



LEADING TREASURY
PROFESSIONALS

ACT ANNUAL
CONFERENCE **2016**
where treasury minds meet

FINANCING TOMORROW

INTEGRITY / INFLUENCE / INNOVATION

18-20 May 2016 | ACC Liverpool, UK

Headline speakers include:



Katinka Barysch
Director of Political
Relations
Allianz SE



Claire Emes
Chief Innovation
Officer
Ipsos Mori



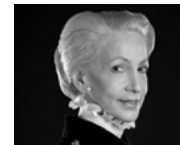
Alan Halsall
Chairman
Silver Cross



Tim Harford
Senior Columnist
Financial Times



Mishal Husain
Broadcaster and
Journalist



Lady Barbara Judge
Chair
Institute of Directors



John Kay
Economist



Tom Keatinge
Director of the Centre
for Financial Crime and
Security Studies, RUSI

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FINANCING TOMORROW

INTEGRITY / INFLUENCE / INNOVATION

How will your organisation fund growth, invest securely and manage risk to ensure longevity in the face of global change?

Are you seizing opportunity and integrating innovation for a truly competitive business? How can we collectively finance a more secure and sustainable world in which to do business tomorrow? Digital innovations, EU upheavals, new banking regulations, capital structuring and cyber security are all strategic pressure points for the real economy.

About the conference

Bringing together over 1,000 strategic business and corporate finance leaders, our annual conference is at the leading edge because it is designed by the profession for the profession.

This **award-winning** event coincides with an important period of change in the industry as economic and political uncertainty looms, whilst digital innovations are revolutionising all aspects of business and professional life. New roadmaps will be forged and strong financial leadership has never been more vital to business.

Offering an impressive breadth of economic expertise and business experience, we'll discuss and debate the complex myriad of changes afoot in an increasingly volatile world.

What's new for 2016?

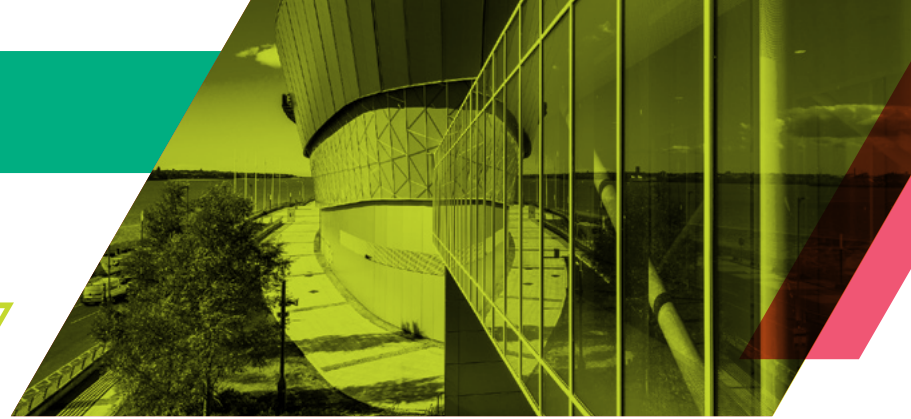
- **Sustainable finance, reputation and cyber security** focus for leading-edge businesses
- **exciting new ways to boost your professional network** during lunches and refreshment breaks
- **more international case studies** to benchmark and inspire fresh approaches

Who attends?

Do you have responsibility for:

- board level decision making and leadership?
- the financial management strategy of your business?
- enterprise-wide risk management?
- treasury operations?
- supporting treasurers?

If the answer to any of the above is yes – whether you're a FD, corporate treasurer, or in the financial services community – then the ACT Annual Conference is the only industry event that you need to attend in 2016.



"The ACT Annual Conference is a major highlight in the year. It's an opportunity for people in the industry to get together and share experiences. It also allows people to socialise and get to know more about the career opportunities that are available."

Ronan Dunne, CEO, Telefonica



VENUE: ACC Liverpool, Kings Dock, Liverpool Waterfront. L3 4FP, UK



ACCOMMODATION: We have been working with the Liverpool Convention Bureau to secure special rates for our attendees. View hotel options and book your accommodation at treasurers.org/actac/accommodation



TRAVEL: ACC Liverpool is a short taxi or walk away from Liverpool Lime Street station. Travel from London to Liverpool in just two hours with Virgin Trains.



Watch our conference video

treasurers.org/annualconference

PROGRAMME DAY ONE

Wednesday 18 May



- 12.00** Registration and exhibition opens
- 13.00** Chair's welcome
Peter Matza, Engagement Director, **ACT**
- 13.05** Opening words from **John Kay** followed by:
Markets, truth and the business of trust: **Ian Chisholm**, Former VP Financial Markets, **Royal Dutch Shell** in conversation with **John Kay**
- 13.40** **Why a diverse workforce makes a superior business**
Angela Potter in conversation with **Rachel Short**, Psychologist and Director, **Why Women Work** and **Russell O'Brien**, Group Treasurer, **Shell**
- 14.15** Refreshments in the exhibition hall
- 15.00** Track one – choose from track A or B or from one of three 45 minute focus sessions

Deutsche Bank

Track A

Strategic corporate financing **MUFG** Deciding on long term debt funding

- key decision drivers for financing strategic growth
- dedicating resources to prepare for event driven financings
- evaluating long term financing options in the international debt capital markets
- key points for successful execution
- trends, outlook and expectations

Hear from:

Simon Atkinson, Group Treasurer, London Stock Exchange Group Plc

Anthony Barklam, Head of Debt Capital Markets, MUFG

Chris Denley, Group Financial Controller, Whitbread
Rupert Dougall, Head of the Nordic, Transportation and Industrials Coverage, MUFG

Clive Gregory, Head of Strategic Finance, MUFG

Jan Kjærviik, Head of Group Finance and Risk Management, A.P. Møller – Mærsk A/S

Facilitator:

Martyn Smith, CFO, Weybourne Partners

Track B

Treasury 2020 **citi** Revolutions in risk management

- treasurers talk: current best practices from a recent industry survey
- widening the moat: adopting your risk management practices in uncertain times – a practitioner's perspective
- driving balance sheet efficiency: defining the key steps
- improving liquidity and funding risk management
- establishing cost effective working capital practices in the emerging markets: why FX matters

Hear from:

Adriana Gregus, VP Treasury and Insurance, Unilever

Declan McGivern, Director, Head, EMEA Treasury Advisory, Treasury and Trade Solutions, Citi

Erik Johnson, Director FX Risk Management, Citi

Neil Wadey, Group Treasurer, British American Tobacco

Facilitator:

Peter Matza, Engagement Director, ACT

Focus sessions

45 minutes each followed by networking at 15.45

- 1) Corporate and virtual cards: revolutionising spending

HSBC

Session leaders:

Jim Lewis, Global Head of Corporate Cards, HSBC

Brian Tomkins, European Head of Corporate Cards, HSBC

- 2) Vanishing yields: a survival strategy for treasurers

Payden&Rygel

- BASEL III to crush yields further

- Bank Recovery and Resolution Directive (BRR) – banks safer but more risky!

- Money Market Funds: no hiding place!

Session leaders:

Robin Creswell, Managing Principal, Payden & Rygel

Mark Stanley, Portfolio Director, Payden & Rygel

- 3) A Chinese view on China

ICBC Standard Bank

Jinny Yan, Chief China Economist, ICBC Standard Bank will be joined by a distinguished panel of representatives from Chinese policy makers, corporates and financial sector to answer your questions on China.

- an overview on China's macroeconomic conditions, including thoughts on future growth
- an evaluation of prospects for China's opening up, for example opportunities in debt capital markets
- opportunity to ask questions to our panel of experts

PROGRAMME DAY ONE

Wednesday 18 May

16.20 Close of track one

16.35 Track two – choose from track C, D or E

Track C

The ethical supply chain Optimising physical and financial chains



- what do we mean by 'ethical' supply chains?
- how can companies take the lead in ethical working capital management?
- recent experiences in managing complex cross-border supply chains
- payments, partnering and Corporate Social Responsibility: how a strategic long-view pays
- what impacts are being felt as a result of the emergence of digital?

Hear from:

Philip Learoyd, Head of Funding and Treasury Risk, SABMiller
Bruce Meuli, Global Business Solutions Executive, Bank of America Merrill Lynch
John Swift, Group Treasurer, Sage

Facilitator:

Sarah Boyce, Associate Policy and Technical Director, ACT

Track D

Innovation in identity Improving trust and relationships through technology



- what are the current issues with KYC / CDD processes from both an organisational and customer perspective?
- is Gov.UK Verify a template for the future of secure digital transactions?
- can the UK be a global leader in digital identity security, and how would this bolster your business?·
- how might a system for a federated identity develop and what are the opportunities and challenges to this approach?

Hear from:

John Edge, Chairman, ID2020
Sarah Munro, Head of Digital Identity, Barclays
George Osborne, Head of Innovation, Barclays
Neil Pennington, Innovation Expert
David Rennie, Head of Industrial Engagement, GOV.UK Verify

Facilitator:

James Lockyer, Development Director, ACT

Track E

Regulation and liquidity How corporations can successfully ride the waves of change



- what are the expected impacts on the European banking landscape and on corporates?
- what might be the effect on the market as new players enter?
- how can treasurers best navigate the constantly changing regulatory environment?

Hear from:

Jonathan Curry, Global Chief Investment Officer, Asset Management, HSBC
Jennifer Doherty, Global Head of Commercialisation – Liquidity and Investment Products, HSBC
Katherine Horrell, Group Treasurer, Centrica
Pedro Madeira, Treasurer, Thames Tideway

Facilitator:

Stephen Baseby, Associate Policy and Technical Director, ACT

17.55 Networking drinks reception in the exhibition hall

“As an organisation we see a lot of value in the conference, we get a lot of ideas from the conference and we like the opportunity to see what other corporates are doing.”

Philip Learoyd, Head of Funding and Treasury Operations, SABMiller



PROGRAMME DAY TWO

Thursday 19 May



08.00 Registration and refreshments

09.00 President's welcome
Fiona Crisp, President, **ACT**

09.10 The future of business: challenges and opportunities for financing and risk management
Rohit Talwar, Futurist

HSBC

09.45 Lower still and lower: will interest rates ever get back to normal?
Stephen Boyle, Chief Economist, **RBS**

RBS

10.20 Refreshments in the exhibition hall

11.15 Track three – choose from track F, G or H

Track F

How integrated treasury wins the day



Connected thinking, aligned processes, unified business

- what does optimum integration mean to corporate treasurers?
- treasury as an enterprise-wide team player
- actively involving all subsidiaries in the integrated approach
- improving the treasurer's day: from cash management to payments to financial contracts
- real-time and centralised: how tomorrow's businesses work
- freeing up time and talent: treasury tech as an enabler

Hear from:

Royston Da Costa, Group Assistant Treasurer, Wolseley
Jeremy Hamon, Head of Group Treasury, Primetals Technologies
Peter Pontidas, Corporate Treasurer, Dentsu Aegis Network
Ulrich Rosenquist, Managing Director, BELLIN

Facilitator:

Peter Matza, Engagement Director, ACT

12.35 Lunch in the exhibition hall

Track G

Commodity hedging



Managing risk in an ever-changing world

- the commodity collapse: a temporary blip or here to stay?
- business first: maintaining the focus
- an appetite for commodities: balancing upside vs downside risk
- setting risk management objectives to support the core business objectives
- managing the consequences of market volatility
- building a robust strategy in the competitive environment

Hear from:

Auna Dunlevy, Head of Front Office, Royal Mail Group
Andy Hartree, Head of Commodity Market Solutions, Lloyds Bank

Katrina Leese, Deputy Treasurer, Stagecoach

Ned McLean, Director, Commodity Market Solutions, Lloyds Bank

Carl Paraskevas, Senior Economist, Lloyds Bank

Facilitator:

Will Spinney, Associate Director of Education, ACT

Track H

Digital innovation



Building stronger, safer, more agile global businesses

- intelligent data analytics for better corporate treasury
- what drives the key differences between B2B and B2C payment innovations?
- how do customer needs, regulation and technology shape global payment trends?
- integrating payments into the business: are frictionless payments integral to the value proposition?
- a brief history of blockchain technology and the exciting opportunities it offers

Hear from:

James Kelly, Group Treasurer, AB Ports

John Lyons, Head of Strategy, Design and Change, RBS

James Marshall, Head of Treasury, Virgin Media

Simon Myers, Head of Digital, RBS

Facilitator:

James Lockyer, Development Director, ACT

PROGRAMME DAY TWO

Thursday 19 May



14.00 Track four – choose from tracks J or K, or from one of three 45 minute focus sessions

Track J

Strategy and financial leadership

Deutsche Bank 

Treasury in the c-suite

- an overview of treasury's evolving role in the business: what's changing and why?
- M&A: financing and hedging major deals; integrating acquired treasury functions
- working capital management and SCF: the view from the c-suite
- how do group treasury and CFO risk management appetites align and what might constitute a healthy dynamic?
- building key stakeholder relations

Hear from:

Rando Bruns, Head of Group Treasury, Merck

Katherine Horell, Group Treasurer, Centrica

Michael Starmer-Smith, Managing Director, Co-Head of Capital Markets & Treasury Solutions, Deutsche Bank

Facilitator:

Colin Tyler, Chief Executive, ACT

Track K

Brexit?

Discuss the impacts of the referendum and prepare your business for all eventualities



- rebel without a voice? Quantifying the value of influence, consistency and cohesiveness in the EU
- working well? Is striving to curb immigration an economic mistake?
- the City, trade, investment and corporate credit: what are the threats to a competitive Britain?
- domino risks: will separatist sentiment spread to Scotland and across the rest of the Union?
- no sterling job? How could a Brexit harm the £'s role as a global reserve currency?
- if the contingency plan becomes the reality what's yours?

Hear from:

Moritz Kraemer, Global Chief Rating Officer, Sovereign Ratings, Standard & Poor's

David Marsh, Managing Director, OMFIF

Jane Pilcher, Group Treasurer, Anglian Water

Matthew Tobin, Head of Debt Capital Markets, Slaughter & May

Facilitator:

Will Spinney, Associate Director of Education, ACT

Focus sessions

45 minutes each followed by networking at 14.45

1) Beyond profit: working capital for optimum value creation



- the challenge of sustainable working capital efficiency
- treasury driving organisational change through working capital for optimum value creation

Session leaders:

Christian Leibl, Managing Director – Head of Corporate Rating Advisory, Lloyds Bank

Daniel Jeffries, Group Treasurer, Equinity

Wayne Mills, Head of Receivables, ABL and Corporate Asset Finance, Lloyds Bank

Llewelyn Mullooly, Director – Working Capital Proposition, Lloyds Bank

2) How disruption in payments can benefit your business



The pace of change in payments is fast! Customer demands and new technology are bringing agile, faster and more efficient solutions. The impact on the corporate treasurer should not be underestimated – this workshop will help you navigate and make the most of the changes ahead.

Session leaders:

Teresa Connors, Head of Payments and Market Management, RBS

Damian Richardson, Head of Payments Strategy and Innovation, RBS

James Piper, Assistant Treasurer, DFC Global Corp

3) Derivatives negotiation and resolution



- overview of the current risks for corporates holding long-dated derivatives
- new developments in derivative valuation, negotiation and termination strategies

Session leaders:

Alex Pilato, Chairman and Chief Executive, TradeRisks

Jon Slater, Joint Chief Executive, TradeRisks

15.20 Refreshments in the exhibition hall

PROGRAMME DAY TWO

Thursday 19 May



16.00 Question Time

Hosted by: **Mishal Husain**, Broadcaster and Journalist
The panel: **Katinka Barysch**, Director of **Political Relations, Allianz SE**
Peter Montagnon, Associate Director, **Institute of Business Ethics**
Claire Emes, Chief Innovation Officer, **Ipsos Mori**
Tom Keatinge, Director, **Centre for Financial Crime and Security, Royal United Services Institute**
Alan Halsall, Chairman, **Silver Cross**

17.00 Protecting your data in a hyperconnected world: risk never sleeps
Steve Ellis, EVP, Head of the Innovation Group, **Wells Fargo**



17.40 Networking drinks in the exhibition hall

19.00 Social highlight, Thursday 19 May 2016, Liverpool Cathedral

With its magnificent Gothic arches, Liverpool Cathedral offers historical beauty with a modern twist (courtesy of Tracey Emin), as well as Britain's largest organ! This atmospheric sit-down dinner is always a memorable evening enjoyed by all.



WHO WILL YOU MEET?

Companies attending include:

A.P. Møller - Mærsk | Aegis Group | Anglian Water Group
Anglo American | ASOS | Associated British Ports
AstraZeneca | BBA Aviation | BBC
British American Tobacco | Fitness First
Honda Motor Europe | Innocent | Innovia Group
InterContinental Hotels Group | ITV | John Lewis
Marks & Spencer | Mitsubishi Corporation International
Monarch Group Management | National Express Group
National Grid | Rentokil Initial | Rolls-Royce | SABMiller
Scottish Power Limited | Specsavers Optical Group
Thames Water Utilities Limited | The AA
The British Land Company | The Grosvenor Estate
The Sage Group | Theo Muller Group | Thomas Cook Group
UBM | Unilever | Virgin Media | Vita Group Services

**DAY RATES AND GROUP BOOKING
DISCOUNTS ALSO AVAILABLE -**
visit treasurers.org/annualconference for details

PROGRAMME DAY THREE

Friday 20 May



09.00 Coffee booster

09.30 Track five – choose from the below

Track L

Leading and building winning teams

- the CFO perspective on leading winning teams
- what makes a high performance team? Developing people and building talent to deliver business goals
- cultures of competence: up-skilling and motivating teams across the globe
- performance management: qualitative assessment and the value of KPIs

Hear from:

Vanessa Harwood-Witcher, Director of Professional Standards & Learning, **ACT**
David Tilston, Former CFO, Innovia Group
Gary Williams, Director, Deputy CFO and General Manager Treasury, Mitsubishi Corporation International

Facilitator:

Peter Matza, Engagement Director, **ACT**



Track M

Bank relationships in an age of disruption

- how are corporations' bank relationships changing with the arrival of FinTech disruptors and new regulations?
- how is KYC impacting the relationships landscape and what is the future for KYB?
- relationships and the value of trust

Hear from:

Joanna Hawkes, Group Treasurer, Marks and Spencer
James Kelly, Group Treasurer, AB Ports
Jane Pilcher, Group Treasurer, Anglian Water
Bente Salt, Head of Treasury, Rentokil Initial

Facilitator:

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



Fireside chat

What keeps the Treasurer up at night? Balancing risk management priorities in the current environment

The risk management challenges facing the treasurer have never been broader than they are today: FX volatility; negative interest rates; political uncertainty; new accounting standards; evolving regulation; increased board and audit committee scrutiny...

An open, lively and interactive discussion with case studies. Bring questions and opinions!

A fireside treasury chat with:

Victoria Bell, Director, Chatham Financial
Kern Roberts, Director, Chatham Financial



10.30 Brunch in the exhibition hall and treasury hunt winners announced at the **ACT** stand!

11.15 Ideas exchange plenary: what does 'sustainability' mean to treasury leaders and their teams?

Shenley Connolly, Membership Director, **Heart of the City**
Adrienne Margolis, Founder, **Lawyers for Better Business**
Alison Wilson, Head of Treasury and Governance, **innocent drinks**
Facilitator: Peter Matza, Engagement Director, **ACT**

12.00 Forecast, forearmed? How to see into the future

Tim Harford, Senior Columnist, **Financial Times**

12.30 Powering tomorrow: is there a future for nuclear?

Lady Barbara Judge, Chair, **Institute of Directors**

13.00 Closing remarks and close of conference

Peter Matza, Engagement Director, **ACT**

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Our trade finance and cash management teams provide commercial banking products and services – for both corporates and financial institutions – which deal with the management and processing of domestic and cross-border payments, professional risk mitigation for international trade and asset and liability management. Our customers are supported in their domestic, regional and global trade finance and cash management programmes through our network of offices situated in all major and secondary financial markets, including hubs in Frankfurt, London, New York and Singapore.

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HSBC

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HSBC combines extensive global reach, notable financial strength, and a long term commitment to our Commercial Banking and Global Banking and Markets clients. For nearly 150 years HSBC has been connecting customers to opportunities. Today, HSBC serves businesses ranging from small enterprises to large multinationals around the world. Whether it is working capital, asset management, trade and receivables finance or payments and cash management solutions, we provide the tools and expertise that businesses need to thrive.

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RBS

RBS is a UK-based banking and financial services company, headquartered in Edinburgh. RBS provides a wide range of products and services to personal, commercial and large corporate and institutional customers through its two main subsidiaries, The Royal Bank of Scotland and NatWest, as well as through a number of other well-known brands including Ulster Bank and Coutts.

Our Transaction Services team serves SMEs and large corporates based in the UK, and multinational corporates from Western Europe, the US and Asia-Pacific with significant links to the UK and the Republic of Ireland. We advise corporate treasurers on how to simplify the management of their business operations in order to grow their domestic and export markets. In addition, we help corporate customers execute their trade transactions (e.g. letters of credit and guarantees), implement their cash solutions (e.g. cash pooling) and process their payments across country borders (e.g. SEPA).

rbs.com

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

ACT is a member of



Official publication
The Treasurer

treasurers.org/thetreasurer

How can the ACT help you?

We would love to meet you at the event and have a chat about your needs and the exciting ways that we can support your learning and career development.

Find us at the ACT hub, stand 29, in the exhibition hall.

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Sponsorship Director
E: dmurphy@treasurers.org
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The largest treasury exhibition in the UK

This event isn't only about the dynamic speakers and programme. We are proud to bring you the largest treasury exhibition in the UK, packed with the leading-edge treasury product and service providers in the industry.

The exhibition launches on Wednesday lunchtime and provides the perfect setting for you to develop new relationships and catch up with familiar faces.