



LEADING TREASURY  
PROFESSIONALS

# ACT MIDDLE EAST TREASURY SUMMIT

16-17 October 2018  
Madinat Jumeirah, Dubai

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



## CONNECTING MINDS



9 HOURS  
OF NETWORKING  
OPPORTUNITIES



16 HOURS  
OF CONTENT



50  
SPEAKERS



18+  
EXHIBITORS



500+  
ATTENDEES



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Official publication

**The Treasurer**

# ACT MIDDLE EAST TREASURY SUMMIT

## TREASURY TRANSFORMED

Corporate treasury has undergone incredible transformation over the last decade in the Middle East. The mission of the **Association of Corporate Treasurers**, to embed world class treasury standards and act as the profession's leading advocate, has been at the forefront of supporting and empowering corporate treasurers during this period of unprecedented financial, business and technological change.

At a new venue, the Madinat Jumeriah, join us at this year's annual Treasury Summit, where **500 treasury and finance professionals** will be inspired and informed with new ideas, real insights and upcoming trends which will transform treasury in the years to come.



### VENUE

#### Madinat Jumeriah

6 King Salman Bin Abdulaziz Al  
Saud Street, Dubai,  
United Arab Emirates

T: 971 4 366 8888

W: jumeirah.com

E: reservations@jumeirah.com

## CELEBRATING 10 YEARS OF ACT IN THE MIDDLE EAST

The Association of Corporate Treasurers is celebrating 10 years in the Middle East and the only professional treasury body with a Royal Charter. The ACT is your source of information to be:

- aligned with best-in-class treasury standards
- inspired by new technologies and innovation
- ahead of the curve on regulatory and policy change



DON'T JUST  
TAKE OUR  
WORD  
FOR IT



Watch the 2017 conference video  
[treasurers.org/middleeastsummit](https://treasurers.org/middleeastsummit)

### EVENT FEATURES

- **12 track sessions:** tailor your learning
- **the innovation lab:** be inspired by lightning fast talks
- **transformation stories:** case studies on embedding change
- **the CEO exchange:** candid insight on the treasurer and board relationship

### JOIN THE CONVERSATION

Follow us @actupdate #actme18

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# PROGRAMME DAY 1 TUESDAY 16 OCTOBER

09:00 Registration and refreshments

10:00 **Chair's opening remarks and Chief Executive's welcome**

10:20 **Welcome address: What's next?**

With geopolitical uncertainty in the Middle East listed as the 'top threat' to growth, understand the impact of recent political and economic events and what this means for your business strategy.

10:45 **Keynote: Disruption, innovation, vision**

Whilst there is difficulty in predicting and navigating the next big disruption or innovation, it's leadership vision which enables organisations to navigate uncertainty in today's unpredictable world. Explore the experience of Dubai Duty Free and how they created one of the world's most recognisable brands to come out of Dubai.

**Bernard Creed**, Senior Vice President, Finance, **Dubai Duty Free**

11:15 Networking break in the exhibition hall

**Ask me anything!** Quiz, explore and debate with two senior corporate treasurers at the ACT stand

## 12:00 TRACK SESSIONS

### TRACK A: CASH MANAGEMENT

#### Where's my cash? Optimising cash visibility and forecasting

In today's environment, the key to growth is in effective cash management... but how can we ensure we're unlocking extra value with our cash?

- creating optimal cash visibility structures which aid effective cash management
- techniques for accurate forecasting for the short, medium and long-term
- new, exciting and bold: what's next for advancing cash management?

### TRACK B: RISK MANAGEMENT

#### Equipping treasury with best-in-class risk management

With plenty of risk to go around, what is in the treasurer's armoury to mitigate it?

- from rising interest rates to LIBOR reform, what can treasurers do to alleviate impact?
- advice on handling FX risk and hedging strategy in today's volatile climate
- are you covered? Top tips on identifying treasury risk in your organisation

### TRACK C: PAYMENTS

#### Unlocking real payment innovation

With a plethora of solutions and FinTech payment providers, harness new thinking from the payment landscape.

- technology, change and systems. What's improving payment efficiency?
- the latest in achieving cost-effective cross-border payments
- what are the next big payment trends from blockchain to cryptocurrency?

13:00 Networking lunch in the exhibition hall

### The speaker line-up (so far!):

**Matthew Hurn**, Executive Director - Chief Financial Officer, **Mubadala Investment Company** | **Roshun Tulkens**, Head of Treasury, **Reckitt Benckiser** | **Manoj Agarwala**, Group Treasury Manager, **Petrofac** | **Alawi Al-Shurafa**, Treasury Manager, **Saudi Chevron Phillips** | **Adam Boukadida**, Group Treasurer, **Ethihad Aviation Group** | **Sonal Gupta**, Corporate Treasurer, **Alghanim Industries** | **Caroline Stockmann**, Chief Executive,

**ACT** | **Anfal Mahmood**, Senior Manager Corporate Finance, Group Treasury, **Ethihad Airways** | **Anish Jain**, Chief Treasury Officer, **Export Trading Group** | **Peter Matza**, Speakers' Chair, **ACT** | **Abdessalem Lassoued**, Group Treasurer, **OiLibya** | **Michael Griffery**, President, **Gulf Bond & Sukuk Association** | **Daniel Tromans**, Head of Corporate Finance & Group Treasury, **SENAAT** | **Nader Aboushadi**, Group Treasurer, **Al Fahim Group** | **Ahmad Al-Ali**, Treasury Director, **VIVA** |

**Bernard Creed**, Senior Vice President, Finance, **Dubai Duty Free** | **Bruno Massera**, Head of Treasury, **OneFoods** | **Gary Slawther**, Treasury Director, **Arabtec Holding** | **Ulrich Shiesl**, Regional Treasurer Middle East, **Siemens** | **Arun Singh**, Corporate Treasurer, **Aramex** | **Gianluca Elmosi**, Group Treasury Director, **Aldahra Holding** | **Mona Lockett**, Head of Treasury, **Webcor Group** | **Halina Bernard**, Treasury Manager, **General Motors Middle East Operations**

## 14:30 TRACK SESSIONS

### TRACK D: ISLAMIC FINANCE

#### Islamic finance for the future

Demand for alternative finance is increasing, what are the opportunities to utilise Islamic finance?

- an appraisal of the sukuk market and success stories.
- how is technology in the Islamic finance marketplace developing?
- from liquidity to investment, what tools are in the treasurer's toolbox to be compliant with Islamic finance?

### TRACK E: INNOVATION

#### The innovation lab



For the treasurer to be strategic, more efficient and deliver more value, what innovation can be utilised to meet changing needs?

##### Part 1: Lightning innovation stories

What are the hot new treasury solutions? Hear five rapid-fire five minute presentations and decide!

##### Part 2: Trends panel

What technology trends are getting treasurers excited?

### TRACK F: SPECIALIST FINANCE

#### How can specialist financing aid your treasury KPIs?



Bridging the gap to accessible funding is easier said than done - or is it?

- the possibilities on utilising inventory financing for working capital and liquidity needs
- upcoming opportunities and challenges from the implementation of IFRS16 and trends in the specialist financing space
- exploring balance sheet KPIs and imaginative solutions to achieve them

15:30 Networking break in the exhibition hall

**Ask me anything!** Quiz, explore and debate with two senior corporate treasurers at the ACT stand



“A fantastic line-up of speakers in all aspects of treasury - looking forward to the 2018 conference!”

Vanessa D'Souza, Al Futtaim Carillion



“The ACT Conference is an excellent opportunity to meet with treasury Peers and keep up to date with trends and updates”

Halina Bernard, General Motors



Celebrate success at the ACT Middle East Annual Dinner on 15 May, limited spaces available. Book a table or places for your team: [treasurers.org/medinner2018](http://treasurers.org/medinner2018)

# PROGRAMME DAY 1 TUESDAY 16 OCTOBER

## 16:00 TRACK SESSIONS

### TRACK G: BANK RELATIONSHIPS

#### The evolving treasury-bank relationship

How can you leverage your bank relationship to greater effect?

- mutual respect, communication and reporting: what turns a good treasury-bank relationship into a great one?
- the impact of changing bank regulation on the treasury-bank relationship
- from digitisation and cybersecurity to FinTech challenges: how is the treasury-bank relationship evolving?

### TRACK H: REGULATION

#### Navigating the regulatory pipeline

With financial regulation changing more frequently, what's next?

- the future GCC tax landscape and implications for corporate treasury
- KYC compliance: advice on dealing with the regulation burden
- treasury risk management planning for regulatory change

### TRACK I: CYBERSECURITY

#### Cybersecurity: be informed, be protected!

What can we learn from cybersecurity or fraud incidents and trends?

- cybersecurity breaches are on the increase, but what can treasurers do to avoid becoming a victim?
- tools and tech: what's out there to protect your cash?
- mitigating the impact of cyberattacks and fraud... and learning from them

17:00 Chairman's closing remarks

17:10

Join us for networking drinks on the terrace to celebrate 10 years of ACT Middle East

[treasurers.org/middleeastsummit](https://treasurers.org/middleeastsummit)

Win recognition for a colleague, your team or deal by submitting an entry at this year's ACT Middle East Awards.  
[treasurers.org/MEawards](https://treasurers.org/MEawards)

# PROGRAMME DAY 2 WEDNESDAY 17 OCTOBER

08:30 Registration and refreshments

09:30 **Chair's opening remarks and welcome**

09:40 **Treasury transformation stories**

Whilst corporate treasury is not a 'new' function in the Middle East, we regularly hear how treasurers transform their teams with new strategic vision, technological innovation and re-designed operational processes. Return to the office inspired and informed after hearing from five corporate treasury teams who have achieved their transformation goals.

10:30 **Panel discussion: Lead, influence, advance**

With the treasurer expected to think strategically, even in times of instability and uncertainty, join our panel in exploring leadership lessons and take away advice on the skills you need to be an effective, influential thought leader - not only in treasury, but organisation-wide.

11:00 Networking break in the exhibition hall

**Ask me anything!** Quiz, explore and debate with two senior corporate treasurers at the ACT stand

## 11:45 TRACK SESSIONS

### TRACK J: TRADE FINANCE

#### Trade up your trade finance!

Structure your trade finance for win-win results.

- exploring regional and sector trends in the trade finance sphere
- what innovation is driving exciting change in the trade finance space?
- how can we utilise trade as a financing instrument to benefit corporate treasury in new ways?

### TRACK K: SAUDI ARABIA

#### Treasury in Saudi Arabia

From opportunities to challenges, what's next for treasury teams in the Kingdom of Saudi Arabia?

- exploring the latest Islamic finance trends and opportunities for financing and risk management
- Saudi 2030: how should treasurers adapt to greater diversification in the regional economy?
- discussing the impact of tax changes on treasury - and what's on the horizon



96%

OF DELEGATES



WOULD RECOMMEND THIS EVENT

### COUNTRIES REPRESENTED



18

AUSTRIA  
BAHRAIN  
EGYPT  
FRANCE  
GERMANY  
HONG KONG  
IRELAND  
JORDAN  
KENYA

KUWAIT  
LEBANON  
NETHERLANDS  
OMAN  
PAKISTAN  
QATAR  
SAUDI ARABIA  
UAE  
UK



In 2017, we had  
**532** delegates  
from 280 companies

## PROGRAMME DAY 2 WEDNESDAY 17 OCTOBER

12:45 Networking lunch in the exhibition hall

14:00 **CFO exchange: the view from the top!**

In this fireside chat, hear candid insight and experience on the corporate treasurer and board relationship, as well as thoughts on upcoming business trends and what's next in the finance world.

14:40 **Panel discussion 10 years ACT: Looking back, looking ahead**

Facilitated by the ACT's Chief Executive and Middle East Ambassadors, embrace your opportunity to shape the debate of corporate treasury in the Middle East and the next ten years of your profession.

15:30 Close of conference



The ACT Middle East Treasury Summit has developed into one of the premier networking events in the Middle East region. It is a regular fixture in our organisation's calendar and not one to miss.

James Adams FCT, Group Treasurer,  
Chalhoub Group



### JOIN THE CONVERSATION

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FAB initiated a powerful movement, which goes beyond banking. The Grow Stronger movement represents the bank's promise to support its stakeholders' goals and growth ambitions, providing ideas, tools and expertise to help them become stronger, today and in the future.

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Falcon Group, is a leading non-bank financial institution, with over 24 years of International trading heritage. A presence of 8 offices and growing, Falcon provides client-led tailored solutions spanning 20 countries within 10 vertical industry sectors. Falcon is Publicly credit rated by Moody's & S&P. Falcon start where the banks stop, providing tailored financing that enable, inventory cash flow optimisation both on and off balance sheet. Falcon solutions are complimentary to existing banking facilities.

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Kyriba is the global leader in cloud-based treasury, cash and risk management solutions, delivering Software-as-a-Service (SaaS) financial technology to corporate CFOs and treasurers. More than 1,600 global organisations use Kyriba to enhance their global cash visibility, improve financial controls, and increase productivity across their cash and liquidity, payments, supply chain finance and risk management operations. Kyriba is headquartered in New York, with offices in San Diego, Paris, London, Tokyo, Singapore, Dubai, Hong Kong, Shanghai and Rio de Janeiro.

[kyriba.com](http://kyriba.com)



We are proud to announce our evolution from Hanse Orga Group and welcome you to Serrala. Our new name is inspired by the Sierra de la Serrella, a powerful mountain range in Spain symbolizing confidence and security and the Hindi word saral meaning simple. With a suite of future-proof end-to-end payment solutions we provide efficient and secure optimization of your financial processes partnered with experienced first class cash visibility and treasury consulting services. Over 30 years of industry experience provide us with the necessary knowledge and understanding to be your trustworthy partners.

[serrala.com](http://serrala.com)

### INTERESTED IN SPONSORING OR EXHIBITING?

Contact Denis Murphy at: [dmurphy@treasurers.org](mailto:dmurphy@treasurers.org)  
or +44 (0)20 7847 2581

# REGISTER TODAY

TREASURERS.ORG/MIDDLEEASTSUMMIT

DELEGATE FEES	Early Bird Price*	Standard Price
ACT members and students	☐ \$845.00	☐ \$1,295.00
Non-member from non-financial corporate organisation	☐ \$1,040.00	☐ \$1,595.00
Non-member from bank or financial institution	☐ \$1,380.00	☐ \$2,125.00
Non-member consultants and all other service providers	☐ \$1,380.00	☐ \$2,125.00

\*The early bird price expires on 9 September 2018

Fees include refreshments, lunch, conference materials and attendance at the networking drinks on **Tuesday 16 October**. If you can't attend the entire conference, one day rates are available upon request. Email [events@treasurers.org](mailto:events@treasurers.org) for details. We have secured special accommodation rates for delegates at the Madinat Jumeriah. View this information at [treasurers.org/middleeastsummit](http://treasurers.org/middleeastsummit)

“

An excellent event overall, it's the first time I attended an event which was designed for treasury experts

Muhammad Tayyab Nawab, National Express Group

”



We're excited to be at a new venue for 2018, the Madinat Jumeriah. Set across its own private beach and surrounded by picturesque waterways and traditional Arabic architecture, this year's venue is an authentic recreation of ancient Arabia, capturing the natural beauty of the region.

Located 25 minutes away from Dubai International Airport, Madinat Jumeirah is situated conveniently for access to many parts of Dubai