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OF ENGAGING TREASURERS

# ACT WORKING CAPITAL CONFERENCE

Wednesday 4 December 2019  
etc.venues, Prospero House, London

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# ACT WORKING CAPITAL CONFERENCE

Wednesday 4 December 2019, London 08:00-17:10

Working capital is the lifeblood of every company and managing it, the essence of the treasury function. Now in its fourth year, the **ACT Working Capital Conference** is a key meeting point for delegates and exhibitors to gather and discuss topical working capital issues that directly affect corporates and their supply chains.

As the only conference of this size dedicated exclusively to working capital management in the UK, this compact yet comprehensive event is ideal for time-pressed treasury experts to get the latest updates on working capital management and supply chain finance in one place and day. Join us on **4 December in London** to meet fellow working capital experts from across the UK and benchmark your organisation's working capital performance against that of your peers.

## WHO SHOULD ATTEND?

- **Working capital experts** looking to deepen their knowledge and exchange best practice with fellow practitioners
- **Treasury professionals** responsible for their financial supply chain who want to understand how to enhance working capital, increase liquidity and mitigate risks
- **Procurement professionals** working with treasurers

"THE CONFERENCE PROVIDED AN EXCELLENT CATALYST FOR MAKING A DIFFERENCE IN A CHANGING WORLD WHERE THE BOUNDARIES ARE BECOMING MUCH SMALLER AND MORE COMPLEX WITH EVER MORE DIGITAL DISRUPTION."

**Nitin Shah**, Transport for London

## PROGRAMME

08.00 **Registration and networking breakfast**

09.00 **Welcome from the co-chairs**

**Naresh Aggarwal**, Associate Director, Policy & Technical, **ACT**  
**Brian Shanahan**, Director, **Informita**

09.15 **Opening keynote: Macro-developments and the economic outlook**

**Anjalika Bardalai**, Chief Economist and Head of Research, **TheCityUK**

09.45 **Panel Discussion: The big headwinds for working capital management**

Spotlight on the key risks and challenges faced by corporate treasurers and the implications for working capital management.

**Rowan Austin**, Head of Trade Finance Origination & Advisory, **NatWest**

**James Marshall**, Head of Treasury, **Virgin Media**

**Paul New**, Global Director - Net Working Capital, Group Treasury, **WPP**

**Kevin Pinnegar**, European Group Treasurer, **Honda Motor Europe**

**Facilitator:**

**Brian Shanahan**, Director, **Informita**

## 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.

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

## OFFICIAL PUBLICATION

### The Treasurer

Essential reading for international 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.

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

## PARTNER WITH US

Interested in sponsoring or exhibiting opportunities? Raise your profile and demonstrate thought leadership by speaking on regionally-focused topics in a keynote presentation, during a panel discussion or workshop.

For more information on sponsorship opportunities contact Simon Tempest.

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**+44 (0) 20 7847 2580**

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10.30 **Refreshments**

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11.00 **Panel discussion: Technology in working capital management - what has been impactful and game changing**

Technology, as an enabler or disruptor, is prospectively changing the landscape for treasurers. Panellists review the innovations and solutions that have the potential for widespread adoption and value-add in working capital management.

**James Hodgson**, Head of Payments, Commercial Banking, **NatWest**

**Robert Pettigrew**, Director, **Peer-to-Peer Finance Association**

**Chris Southworth**, Secretary General, **International Chamber of Commerce UK**

**Richard Tynan**, Managing Director, **TradelX**

**Facilitator:**

**Naresh Aggarwal**, Associate Director, Policy & Technical, **ACT**

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11.45 **A CFO case for optimizing working capital in the full supply chain**

Learn how a global corporate leverages data and advanced analytics to ensure the right levels of cash are invested in the physical and financial supply chain.

**Laura Spencer**, Working Capital Analytics Lead, **Accenture**

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12.15 **Embedding a cash culture - creating sustainable change**

A case study of how large coporate improves their structure and governance to optimize working capital

**Jenny Shutt**, Director - Corporate Advisory Services, **BDO**

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12.45 **Networking Lunch**

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13.45 **Trend watch: short presentations on innovative and transformational solution**

**Minimising risk and maximising the return on excess liquidity**

**Kevin Cook**, Co - founder and CEO, **TreasurySpring**

**A Fintech firm working with SMEs to help improve their credit profile and gain access to better credit terms**

**James Piper, MD**, **Lightbulb Credit**

**AI-driven data analysis technology to enable faster, data-driven financial decisions**

**Daniel James**, Chief of Staff, **AMPLIFYFI**

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14.15 **A shift in the status quo - why the industry needs to think differently and change their mind-set**

A review of the shifting landscape across different aspects of working capital management - planning, strategy, solutions, regulation; and the consequent new dynamic in terms of collaboration, connectivity and transparency across corporates, banks and service providers.

**John Bugeja**, Managing Director, **Trade Advisory Network**

**Claire Thompson**, Executive Vice President, Enterprise Partnerships, **Mastercard**

**Andrey Vorobyev**, Head of Bank Development, **Euler Hermes**

**Facilitator:**

**Mirka Skrzypczak**, Head of Working Capital & Trade, **NatWest**

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15.00 **Credit rating profiling: working capital financing**

Provides a rating agencies' perspective of corporate credit based on working capital management process.

**Damien Chew**, Head of the EMEA Telecoms, Media and Technology Corporate Ratings, **FitchRatings**

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15.30 **Refreshments**

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16.00 **Global working capital trends**

Looking ahead at the changing landscape and key themes relevant for working capital management.

**Maurice Benisty**, Chief Commercial Officer, **Demica**

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16.30 **Late payments - who cares?**

An update on government initiatives and the changing business landscape.

**Philip King**, Chief Executive, **Chartered Institute of Credit Management**

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17.00 **Closing remarks**

**Naresh Aggarwal**, Associate Director, Policy & Technical, **ACT**

**Brian Shanahan**, Director, **Informita**

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17.10 **Drinks reception**

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## LEAD SPONSOR



NatWest and its predecessors have an established history of serving customers, with a heritage dating back to 1658. Today we continue to provide a wide range of services to personal, commercial and large corporate and institutional customers based in the UK.

We recognise that Trade & Working Capital management is the lifeblood of businesses of all sizes from SMEs to the largest blue-chip corporates. By offering solutions to their financial challenges, we aim to help customers trade internationally, mitigate risk, finance the working capital cycle, and to manage liquidity effectively.

From the simplest overdraft to more structured financing techniques, we have one of the broadest product sets in the market.

Our cash management and trade finance solutions provide businesses with tools to more efficiently manage working capital and do business across borders.

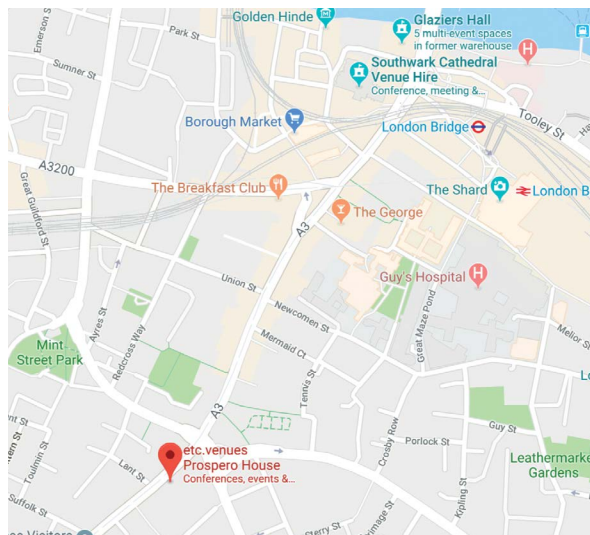
Our ethos of 'We are what we do' describes our commitment to doing the best for our customers. Through our open, fair and transparent approach, and our investment in innovative technologies, we aim to be the obvious choice for businesses in the UK and those doing business here.

## SPONSORS



## GETTING THERE

etc.venues, Prospero House  
241 Borough High Street  
London, SE1 1GA



## UPCOMING ACT EVENTS

### ACT Cash Management Conference 2020

25 February, London, UK

### Deals of the Year Awards 2020

26 March, London, UK

### ACT Annual Conference 2020

12-13 May, Newport, UK



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