



LEADING TREASURY  
PROFESSIONALS

CONNECTING MINDS

# MAKING CASH FLOW

## ACT CASH MANAGEMENT CONFERENCE

10 - 11 February 2016 | etc. venues St Paul's



EARLY BIRD  
RATE AVAILABLE

UNTIL 15 JANUARY

**PRICES  
FROZEN**  
for all ACT  
members\*

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EXHIBITORS

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

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and corporate representatives

# MAKING CASH FLOW

“Another great networking event with a balanced selection of corporates, suppliers and banks with a very varied choice of topics. Interesting for companies of all sizes.”

Matt Cornwall, Capita

## ENGINEERING SUCCESS, GENERATING GROWTH

The corporate cash environment continues to be heavily affected by regulatory change and technological innovation and treasurers need to adapt their cash management strategies to keep pace.

This two-day conference is filled with unrivalled insight and relevant content allowing you to hear from your peers and industry experts about their success stories as well as challenges they have faced through a series of case studies, panel discussions and workshops.

### WHY YOU SHOULD ATTEND:

- ~ powerful, educational sessions
- ~ distinguished and knowledgeable presenters
- ~ the opportunity to exchange strategic information
- ~ networking opportunities

### TOPICS FOR 2016 INCLUDE:

- ~ maximising returns on surplus cash
- ~ investing in your supply chain
- ~ the art of managing your bank relationships
- ~ disruptors - blockchain technology
- ~ developments in the payments landscape

Please do take advantage of all the sessions, resources and networking opportunities the conference has to offer. We've included plenty of networking time during the conference giving you the chance to make lasting professional connections. **The ACT Cash Management Conference** offers opportunities for you to create new business relationships and stay in touch with others made in previous years. Refreshment breaks and the drinks reception all take place in the exhibition area where you can also meet with a range of treasury product and service providers.



### Conference sponsor

Barclays is a major global financial services provider engaged in personal banking, credit cards, corporate and investment banking, and wealth and investment management with an extensive international 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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### Conference organiser

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:



## DAY ONE: WEDNESDAY 10 FEBRUARY

### 08.00 Registration and refreshments

09.00 Chair's opening remarks

**Peter Matza**, Engagement Director, **ACT**

09.15 Opening keynote: A world of risk and complexity.

**David Marsh**, Managing Director and Co-founder, **Official Monetary and Financial Institutions Forum (OMFIF)**

09.45 **Panel session: *talkingtreasury***

- adapting the treasury function to the needs of the business
- making sense of your cash and liquidity requirements
- what functions can and should be centralised?
- what should be on the treasurer's agenda in 2016?

**Chair:**

**Peter Matza**, Engagement Director, **ACT**

**The panel:**

**Charles Barlow**, Group Treasurer, **Coats**

**Julie Fabris**, Treasurer, **Britax Childcare Group**

**Asim Iqbal**, Head of Treasury, **The AA**

**Graeme Middleton**, Head of European Group Treasury and Tax, **Honda Motor Europe**

### 10.25 Refreshments

#### STRATEGY, EFFICIENCY AND EFFECTIVENESS

11.20 **Case study: the quest for cash visibility**

- how to implement a visibility solution
- maximising controls over cash and risk
- the key to good forecasting
- the crucial role of technology

**Andrew Griffiths**, Assistant Treasurer - cash, **Anglian Water**

11.50 **Presentation: cash pooling – considerations when setting up the pool**

- cross-border pooling and tax implications
- FX risk considerations
- counterparty and political risk
- notional pooling in light of Basel III - cash concentration only?

**Paul Tydeman**, Assistant Treasurer, **Intertek Group**

12.20 **Panel discussion: making your cash work harder-maximising returns on surplus cash**

- reviewing the cash and investment policy of the business
- designing cash and short term investment strategies
- balancing yield vs security and regulatory requirements
- reaping the rewards

**Chair:**

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

**The panel:**

**Chris King**, Group Treasurer, **Vita Group**

**Matthew Rose**, Former Group Treasury and Taxation Director, **Royal Mail**

**Gerard Tyler**, Group Treasurer, **Ureco**

**Peter Walker Smith**, Treasury Manager (Front Office), **AstraZeneca**

### 13.00 Lunch

14.00 **Case study: investing in your supply chain**

- evaluating your domestic and international supply chain
- setting up an SCF programme
- engaging your stakeholders and the board

**James Marshall**, Assistant Group Treasurer, **Virgin Media**

14.30 **Presentation: the art of bank relationship management**

- the dynamics of the bank/corporate relationship
- considering the credit profiles of your banking counterparties
- the role of a bank during a crisis

**Antony Barnes**, Director of Corporate Finance, **Experian**

15.00 **Panel discussion: treasury security and controls**

- front and back office challenges
- effective communication processes
- transparency and accountability
- using technology to enhance security

**Chair:**

**Stephen Baseby**, Associate Policy and Technical Director, **ACT**

**The panel:**

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

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

**William Ward-Brew**, Treasury Manager, **Anglo American**

### 15.40 Refreshments

16.20 **BREAKOUT SESSIONS**

**A** Vickers' ring-fencing: where should treasurers put their cash?

**Chair:**

**Michelle Price**, Associate Policy & Technical Director, **ACT**

**The panel:**

**Tim Colyer**, Partner, **Oliver Wyman**

**Jan Putnis**, Partner, **Slaughter and May**

**B** Repos: future-proofing risk and cost

**Chair:**

**Stephen Baseby**, Associate Policy & Technical Director, **ACT**

**The panel:**

**Lorcan Travers**, Manager Investment and Liquidity, **Johnson & Johnson**

**Further speaker to be announced**

**C** Innovations in trade finance: the shift from paper to digital

**Chair:**

**Peter Matza**, Engagement Director, **ACT**

**The panel:**

**Nataliya Frolova**, Head of Corporate Financing, Treasury and Corporate Finance, **Gazprom Marketing & Trading**

**Further speakers to be announced**

### 17.00 Close of day one and drinks reception

## DAY TWO: THURSDAY 11 FEBRUARY

### 08.30 Registration and refreshments

09.00 Chair's opening remarks  
**James Allan**, Head of UK Cash Management, **Barclays**

#### DISRUPTORS, TECHNOLOGY AND INNOVATION

09.10 **Panel discussion: disruptors – blockchain technology**

- a disruptive force for good?
- its potential to alter the financial services landscape
- how secure is the blockchain?
- how might blockchain technology benefit treasurers?

**Chair:**

**Tim Pyecroft**, Head of Global Corporates UK Cash Management, **Barclays**

**Panel:**

**Nicolas Courtois**, Senior Lecturer, Department of Computer Science, **University College London**

**Pavlo Tanasyuk**, CEO, **BlockVerify**

Further panellists to be announced

09.50 **Presentation: cloud computing and FinTech**

- how can corporates take advantage of the FinTech phenomenon?
- 'cheaper, innovative and more transparent' – the threat posed to traditional financial services
- a lifeline for SME's?
- risk factors including systemic risk

**Dimos Dimitriadis**, Founder, **Treasury Technology**

### 10.20 Refreshments

11.00 **Panel discussion: riding the digital wave - developments in the payments landscape:**

- emerging trends, technologies and security challenges
- proprietary systems vs SWIFT
- game changers? Faster payments and digital wallets including apple and android pay
- should treasurers be early adopters of digital payment systems?

**Chair:**

**James Lockyer**, Development Director, **ACT**

**Panel:**

**Mike Banyard**, Head of Development, **Faster Payments**

**Adrian Rodgers**, Director, **ARC Solutions**

**Carl Sharman**, Practice Partner, Corporate Treasury EMEA, **Wipro**

11.40 **Presentation: the treasurer's wish list**

- electronic bank billing
- KYC – the need for global standards and consistent processes
- clarity of pricing
- improvements in straight-through processing (STP)

**Phil John**, EMEA Treasury Director, **Mars Nederland**

12.20 **Panel discussion: are regulations holding back digital and mobile innovations?**

- is current legislation overly prescriptive?
- international payments as a growth area - managing the complexity
- complying with ALM and CTF regulations – navigating the multi-jurisdictional maze
- the changed risk appetite of provider banks

**Chair:**

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

**Panel:**

**Rich Wagner**, CEO, **Advanced Payment Solutions**

Further panellists to be announced

### 13.00 Lunch

#### 14.00 BREAKOUT SESSIONS

A Cybersecurity risks – are banks doing enough?

B TMS evaluation and operational efficiencies  
**Nick Taylor**, Head of Group Capital and Treasury, **Schroders**

C Big Data – leveraging the true potential

**Nick Hall**, MD Analytics, Information Business, **Barclays**

### 14.50 Refreshments

#### A GLOBAL PERSPECTIVE

15.30 **Case study: incorporating the renminbi into your global treasury – challenges, risks and benefits**

Speaker to be announced

16.00 **Case study: effective treasury management in a global company**

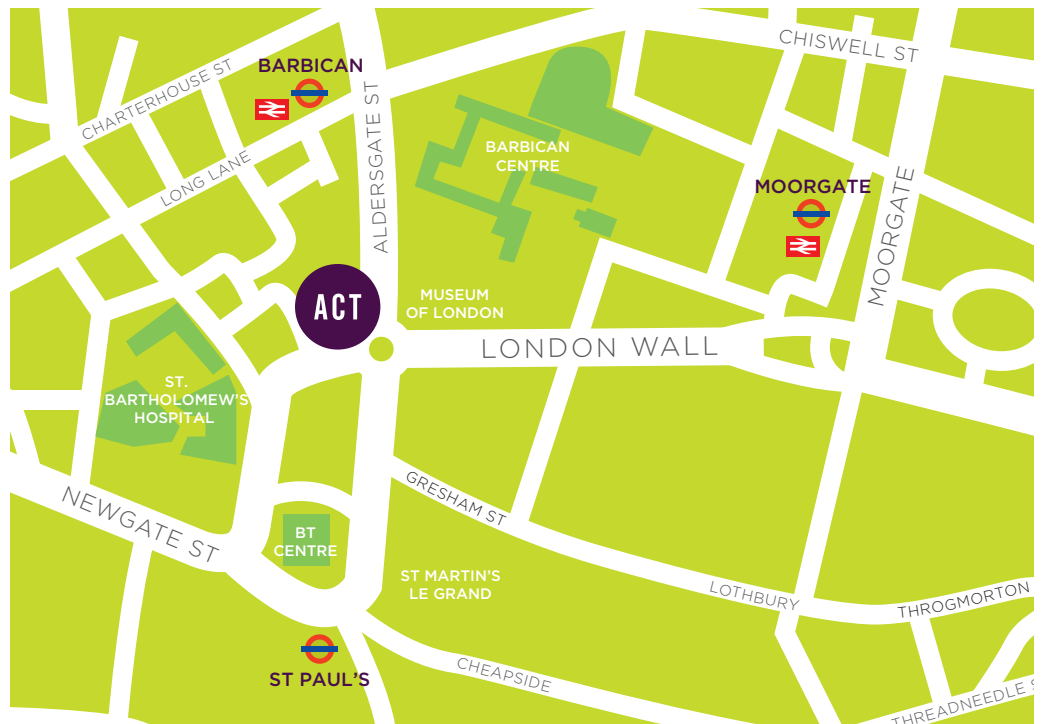
Speaker to be announced

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)



**LEADING TREASURY  
PROFESSIONALS**

## Certificate in International Cash Management (CertICM)

The definitive qualification in cash management for both corporate and financial institutions from a global perspective

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**BOOKING DEADLINE  
15 MARCH**

For more information and to book please visit  
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etc.venues St Paul's, 200 Aldersgate, London EC1A 4HD

Brochure code: A

## DELEGATE DETAILS

\*mandatory fields

|                     |            |            |
|---------------------|------------|------------|
| *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:

- |  |  |  |   |
|--|--|--|---|
| <input type="checkbox"/> Treasurer/deputy treasurer    | <input type="checkbox"/> Treasury dealer               | <input type="checkbox"/> Treasury manager/analyst/accountant | <input type="checkbox"/> Other treasury related     |
| <input type="checkbox"/> Financial director/controller | <input type="checkbox"/> Tax advisor/secretarial/audit | <input type="checkbox"/> Other finance & accounting          | <input type="checkbox"/> Other corporate management |
| <input type="checkbox"/> Corporate banking             | <input type="checkbox"/> Bank dealer/salesperson       | <input type="checkbox"/> Corporate finance & advisory        | <input type="checkbox"/> Treasury consultant        |
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## PRICING

Early bird rate

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|   |                                    |                                    |
|---|------------------------------------|------------------------------------|
| ACT members (including student members and affiliate members)                   | <input type="checkbox"/> £595.00   | <input type="checkbox"/> £795.00   |
| Non-members from non-financial corporates                                       | <input type="checkbox"/> £795.00   | <input type="checkbox"/> £995.00   |
| Non-members from banks, FIs, consultancies and other business service providers | <input type="checkbox"/> £1,325.00 | <input type="checkbox"/> £1,650.00 |

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
- Please charge £ \_\_\_\_\_ to my Visa/Mastercard/Switch/Solo card:

Card number

Expiry date     Issue no.

If cardholder name and statement address are different from above delegate details, please indicate below:

Please note VAT is applicable at the current rate of 20%. A VAT invoice will be issued.

To pay by BACS **Bank:** NatWest Bank, ACT (Administration) Limited **Sort code:** 60-00-01 **Account number:** 01053760

## 3 EASY WAYS TO REGISTER

**1 ONLINE**

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

**2 FAX**

+44 (0)20 7847 2598

**3 POST**

Events team, ACT, 68 King William St, London, EC4N 7DZ, UK

**Enquiries E: [events@treasurers.org](mailto:events@treasurers.org) T: +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 1 January 2016 for a full refund less 15%. Cancellations made less than 40 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

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