

ACT Middle East announces annual conference 2010

THE ACT MIDDLE EAST HAS ANNOUNCED DETAILS OF ITS ANNUAL CONFERENCE. TO BE HELD ON 13 OCTOBER 2010 AT SHANGRI-LA HOTEL, SHEIKH ZAYED ROAD, DUBAI, UAE, THIS WILL BE THE MAJOR TREASURY EVENT OF THE YEAR FOR TREASURY AND FINANCE PROFESSIONALS IN THE MIDDLE EAST.



The ACT Middle East Annual Conference will include:

- Keynote sessions from financial leaders in the Middle East
- Two concurrent tracks of practical presentations and strategic sessions so that delegates can pick and choose what is most relevant
- An exhibition where delegates can meet specialist technology suppliers and treasury consultants
- Invaluable networking opportunities with fellow treasurers from the Middle East network.

DELEGATE FEES Book by Thursday 15 July for early bird rates

- ACT members and students (including affiliate members) US\$599
- Non-members, corporates only US\$809
- Non-members, banks/financial institutions US\$999

The conference fee includes a seat at the Gala Dinner
For more information contact actme@treasurers.org

GALA DINNER Following the annual conference – and also at the Shangri-La Hotel – will be the ACT Middle East Gala Dinner. The dinner is the perfect occasion for treasury professionals to meet colleagues and peers from within corporate treasury, banking and financial services. Both individual places and tables of 10 are available to book.

RATES

- For tables of 10: ACT members and students US\$1500
Non-ACT members US\$1649
- For individual tickets: ACT members and students US\$150
Non-ACT members = US\$165

ACT MIDDLE EAST TREASURY AWARDS ACT Middle East Treasury Awards will be announced at the Gala Dinner

The main objective of the ACT Middle East is to develop the knowledge and expertise of treasury, risk and finance professionals. Our winners last year were Etihad Airways, Treasury Team of the Year, and Qatar Telecom, Treasury Deal of the Year. Who will it be this year?

The Awards celebrate the achievements of the corporate treasurer in successfully managing the financial markets on behalf of their company. All types of deal will be considered and judged on the basis of meeting the consistent criteria, rather than on the size of the deal.

TREASURY AWARD CATEGORIES Submit your nominations by Thursday 29 July for awards in the following categories:

- **Bond Deal of the Year**
- **Loan Deal of the Year**
- **Treasury Team of the Year**

Corporate organisations only (not banks, financial institutions or government departments)

- All sizes of deal and company will be taken into consideration
- Region wise, we identify the GCC in general (UAE, Oman, Bahrain, Qatar, Kuwait, Saudi Arabia). This is by no means exhaustive and should nominations be submitted from further afield they will be taken into account
- To qualify the deal/project must have been executed by the treasury team/treasurer within the Middle East
- Deals must have been completed between 31 July 2009 and 19 July 2010 to qualify for consideration.



■ **Corporate Treasury Bond Deal of the Year Award**

Will be considered from the corporate treasury perspective – the basic criterion is that 'it shows excellence in corporate treasury', as demonstrated by any or all of the following:

- Sound treasury management
- Efficient pricing
- Optimal or innovative structure
- Relative success in prevailing market conditions.

The deal must involve a corporate with a Middle East domicile in which the corporate treasury team played a significant role.

Only deals completed between 31 July 2009 and 19 July 2010 to qualify for consideration.

■ **Corporate Treasury Loan Deal of the Year Award**

Will be considered from the corporate treasury perspective – the basic criterion is 'it shows excellence in corporate treasury', as demonstrated by any or all of the following:

- Sound treasury management
- Efficient pricing
- Optimal or innovative structure
- Relative success in prevailing market conditions.

The deal must involve a corporate with a Middle East domicile in which the corporate treasury team played a significant role.

Only deals completed between 31 July 2009 and 19 July 2010 to qualify for consideration.

■ **Treasury Team of the Year Award**

Will take into account the relative sizes of the company and treasury team, which across all treasury disciplines – cash management, corporate finance and funding, governance and risk management – demonstrates all or any of the following:

- Sound treasury management
- Strong technical knowledge and ability
- Innovation in technology and systems
- Ability to build strong relationships with the company's bankers and advisors.

The concept of treasury 'team' should also be taken widely – it may consist of one or two people in the treasury department supported by a broader team of people who help perform the treasury function.

As with the Deal Award, the corporate must have a Middle East domicile.

ACTME honours Gulf treasurers

The first ever ACT Middle East treasury awards were held last year at the inaugural ACTME gala dinner at the end of October in Dubai.

The sell-out dinner was attended by 130 treasury and financial professionals from across the Gulf states to celebrate the end of the first successful year for the ACT in the region.

The Treasury Deal of the Year Award went to Qatar Telecom for its dollar bond issuance, which helped to raise the profile of the region to outside financial investors attracted by business opportunities on an international scale.

The Treasury Team of the Year Award went to Etihad Airways. Etihad's outstanding treasury management, allied to a focus on education and qualification, drove a successful approach to treasury and excellence in financial management.



Stuart Siddall rewards Matthew Hurn with ACT fellowship

A further award was presented at the close of the proceedings, by ACT chief executive Stuart Siddall. The award was an ACT Fellowship for Matthew Hurn – executive director, group treasury, of Mubadala Development Company and recently appointed president of the ACT – in recognition of his achievements in treasury management and his outstanding contribution and commitment, which have been key to the

ACT's development in the Gulf states.

Over the past year, the ACT has developed a treasury network in the Middle East, co-sponsored by Emirates NBD, Abu Dhabi Commercial Bank and HSBC, and established a calendar of networking events in the region.

The ACT plans to consolidate its leading position in the region with events, training and education over the coming year.