

ACT MIDDLE EAST TREASURY SUMMIT

Regional transformation in a turbulent global economy

24-25 October 2023 | Madinat Jumeirah, Dubai, United Arab Emirates

With instability, high inflation and trade wars affecting much of the world, the Middle East remains a beacon of opportunity and development with sustained growth and progress across society and businesses alike both in technological advancement and the transition to net zero. In this context, treasurers are well-placed to support their businesses to grasp the opportunities available, and the Middle East Treasury Summit 2023 will explore this along with managing the challenges from the wider global environment.

CONFERENCE DAY 1 (Tuesday 24 October 2023)

- 08:30 (90min) Registration, refreshments and exhibition opens
- 10:00 (15min) **Welcome and opening remarks from the ACT**
Annette Spencer, Chief Executive, Association of Corporate Treasurers
- 10:15 (30min) **Opening keynote**
Sara Al-Binali, Group Head of Corporate, Commercial & International Banking, First Abu Dhabi Bank (FAB)

In association with First Abu Dhabi Bank
Joharah 6+7
- 10:45 (40min) **Keynote conversation: the view from the CFO**
Laila Alameri, Chief Financial Officer, ADDC
Rajesh Garg, Group Chief Financial Officer & Chief Sustainability Officer, Landmark
Adel Al Wahedi, Chief Financial Officer, National Central Cooling Company (Tabreed)
Facilitated by Bruno Massera, CFO – International Markets, BRF

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- 11:25 (40min) Morning refreshments in the exhibition hall
- 12:05 (50min) **Stage sessions**
- STAGE A: How are the treasurers managing risks with the dynamic interest rate environment: what are the new trends which the treasurers are adopting**

Princy Royce, Manager Treasury, Khazna Data Centers
Gianluca Elmosi, Group Treasury Director, Al Dahra Holding
Sanjay Sethi, Senior Managing Director & Head of Global Transaction Banking, First Abu Dhabi Bank

Facilitated by Tariq Hoodbhoy, Head of Treasury Advisory, First Abu Dhabi Bank

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STAGE B: Treasury in new age businesses

Operating as a treasurer or undertaking treasury activities in a new age digital-first business can present different challenges to treasurers in legacy businesses, with different financing and system needs. What are these challenges and what approaches can you take as a treasurer in these businesses to solve these? How can you customise treasury technology to fit best with existing systems?

Vishnu Katara, Group Head of Finance, Noon

Amit Jain, Founder and CEO, Zamp

Paolo Lo Monaco, Group CFO, Al Khayyat Investments

Facilitated by Fernando Pacheco, Senior Vice President, Head of Cash Management Products, Global Transaction Banking, Mashreq

In association with Mashreq

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STAGE C: Opportunities in a higher interest rate environment

Ongoing rising rates in the US is providing uncertainty but local banks have sufficient liquidity; and despite the currency peg, there's an interest rate increase lag and thus competitive local borrowing rates. A change in environment is resulting in a number of organisations exploring efficiency savings. This session will explore what treasurers are doing and how their banks and other FIs are supporting them during this time.

Paul Lund, Head of Corporates, Middle East and Africa, Analytics, Fitch Ratings

Jonathan Curry, Global Chief Investment Officer Liquidity and Chief Investment Officer UK, HSBC Asset Management

Vineet Gupta, Group Treasury Manager, Al Dahra

Facilitated by Anissa Teemul, Head of Treasury, EWEC

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12:55 (70min)

Lunch in the exhibition hall

14:05 (50min)

Stage sessions

STAGE D: Managing working capital – what should a treasurer consider?

Whether in challenging or expansionary times, it's essential for treasurers to manage their working capital effectively, and there is a wide array of financing solutions that can help the treasurer to do this. This session will look at the strategies that a treasurer can use to improve their working capital and the providers that can best support them with this.

Ross Berger, President, Managing Director, Trade Finance Group of Leucadia Asset Management, Jefferies

Kate Porter, Treasury, Payments & Data Solutions Director, FIS
Elat Niyas, Treasury Manager, Al Masaood
Flavio Simonutti, Head of Corporate Finance, TAQA
Facilitated by Sander van Tol, Partner, Zanders

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STAGE E: Optimising payables, receivables and supply chain financing by using cards, credentials and tokens in the AP/AR toolbox

Ganes RK, Senior Director, Visa Commercial Solutions, MENA, VISA
Ramana Kumar, Chief Executive Officer, MAGNATI
Rakesh Khanna, Chief Commercial Officer – Paymate
Facilitated by Rahul Daswani, Founder, LHD Research

In association with VISA

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STAGE F: Frictionless banking: adding extra value to digital and treasury transformation

The relationship between banks and the businesses they serve is set to be revolutionised by the emergence of frictionless banking. The steady, ongoing elimination of pain points allowed by developments in technology, aligned to the wider digital and treasury transformation underway, is creating a closer connection between the two. By removing friction from the banking side of a transaction, and becoming more streamlined on the corporate side, business can be quicker, more efficient, and more productive.

Kyle Boag, Regional Head of Global Payments Solutions, MENAT, HSBC
Jakson Peters, CFO, Property Finder
Ramy Fahmy, Regional Treasurer, Jacobs Engineering
Facilitated by Svenja Peters, Head of Treasury Strategy & Projects, Siemens Healthineers

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14:55 (40min)

Afternoon refreshments in the exhibition hall

15:35 (50min)

Stage sessions

STAGE G: Forecasting 2.0: The evolution to liquidity planning

This session will reflect on the greater need for customisable liquidity planning as a result of real changes (increases) in real interest rates, and the differing effects on different regions that one may operate within. The session will bring together four differing experiences from treasurers from different sectors and organisations to give a general picture of the market, and widely applicable advice to the audience.

Makris Spiros, Regional Finance Head Middle East, AIR (Advanced Inhalation Rituals)
Lamees Alawwad, Group Treasury Manager, Basic Chemical Industries
Maein Issa, Head – Treasury & Banking, Galfar Engineering & Contracting

Mohamed Kortam, Group Treasury Manager, Banks Relations & Subsidiaries, Mantrac

Facilitated by James Westerby-Jones, Group Treasurer, Deriv

In association with Kyriba

Joharah 5

STAGE H: How payments innovation in the region can support improved treasury operations

Developments in payments in the Middle East and beyond are fast evolving with instant payments, standardisation and interconnectedness being of key focus. In this context we will look to discuss the importance of payments within corporate treasury ecosystems, opportunities for businesses and areas of focus.

Parikshit Bhattacharya, Director, Head of Cash Management, Middle East, Barclays

David Shinkins, Managing Director, Global Head of Cash Management Sales, Barclays

Ozlem Demirsel, Treasurer, Unatrac Group

Facilitated by Alex Elviss, Deputy Group Treasurer, Agility

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STAGE I: How can a treasurer support their business's ESG journey?

COP28 shines the spotlight onto the Middle East. It focuses attention on the businesses within it on and what each is doing to support their countries Nationally Determined Contributions. What can treasurers do, both from a financing perspective and beyond, including considering investments and supply chain finance, to support their businesses, and how does this change how a treasurer interacts with internal stakeholders?

Vishal Tikyani, Executive Director & Cash Product Lead, UAE, Standard Chartered

Shabbir Ahmad, Head – Treasury, Landmark

Nader Aboushadi, Group Treasurer, Dar

Pratap Kumar, Group Regional Treasurer, MENA, Royal Golden Eagle

Facilitated by Imen Tebourbi, Program Director, M.Sc. Financial Management, University of Birmingham Dubai

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16:25 (10min)

Travel time

16:35 (50min)

Stage sessions

STAGE J: how to build a world-class treasury team

The role of the treasurer is key to any corporate and it's important to have a team with the right skills, knowledge and experience. How important is it to have a team of qualified treasurers to best support the organisation? Bringing experience from treasurers from across the region and supporting

organisations, this session will explore the key components in building a successful treasury team.

Jason Spanos, Group Treasurer, AIR (Advanced Inhalation Rituals)

Nora Naadu Sena, Finance & Control Manager, Nestlé

Roshun Tulkens, Director of Treasury, Averda

Osama Ali, Head of Qualifications & Accreditations, ADGM Academy

Facilitated by Janet Legge, Director of Awarding Body, Association of Corporate Treasurers

Association of Corporate Treasurers

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STAGE K: Risk management in the age of volatility: strategies for identifying and mitigating financial risks

How does a policy driven approach provide clarity during a highly volatile environment? With the recent developments surrounding Credit Suisse and SVB, it's a reminder that it's important to review treasury policies regularly. And considering counterparty credit risk, how can treasurers keep an eye on the range of third parties – are there technological solutions that can help?

Syed Sohaib Moid, Director, Deloitte

James Westerby-Jones, Group Treasurer, Deriv

Nat Vora, Chief Financial Officer, Solar Wadi

Facilitated by Imen Tebourbi, Program Director, M.Sc. Financial Management, University of Birmingham Dubai

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17:25

Close of day one and drinks reception

CONFERENCE DAY 2 (Wednesday 25 October 2023)

- 08:30 (90min) Breakfast and exhibition opens
- 08:30 (60min) **Invitation only breakfast with Fitch Ratings**
Preparing for COP28: what are treasurers doing to support their organisations in the transition to net zero?
- COP28 is just around the corner, in a month's time, in the UAE, and understandably focus is on organisations to put a greater focus on what they are doing to improve sustainability across their businesses. This session will explore what a selection of treasurers from differing sectors about what they are doing, especially in the financing space.
- Jonathan Curry, Global Chief Investment Officer Liquidity and Chief Investment Officer UK, HSBC Asset Management*
Flavio Simonutti, Head of Corporate Finance, TAQA
Ismail Chakour, Head - Structured Finance, Masdar
Facilitated by Craig Gosnell, Senior Director – ESG/Sustainable Finance, Fitch Ratings
- 10:00 (5min) **Welcome to day 2**
Annette Spencer, Chief Executive, Association of Corporate Treasurers
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- 10:05 (30min) **Keynote presentation: macroeconomic update**
Simon Ballard, Chief Economist, First Abu Dhabi Bank
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- 10:35 (30min) **Fireside chat with a treasurer of a leading organisation**
Facilitated by Andrew McMichael, Group Treasurer, Agility
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- 11:05 (30min) Refreshments in the exhibition hall
- 11:35 (40min) **Choose from Treasury Labs 1- 3**
- Treasury Lab 1: TechTalks**

Data Sovereignty Unleashed: Elevate Your Treasury with Azure Private Cloud Integration

Join us to discover how seamless integration between Azure private cloud and ZenTreasury cloud treasury empowers you to maintain control over your financial data while embracing modern treasury technology

Prakash Pokhrel, Lead Developer, Zen Treasury

A single gateway to working capital -

Working capital is now a board-level discussion topic for every corporation. Interest rates are high, limits have been lowered, and banks are demanding more data and doing more checks.

Managing working capital lines with multiple banks across multiple products is a tedious job. Securing a product tailored to a business's needs is nearly impossible.

But what if there was a better way?

Alex Fenechiu, Co-Founder & COO, Finverity

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Treasury Lab 2: The path to excellence in cash forecasting

Cash Forecasting is a key discipline for any globally operating business. This presentation will dive into the cutting-edge strategies, state-of-the-art techniques, and precision tools that can further enhance your financial prowess. Discover how to refine your cash forecasting to maintain and extend your success. Join us to ensure that your financial decisions remain at the forefront of your industry.

Dr. Jacques Yana Mbena, VP Solutions Architect, TIS

In association with TIS

Joharah 6

Treasury Lab 3: Foreign exchange, high inflation, high commodity prices and interest rate hikes heighten FX risks.

In light of a stronger dollar and ongoing volatility amongst a range of global & regional currencies beyond the GCC, what are treasurers doing to help mitigate any challenges?

Join our session with Managing Director Evidens Consulting, formally advisor to World Gold Council and Treasurer of Responsible Gold Trading, and Thomas Friesleben, Managing Director StoneX Pro EMEA.

Matthew Keen, Managing Director, Evidens Consulting

Thomas Friesleben, Managing Director StoneX Pro EMEA.

In association with StoneX Pro

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12:15 (5min)

Travel time

12:20 (40min)

Choose from Treasury Labs 4- 6

Treasury Lab 4: The advent of alternative cross-border payment rails that support global commerce and enhance treasury processes

The session will focus on alternative cross-border payments models to support businesses with greater optionality; and the associated benefits they bring to treasury and AP/AR processes.

Oscar Sanz-Paris, Deputy CEO and Head of CIB, CQUR BANK

Vishal Virmani, Head of Visa B2B Connect, CEMEA

Facilitated by Moussa Soukal, Head of Middle East, Zanders

In association with VISA

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Treasury Lab 5: Developments in tax: what does it mean for the treasurer?

Following introductions of VAT and corporate tax, this area is becoming more complex, and treasurers need to have a partnership with their tax teams and be more aware of the details. Learn what the latest developments are and what you should be considering at this time? What role can tax efficient jurisdictions play when structuring your treasury operations and what impact does the 15% global minimum corporate tax have? How is transfer pricing affected by the changes and what's the impact on a firm's working capital?

Hassan Fadda, Director, Corporate & Domestic Tax, KPMG

Joharah 6

Treasury Lab 6: Developments in trade and working capital

In association with First Abu Dhabi Bank

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13:00 (60min)

Lunch in the exhibition hall

14:00 (45min)

IPOs: a treasurer's role

With a number of organisations exploring or undertaking IPOs, this discussion will explore what the role of treasury is during the listing process and beyond. How does a listing affect corporate governance? But as the market matures, is there the experience and strategic focuses, from treasurers and the banks, within the region to successfully support the listings?

Cameron Half, Partner, Dentons

Rudy Saadi, Director, Equity Capital Markets, Citi

Facilitated by Kay French, Advisor to the Chairman, ADX

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14:45 (45min)

Closing discussion: how to lead!

In an empowering finish, our closing speakers will emphasise the key traits of successful leaders and how to emulate them, especially around empathy, resilience and clear communication, along with reflecting the need for a diverse team.

Rania Nerhal, Chief Client Experience & Conduct Officer, Mashreq Bank

Muhsin Al Rustom, Chief Financial Officer, ASYAD

Facilitated by Annette Spencer, Chief Executive, Association of Corporate Treasurers

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15:30 (10min)

Closing remarks

Annette Spencer, Chief Executive, Association of Corporate Treasurers

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15:40

Close of conference