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CASH**



## ACT CASH MANAGEMENT CONFERENCE

11 – 12 February 2015 | etc.venues St Paul's

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# A FRESH OUTLOOK ON CASH

## Are your cash management strategies up-to-date?

The last couple of years have seen the environment for corporate cash revolutionised by regulatory developments such as SEPA and EMIR, and by technological innovations in areas like mobile payments, yet many companies have not adapted their cash management strategies to keep pace.

Many large corporates are still hoarding cash following the crisis in 2008, but this may be about to change. According to the ACT's survey conducted during July and August 2014, almost three quarters of the treasurers surveyed said that their companies plan to 'aggressively' reduce the cash on their balance sheets in a variety of ways.

The ACT Cash Management Conference is the only conference of its kind in Europe focusing solely on cash and providing you with the latest techniques and solutions in cash and liquidity management as well as unrivalled knowledge of best practice. This two-day conference will ensure you are up to speed with the latest trends and innovations in cash and treasury management.

## Why you should attend:

- cutting edge content that you can take away and apply to your job
- the latest technological developments aimed at improving cash visibility and forecasting
- real-life case studies on cash pooling and working capital optimisation amongst others
- new insights into payment options including Paym, portals and eBam

## What's new in 2015?

- a more interactive format to make sure you get your questions answered
- emphasis on the innovations transforming cash and liquidity management
- showcasing technologies that are revolutionising cash

We've included plenty of networking time during the conference allowing you meet other practitioners and increase your professional contacts, as well as meet a range of treasury service providers in our busy exhibition making this an unmissable event for everyone involved in cash and liquidity management.

## Conference organiser



LEADING TREASURY  
PROFESSIONALS

The Association of Corporate Treasurers (ACT) sets the benchmark for international treasury excellence. As the chartered body for treasury, we lead the profession through our internationally recognised suite of treasury qualifications, by defining standards and championing continuing professional development.

We are the authentic voice of the treasury profession representing the interests of the real economy and educating, supporting and leading the treasurers of today and tomorrow.

Find out more at [treasurers.org](http://treasurers.org)

ACT is a member of:



## Conference sponsor



Barclays is an international financial services provider engaged in personal banking, credit cards, corporate and investment banking and wealth management with an extensive presence in Europe, the Americas, Africa and Asia. Barclays' purpose is to help people achieve their ambitions – in the right way.

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To discuss exhibition opportunities please contact **Denis Murphy**, Sponsorship Director, **ACT**

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# PROGRAMME DAY ONE: WEDNESDAY 11 FEBRUARY

## 08.00 Registration and refreshments

### 09.00 Chair's opening remarks and interactive voting session

Peter Matza, Engagement Director, ACT

### 09.15 Opening keynote

Why cash is still king

Andrew Hilton, Director,  
Centre for the study of Financial Innovation

### 09.45 PANEL DISCUSSION: future-proof your cash management strategy

- knowing your company's strategic direction
- is idle cash ever good for business?
- maximising efficiency – centralisation vs decentralisation
- streamlining technology and systems

Facilitated by: Colin Tyler, Chief Executive, ACT  
The panel:

Andrew Beaumont, Group Treasurer, Thames Water

Nick Feaviour, Group Treasurer, DS Smith

Neil Gray, Senior Sales Manager, Corporates

Business – EMEA, SWIFT

Alison Stevens, Deputy Group Treasurer, The Phoenix Group

## 10.45 Refreshments

## MAKING THE MOST OF YOUR CASH

### 11.20 CASE STUDY: swim to success in your global cash pool

- innovations in cash pooling techniques
- global cash visibility, pooling and netting options
- operational challenges encountered
- advantages gained and lessons learnt

Tomasz Czerkawski, European Treasury Manager, Coveris Group

Karlien Porre, Director, Treasury Advisory, Deloitte

### 11.50 CASE STUDY: optimising cash flow – the power of collaboration

- accurate forecasting: it's the discipline that matters
- formulating a practical group treasury policy
- integrating internal systems
- rationalising the company's banking and accounting structures

Margaret Bingham, Cash Forecasting Manager, Premier Foods

### 12.20 CASE STUDY: liquidity strategy – making your money work smarter

- setting your liquidity objectives
- managing intraday liquidity & keeping an eye on the balance sheet
- the regulatory impact on security, liquidity and yield
- choice of investment vehicles

Katherine Horrell, Group Treasurer, Centrica

## 12.50 Lunch

### 14.00 CASE STUDY: creating value through working capital optimisation

- prioritising initiatives that release working capital
- developing mechanisms to maintain optimal levels
- the latest in working capital facilities
- management reporting – KPIs

Guy Ingram, Treasury Manager, SABMiller

### 14.30 CASE STUDY: avoiding a cash crunch

- reviewing your cash position – liquidity vs solvency
- turnaround cash strategies – daily cash reporting and cash consolidation
- payables and receivables practices
- unlocking efficiency in the supply chain

Bente Salt, Group Treasurer, Ceona Offshore

### 15.00 PANEL DISCUSSION: treasury challenges in emerging markets

- releasing cash in highly regulated emerging markets
- benefits of and obstacles to setting up a regional treasury centre
- practical techniques to make the most of your cash and liquidity positions
- yield enhancement and risk reduction

Facilitated by:

Peter Matza, Engagement Director, ACT

The panel:

Simon Neville, Group Treasury Director, Reckitt Benckiser

Michael Pechner, Head of International Cash

Management, Global Corporates, Barclays

David Quirke, Group Treasurer, Tullow Oil

Neil Wadey, Group Treasurer, British American Tobacco

## 15.40 Refreshments

### 16.10 INTERACTIVE WORKSHOPS

Choose from:

#### A SEPA one year on

Facilitated by:

James Lockyer, Development Director, ACT

Hear from:

Jose-Carlos Cuevas, Group Treasurer, Alstom

Jonathan Williams, Director of Payments Strategy, Experian

#### B Repos – too good to be true?

Facilitated by: Michelle Price,

Associate Policy and Technical Director, ACT

Hear from:

Michael Evan, Managing Director, BlackRock

Jayesh Patel, Head of Money Markets, National Grid

Peter Walker-Smith,

Treasury Manager (Front Office), AstraZeneca

#### C talkingtreasury – what's on your agenda?

(exclusively for corporate treasurers)

## 17.00 Close of day one and drinks reception



## PROGRAMME DAY TWO: THURSDAY 12 FEBRUARY

### 08.30 Registration and refreshments

### 09.00 Chair's opening remarks

James Allan, Head of UK Cash Management, **Barclays**

### EFFICIENCY THROUGH TECHNOLOGY

### 09.10 CASE STUDY: searching for sophistication

- implementing a new TMS – key business requirements
- the selection process
- avoiding potential pitfalls
- reaping the benefits

Simon Clarke, Assistant Treasurer, **Arqiva**

### 09.40 CASE STUDY: SWIFT connectivity – simplifying complexity?

- defining the cost/benefit case of implementation – SSB vs AL2
- direct versus indirect connectivity
- finding the right partner to enforce it with
- future benefits of SWIFT including eBAM and BPO

Stephen Wheatcroft, Group Treasurer, **BBC**

### 10.20 Refreshments

### 11.00 CASE STUDY: Mobile phones – will they make “push” payments attractive?

- What is the difference between push and pull payments?
- Can mobile push fix today's problems and deliver a faster, simpler, safer payment – at a lower total cost?
- Will it disrupt current treasury processes?
- UK examples of mobile push payments replacing cash, cheques and cards?

Terence Trench, Mobile solutions specialist, Global Cash Management, **Barclays**

### 11.30 CASE STUDY: next generation treasury technology – electronic FX trading platforms

- benefits compared to multi-bank platforms
- cost effective currency risk management
- the end of voice trading?
- integration with existing systems

Joe Peka, Head of UK Treasury, **Willis**

### 12.00 PANEL DISCUSSION: revolutionising cash management

- an overview of today's payment options
- innovations to watch – portals, P-cards and cloud technology
- visibility and control through technology
- simplifying processes

Facilitated by:

Peter Matza, Engagement Director, **ACT**

The panel:

James Kelly, Head of Treasury, **Rentokil-Initial**

Pedro Madeira, Assistant Treasurer, **Heathrow Airport**

Stewart Rodd, Deputy Treasurer-Operations, **Omnicom Finance**

### 13.00 Lunch

### 14.00 BREAKOUT SESSIONS

Choose from:

#### A integrating cash management functions during M&A activity

Facilitated by:

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

Hear from:

Angela Clarke, Head of Treasury, **Misys**

Matt Cornwall, Assistant Treasurer, **Capita**

#### B bitcoin and other cryptocurrencies – any practical applications?

Facilitated by:

James Lockyer, Development Director, **ACT**

Hear from:

Leander Bindewald, Researcher/Project

Manager, Complementary Currencies,

**New Economics Foundation**

Richard Brown, Executive Architect, Banking and Financial Markets, **IBM**

#### C cash management in SMEs – focus on the UK

Facilitated by: Colin Tyler, Chief Executive, **ACT**

Hear from:

James Piper, Group Treasurer, **The Danwood Group**

Sally Willis, Head of Treasury, **Wincanton**

### 15.00 Refreshments

### A GLOBAL PERSPECTIVE

### 15.30 CASE STUDY: the view from Asia

Lucie Harwood, Group Treasurer, **Laird**

### 16.00 CASE STUDY: the view from the US

Chris McConnachie, Vice President, US Treasury, **National Grid**

### 16.30 Chair's closing remarks

### 16.45 Close of conference

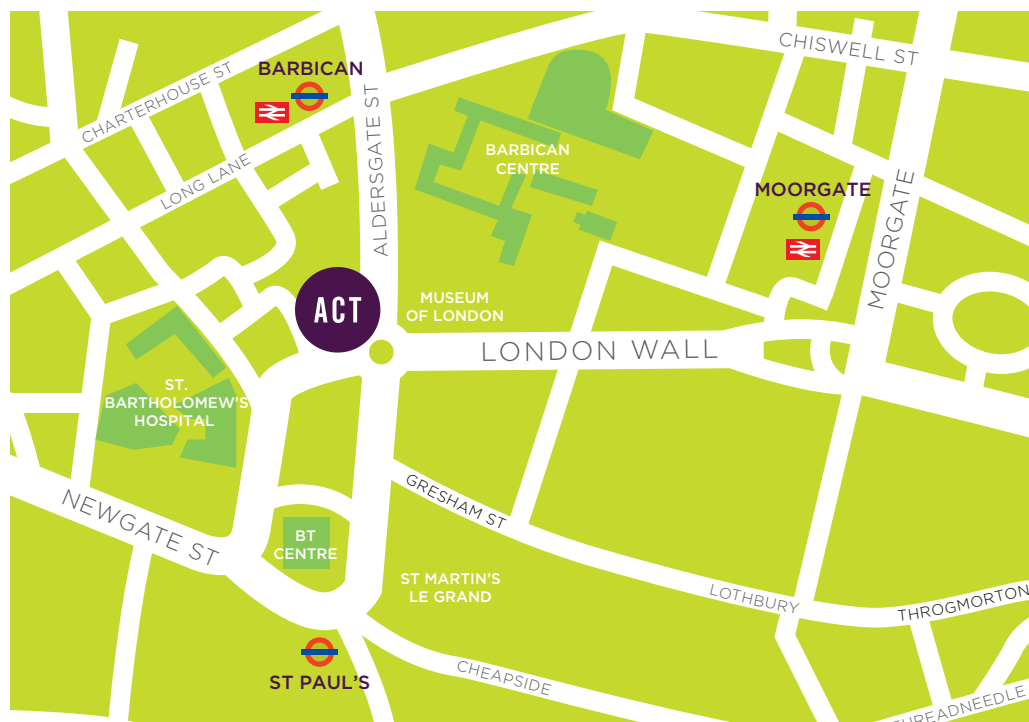
## Venue

### etc.venues St Paul's

200 Aldersgate

London

EC1A 4HD



## Official publication

Essential reading for European treasurers, The Treasurer provides valuable insight, clear-thinking analysis and focus on the latest developments 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 from a European perspective.

**The Treasurer**  
[treasurers.org/thetreasurer](http://treasurers.org/thetreasurer)



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Brochure code: B

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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.

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## PRICING

Standard rate

ACT members (including student members and affiliate members)	<input type="checkbox"/> £795.00
Non-members from non-financial corporates	<input type="checkbox"/> £995.00
Non-members from banks, FIs, consultancies and other business service providers	<input type="checkbox"/> £1,495.00

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
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**1 ONLINE**

[treasurers.org/cashmanagement](http://treasurers.org/cashmanagement)

**2 FAX**

+44 (0)20 7374 8744

**3 POST**

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

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