (0)20 7847 2581 E: dmurphy@treasurers.org



Certificate in International Cash Management (CertICM)

A certified professional qualification in international cash management

TREASURY, RISK AND FINANCE PROFESSIONALS

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CertICM develops specialist knowledge of global cash management operations for both banks and corporates alike. Developed and delivered by experts in the field, it provides a practical toolkit for optimising cash management efficiency.

The course comprises:

- Comprehensive distance learning manual
- E-learning website providing access to the course manual, progress tests, past exam papers, glossary and course tutors
- Integrated five day tuition programme available in Asia, Europe, the Middle East and the US

Enrolment deadlines:

- 15 March for October sitting
- 15 September for April sitting

For further information:

Contact Holly Mulvihill:
T +44 (0)20 7847 2572
F +44 (0)20 7374 8744
E hmulvihill@treasurers.org
www.treasurers.org/certicm

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ACT

Delegate details: mandatory fields*

Code: A

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

Company name: *Job title:

Address:

Postcode:

*†Email: Telephone:

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

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

Please select your area of work/field from the list below:

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| <input type="checkbox"/> 09. Corporate Banking | <input type="checkbox"/> 10. Bank Dealer/Salesperson | <input type="checkbox"/> 11. Corporate Finance & Advisory | <input type="checkbox"/> 12. Treasury Consultant |
| <input type="checkbox"/> 13. Other Business Provider | <input type="checkbox"/> 14. Other | | |

	Standard rate (please tick)
ACT members and students (including faculty members)	<input type="checkbox"/> £745.00 + £149.00 VAT = £894.00
Non-financial corporates	<input type="checkbox"/> £845.00 + £169.00 VAT = £1014.00
Banks, FIs, consultancies and other business service providers	<input type="checkbox"/> £1095.00 + £219.00 VAT = £1314.00

● For preferential rates on hotels in the local area please contact our accommodation agent Zibrant: telephone +44 (0)1332 287525 or email accommodationclients@zibrant.com

● Fees include refreshments, lunch, conference materials and attendance at the evening reception on day one

Please invoice me/my company (payment is due within 21 days of invoice date, or before the conference date, whichever is soonest).

I enclose a cheque for £ _____ made payable to ACT (Administration) Limited

Please charge £ _____ to my Visa/Mastercard/Switch/Solo card:

Account number

Expiry date Issue no.

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3 easy ways to register

1 Online

www.treasurers.org/cashmanagement

2 Fax

+44 (0)20 7374 8744

3 Post

Events team, ACT, 51 Moorgate, London EC2R 6BH UK

Enquiries: Email events@treasurers.org Telephone +44 (0)20 7847 2589

Cancellation period: Cancellation terms will apply once a completed booking form has been received (inclusive or exclusive of payment). All cancellations must be received in writing by 23 January 2012 for a full refund less 15%. Cancellations made less than 35 days before the conference start date will not be refunded but a nomination for a replacement delegate will be accepted. In the unlikely event of cancellation of the conference by the ACT whether by force majeure or otherwise, the ACT in its absolute discretion may offer delegates a credit to an alternative event. The ACT will not in any circumstances refund any travel or accommodation expenses.

Data protection: The information you provide will be safeguarded by the ACT. A delegate list will be produced for the event with details restricted to your name, job title and company. In registering for this event you agree to the ACT providing your name, job title and company to the venue for the purposes of facilitating the event and to the sponsor and fellow delegates for information purposes. The ACT will retain your details on its database in order for us to keep you informed of other relevant products and services. If you do not want to receive this information, please tick here

By submitting this booking you undertake to have read and accepted the ACT's terms and conditions. For full terms and conditions, visit www.treasurers.org/termsandconditions/events The ACT reserves the right to make minor alterations to the content and timing of the programme or to the identity of the speakers.

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