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PROFESSIONALS**

CONNECTING MINDS

**2014 ACT
MIDDLE EAST
ANNUAL
CONFERENCE**
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Ricky Thirion, Group Treasurer, **Etihad Airways**
ACT Middle East Annual Conference 2013

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Middle East Treasurer

actmiddleeast.org/annualconference

2014 ACT MIDDLE EAST ANNUAL CONFERENCE

CAPITALISE ON CHANGE

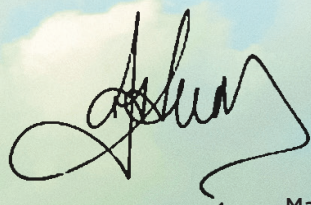
Five years on from its inception, the ACT Middle East Annual Conference is the leading corporate treasury conference and networking event for the GCC region. Having grown significantly year on year, this two-day event provides a programme of rich content and highly knowledgeable speakers.

This year we are seeking to **capitalise on change**. With changing regulation, changing trade patterns, and a changing economy this a very exciting time for the GCC. Companies need to know where to focus their attention during this period of great innovation and growth.

Whether you're interested in strengthening your treasury team's capabilities or navigating the evolving regulatory landscape, the programme will have something for you. Each panel, case study and presentation is thoughtfully planned in order to best inform today's treasurer. Providing a perfect balance of practical and attainable solutions, together with insight and future innovations, you will return to your office with new ideas to improve your business.

It's a fantastic opportunity for you to network with your peers and share ideas with the people that count.

We look forward to seeing you.



Matthew Hurn
Chairman, ACT Middle East Committee
Executive Director - Finance, Emerging Sectors
Mubadala Development Company

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ACT MIDDLE EAST NETWORK

An integral part of the Association of Corporate Treasurers (ACT), the ACT Middle East Network is made up of over 4,000 professionals from a range of corporations, banks and financial institutions across the GCC. We are committed to the development and sharing of treasury, risk and corporate finance knowledge and expertise across the region.

The network includes a team of treasury and finance professionals that make up the ACT Middle East Committee, which represents the voice of our community and provide guidance on key topics and issues in treasury management. The annual conference is the ideal setting for our network to get together and deliberate the big issues of the day.

THE COMMITTEE

Chairman



UAE

Matthew Hurn

Executive Director - Finance, Emerging Sectors
Mubadala Development Company

Regional representatives



Abu Dhabi (UAE)

Ricky Thirion

Group Treasurer, Etihad Airways



Dubai (UAE)

Paul Reynolds

Head of Debt and Equity, Rothschild



Kuwait

Andrew McMichael

Group Treasurer, Agility



Oman

Ravi Narayanan

General Manager Treasury, Omantel



Qatar

Jacob Tharakan

Senior Treasury Specialist, ooredoo

Committee members

Marwan Abedin, Chief Executive Officer, DHCC

Adam Boukadida, Deputy Treasurer, Etihad Airways

Michael Clifford, Advisor to the Board of Directors, Big Bus Tours Limited

Edward Collis, Corporate Treasury, Head of Credit & Risk, Zahid Tractor and Heavy Machinery Company

Raphael de Ricaud, Head of Islamic Finance, Rothschild

Rob Farrow, Corporate Treasurer, Alghanim Industries

Alastair Fiddes, Head of Treasury, Mubadala Development Company

Laura Ford, Senior Treasury Manager, Group Treasury, Majid Al Futtaim Group

Riyad Hammad, Treasury Director, Arabtec Construction

Mark Holliday, Group Treasury Director, Dar Al Riyadh

Lourie Kruger, Vice President - Treasury and M&A, Kingdom Hotel Investments

Andrew Robinson, Partner, KPMG

Arun Singh, Corporate Treasurer, Aramex

Gary Slawther, Corporate Treasurer, OCTAL Petrochemicals

09.00 Registration and refreshments

10.00 **Chair's opening remarks**

Peter Matza, Engagement Director, ACT

10.10 **Opening keynote address: exploring the region's key economic drivers**

H.E. Saif Hadeef Al Shamsi, Assistant Governor, Monetary Policy and Financial Stability Department
Central Bank of the United Arab Emirates

10.40 **The evolution of global banking alliances and partnerships**



Carole Berndt, Global Head - Transaction Services, Corporate & Institutional Banking, RBS



11.10 Networking break in the exhibition hall

11.55 **Track sessions**

Each track session includes a presentation from the sponsor, a case study from a corporate and a panel discussion.

TRACK A	TRACK B
<p>Optimising your cash and liquidity management</p>  <p>What will it cover?</p> <ul style="list-style-type: none"> • long term strategies to manage short term volatilities • managing your working capital • bolstering your bank relationships <p>Why should you attend?</p> <ul style="list-style-type: none"> • ensure you can maintain accurate projections • improve visibility across the business • develop the right level of engagement with your bank <p>Hear from: Mark Holliday, Group Treasury Director, Dar Al Riyadh Balaji Subramanian, Senior Finance Manager, Corporate Finance, Landmark Retail Sunil Veetil, Regional Head of PCM - Middle East and North Africa, HSBC</p> <p>Facilitated by: Peter Matza, Engagement Director, ACT</p>	<p>Rebalancing the risk challenge</p>  <p>What will it cover?</p> <ul style="list-style-type: none"> • identifying limitations within the company and prioritising key exposures • approaching risk head-on: implementing a solution • keeping strategy agile in a changing economy <p>Why should you attend?</p> <ul style="list-style-type: none"> • review and evaluate your company's risk strategy • benchmark your solution against your peers • hear practical tips on ensuring your framework is sustainable <p>Hear from: Sohail Choksy, Director, SC Provide and Chairman, UAE Institute of Internal Auditors Toby Shore, Corporate Treasurer and Chief Risk Officer, Emirates Global Aluminum Jonathon Traer-Clark, Director, Global Business Solutions, Global Transaction Services, Bank of America Merrill Lynch</p> <p>Facilitated by: Colin Tyler, Chief Executive, ACT</p>

13.10 Networking lunch in the exhibition hall



QUALIFY FOR A FREE CONFERENCE PLACE

Students who enrol on an ACT qualification in the Middle East this September can attend this conference for free.

Enrolment deadline: **30 September**

For more information:
www.treasurers.org/phoenix

ARE YOU A CORPORATE TREASURER WITH A SUCCESS STORY TO SHARE?

Annabel Nason, Conference Producer, ACT
 T: +44 20 78472539
 E: anason@treasurers.org

14.25 Track sessions

Each track session includes a presentation from the sponsor, a case study from a corporate and a panel discussion.

TRACK C	TRACK D
<p>Finding the right funding solution</p> <p>What will it cover?</p> <ul style="list-style-type: none"> capital structure: when to go long and short anticipating market movements Islamic finance and other alternatives <p>Why should you attend?</p> <ul style="list-style-type: none"> find the right funding mix for your business discover which markets are most accessible hear from corporates with diverse solutions <p>Hear from: Anil Dudani, Head of Treasury, Dragon Oil Michael Grifferty, President, The Gulf Bond and Sukuk Association (GBSA) Declan Sawey, Group Treasurer, KIPCO</p> <p>Facilitated by: Peter Matza, Engagement Director, ACT</p>	<p>Perfecting your treasury strategy</p> <p>What will it cover?</p> <ul style="list-style-type: none"> the treasurer at the frontline of business change emphasising treasury's presence in the company communicating with key stakeholders <p>Why should you attend?</p> <ul style="list-style-type: none"> discuss how best to position yourself as a key influencer broaden your focus for more strategic planning get your voice heard at the right level <p>Hear from: Gianluca Elmosi, Group Treasurer, Muntajat Vikas Khandelwal, Head of Investment Banking Corporates MEA, BNP Paribas Arun Singh, Corporate Treasurer, Aramex Nicoletta Stella, Head of Corporate Liquidity and Investment and Head of International Cash Management MEA, BNP Paribas Chris Van Dijl, Managing Director, Cugavadi</p> <p>Facilitated by: James Lockyer, Development Director, ACT</p>

15.40 Networking break in the exhibition hall

16.10 Panel session: embracing innovation – making technology work for you

A panel of experts discuss how implementing new technology can give your company the advantage. It will include practical tips from treasurers going through the process and invaluable advice from technology providers.

Facilitated by:
Peter Matza, Engagement Director, **ACT**

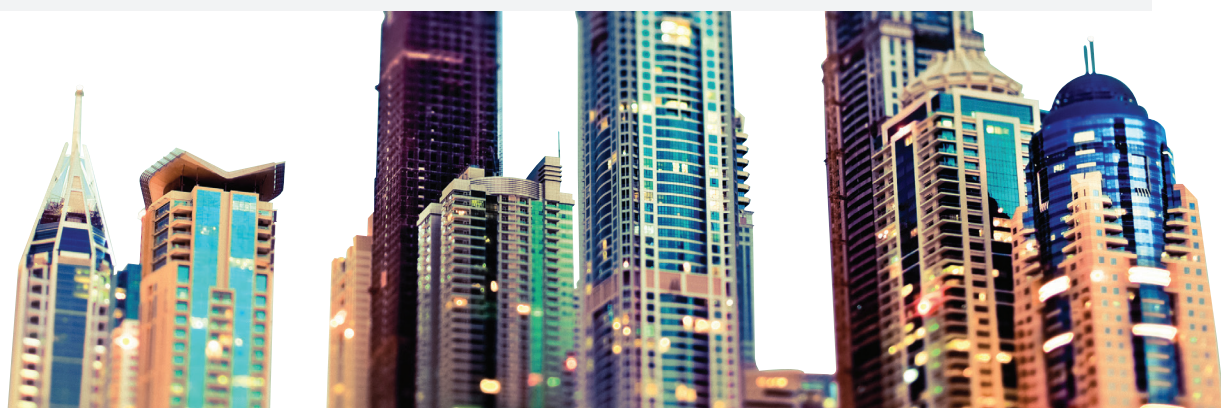
The panel:
Adam Boukadida, Deputy Treasurer, **Etihad Airways**
Alex Johnson, Regional Sales Manager, Middle East and Africa, **360T**
Daniel Hurst, Vice President – Sales, **SunGard**
Bassam Khalifa, Country Manager, MENA and Turkey, **SWIFT**



17.00 Close of conference

17.15 Networking reception

All delegates are invited to join us for an exclusive evening drinks reception – the perfect occasion to network with your colleagues and clients from across the GCC over drinks and canapés. The reception takes place in The No.5 Lounge & Bar Terrace, the social hub of The Ritz-Carlton, DIFC.



08.45 Registration and refreshments

09.30 A word from the conference chair

Peter Matza, Engagement Director, **ACT**

09.35 Panel session: navigating the regulatory landscape

A panel of economists, business leaders and commentators discuss key regulatory issues which corporates should be aware of in 2015 and beyond

Facilitated by:

Chris Leonard-Appleton, Director – Regulation, **Thomson Reuters**

The panel:

Amir Ahmad, Partner, **Pinsent Masons**

Arijit Shome, Group Treasurer, **Almarai**

Zulfiqar Unar, Senior Manager, Capital Markets Middle East, **PricewaterhouseCoopers**

10.35 Networking break in the exhibition hall

11.15 Track sessions

Each track session includes a presentation from the sponsor, a case study from a corporate and a panel discussion.

TRACK E	TRACK F
<p>Adapting to trade finance challenges </p> <p>What will it cover?</p> <ul style="list-style-type: none"> • an overview of the economic environment • trade finance as a key driver of regional growth • key considerations for treasurers when developing trade corridors • trade instruments – is open account trade becoming more common? <p>Why should you attend?</p> <ul style="list-style-type: none"> • review trade patterns and manage changes • identify new trade partners to grow your business • discuss how to streamline your process <p>Hear from: Baihas Baghdadi, Managing Director, Head of Trade and Working Capital International, Barclays Dr R. Durgadoss, Group Director – Finance and Strategy, House of S.T. Bhatia Dilip Shadvani, General Manager – Treasury, Finance, Al Habtoor Motors Neeraj Tekchandani, Chief Financial Officer, Apparel Group</p> <p>Facilitated by: Colin Tyler, Chief Executive, ACT</p>	<p>Achieving channel and liquidity optimisation </p> <p>What will it cover?</p> <ul style="list-style-type: none"> • exploring the optimal number of core cash banks • available strategies to connect with them • defining the ideal overlay and pool structure <p>Why should you attend?</p> <ul style="list-style-type: none"> • get the most from your bank relationships • examine the cost of connectivity in working with your banks • optimise your liquidity and overlay structure in a multi-bank set up <p>Hear from: Alexander Harris, Group Treasurer, Al Muhaidib Harish Pai, Senior Manager Treasury, TDIC Murali Subramanian, Executive Vice President, Head – Transactional Banking, ADCB</p> <p>Facilitated by: James Lockyer, Development Director, ACT</p>

12.35 Sector specific sessions

Each session provides a closer look at the key industries driving growth in the region.

Industry focus: oil and gas

A panel of professionals discuss developments in the oil and gas industry

Hear from:

Matthew Norris, Group Treasury Manager, **Petrofac**

Nat Vora, Chief Financial Officer, **Gulf Energy**

Facilitated by:

Colin Tyler, Chief Executive, **ACT**

Industry focus: leisure

A panel of professionals discuss developments in the leisure industry

Hear from:

Rob Farrow, Corporate Treasurer,

Alghanim Industries

Lourie Kruger, Vice President – Treasury and M&A
Kingdom Hotel Investments

Facilitated by:

James Lockyer, Development Director, **ACT**

13.10 Networking lunch in the exhibition hall

14.25 Interactive panel session: what's on your agenda?

A group of treasurers debate their plans for 2015 in conversation with the audience

- what are the new treasury trends you are investing your time and resource in?
- how has treasury matured as an industry and what more can be done?
- how does the current economic environment affect business?

Facilitated by:

Peter Matza, Engagement Director, **ACT**

The panel:

Shrimati Damal, Senior Vice President - Group Treasury, **Majid Al Futtaim**

Rachel Pether, Financial Risk Manager, **Mubadala GE Capital**

Gary Slawther, Corporate Treasurer, **OCTAL Petrochemicals**

15.30 Chair's closing remarks and close of conference



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

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RBS Corporate & Institutional Banking is the wholesale banking business of RBS and serves large corporate, financial institutions, governments and their agencies. It meets their needs by providing expertise across debt financing, risk management and transaction services.

RBS Middle East & Africa: RBS' on-the-ground operations include the Middle East & Africa where we have been present in the UAE since 1973. We operate two corporate banking branches in Dubai and Abu Dhabi and serve as the regional hub for the Middle East and Africa. Our team in the MEA region unites international reach, financial strength and local expertise to deliver fast and effective solutions underpinned by a strong commitment to relationship banking.

www.rbsbank.ae

TRACK SPONSORS



ADCB is a full-service commercial bank providing a wide range of financial products and services. The bank was formed in 1985 and, as at 30 June 2014, employed over 4,300 people from 61 nationalities, serving over 561,000 retail customers and approximately 43,000 corporate and SME clients in 50 branches, three pay offices and two branches in India, one branch in Jersey and a representative office in London.

ADCB is owned 60.2% by the Government of Abu Dhabi (Abu Dhabi Investment Council - 58.08% and Abu Dhabi Government Entity - 2.07%). Its shares are traded on the Abu Dhabi Securities Exchange.

www.adcb.com



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.

www.baml.com



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

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BNP Paribas has a presence in 75 countries with more than 180,000 employees, including more than 140,000 in Europe. It ranks highly in its three core activities: Retail Banking, Investment Solutions and Corporate & Investment Banking.

In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail banking model across Mediterranean basin countries, in Turkey, in Eastern Europe and a large network in the western part of the United States. In its Corporate & Investment Banking and Investment Solutions activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas and solid and fast-growing businesses in Asia-Pacific.

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www.hsbc.net

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www.transactionservices.citigroup.com

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360T is the leading global provider of web-based trading technology, which enables clients to trade OTC financial instruments, particularly FX and short term money market products, as well as FX and interest rate derivatives. 360T's multi-bank/multi-asset platform serves the needs of corporate treasurers, institutional asset managers, hedge funds, private banks and custodians by providing deep liquidity from more than 140 global and regional maker banks. The company also offers a professional white-label trading technology for electronic trading services. 360T has a global presence with customers in more than 90 countries and offices in America, the Asia-Pacific, India and the Middle East.

www.360t.com

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www.sungard.com/avantgard



SWIFT is a member-owned cooperative that provides the communications platform, products and services to connect more than 10,000 financial institutions and corporations in 212 countries and territories. SWIFT enables its users to exchange automated, standardised financial information securely and reliably, thereby lowering costs, reducing operational risk and eliminating operational inefficiencies.

SWIFT provides additional value-added services such as consulting and has a suite of business intelligence tools, enabling the community to track trends in the industry and benchmark their business against peers. SWIFT also brings the financial community together to work collaboratively to shape market practice, define standards and debate issues of mutual interest.

www.swift.com

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Today, FGB is recognised as a world-class organisation committed to maximising value for shareholders, customers and employees as it focuses on delivering banking products and services that meet client needs and support the UAE's dynamic economy.

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BOOKING FORM

ACT Middle East Annual Conference

27-28 October 2014, The Ritz-Carlton, DIFC, Dubai

DELEGATE DETAILS

Code: C

***mandatory fields**

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

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Non-members from corporate treasury teams	<input type="checkbox"/> US\$949	<input type="checkbox"/> AED3550	<input type="checkbox"/> US\$1199	<input type="checkbox"/> AED4500
Non-members from banks, FIs, consultancies and other service providers	<input type="checkbox"/> US\$1299	<input type="checkbox"/> AED4860	<input type="checkbox"/> US\$1599	<input type="checkbox"/> AED6000

- Fees include refreshments, lunch and conference materials.
- Look out for some special corporate delegate sponsored places.

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• To pay by BACS (Choose from either USD or AED account)

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• To pay by credit card you must book online

Please visit actmiddleeast.org/annualconference

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3 EMAIL

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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 Wednesday 17 September for a full refund less 15% administration fee. Cancellations made after this 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 sponsors 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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