

ACT

LEADING TREASURY
PROFESSIONALS

CONNECTING MINDS

ACT CORPORATE FUNDING CONFERENCE

“Good opportunity to get an insight
into the funding approach of other
treasurers and understanding of the
changing regulatory landscape”

Andrew Beaumont
Group Treasurer
Thames Water

10 October 2013
30 Euston Square
London

Official publication

The Treasurer

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LLOYDS BANK

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08.30	Registration and refreshments
09.00	Chair's opening remarks Martin O'Donovan , Deputy Policy & Technical Director, ACT
09.10	Opening presentation: setting the scene <ul style="list-style-type: none">• the changing funding landscape for businesses• the bank funding market in 2013 - will government schemes to boost lending succeed?• the impact of new regulation on corporate funding strategies Jonathan Dwyer , Head of Private Finance, Homes and Communities Agency - Social Housing Regulator
09.30	Case study: funding through the loan market <ul style="list-style-type: none">• evaluating the options available• getting the bank group right• dealing with a changing corporate / bank relationship• lessons learned and practical tips for other borrowers Graeme Hancock , Group Treasurer, Electrocomponents
09.55	Securitisation - a valuable tool to reduce corporate borrowing costs? <ul style="list-style-type: none">• what is securitisation and could it work for your business?• the benefits of securitisation for diversifying your funding mix• what assets and cashflows can be securitised?• the future for the securitisation market Parker Russell , Head of Corporate and CRE Securitisation, Lloyds Bank
10.20	EIB funding opportunities for corporates <ul style="list-style-type: none">• priority sectors and projects• a complementary role to other funding sources• concrete recent examples in the UK• key benefits• how to apply? Elodie de Recy , Deputy Head of Corporate and Banking, European Investment Bank
10.40	Refreshments
11.10	Case study: UK retail bonds - the first time issuer experience <ul style="list-style-type: none">• why retail bonds? The rationale and decision-making process• challenges of launching a retail bond issue• managing the documentation Alan Carr , Treasury Manager, UNITE Group
11.30	UK retail bonds - the benefits for issuers and investors <ul style="list-style-type: none">• practical tips for companies accessing the market• understanding what retail investors are looking for• the future for the retail bond market Richard Tice , CEO, CLS Holdings Chairman, Order Book for Retail Bonds Issuers Group



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

OFFICIAL PUBLICATION

Essential reading for European 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.

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The Treasurer



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- 11.50 **Case study: accessing the US PP market**
- deciding if a US PP is the right option for your business
 - understanding the investor base
 - the main benefits for the issuer, and pitfalls to avoid

Stephen Wheatcroft, Group Treasurer, **BBC**

- 12.15 **Panel discussion:
best practice for managing investor relationships**
- what do investors look for when investing in corporate debt?
 - practical tips for strengthening investor relationships
 - what is the importance of credit ratings for the investor?

Facilitator: **Martin O'Donovan**, Deputy Policy & Technical Director, **ACT**

Panellists: **Mike Hardman**, Head of Flow Credit Sales, **LLoyds Bank**
Andy Mead, **Investor Relations Society** and
Senior Investor Relations Officer, **National Grid**
David Meade, Head of Credit Research,
Ignis Asset Management
John Swift, Group Treasurer, **The Sage Group**

- 13.00 **Chair's closing remarks**

- 13.05 **Networking lunch**



“ACT conferences are my ‘event of choice’, bringing a range of issues affecting corporates to the fore and enabling discussion and peer support on topical subjects.”

Mary Jones
Assistant Treasurer
Dŵr Cymru Welsh Water



**A CPD RICH
RESOURCE**

ACT CORPORATE FUNDING CONFERENCE

Thursday 10 October 2013
08.30-13.00

HOW TO BOOK

Simply book online at treasurers.org/funding or complete the booking form in this brochure.

ENQUIRIES

E: events@treasurers.org
T: +44 (0)20 7847 2589

VENUE

30 Euston Square, London NW1 2FB
www.30eustonsquare.co.uk



UPCOMING ACT EVENTS AND CONFERENCES

ACT webinar: SEPA – realising the long-term benefits
30 October

ACT breakfast briefing: the changing world of bank regulation
6 November, London

ACT Annual Dinner
13 November, London

ACT webinar: EMIR – countdown to implementation
21 November

ACT Middle East Annual Conference
26-27 November, Dubai

ACT Question Time
3 December, London

ACT Annual Cash Management Conference
12-13 February, London

ACT Annual Conference
14-16 May 2014, Glasgow

For more information about our events visit treasurers.org/events

CONFERENCE SPONSOR

Lloyds Bank Commercial Banking provides comprehensive expert financial services to businesses of all sizes, from start ups, through to small businesses, mid-sized businesses and multinational corporations. These corporate clients range from privately-owned firms to FTSE 100 PLCs, multinational corporations and financial institutions.

Lloyds Bank Commercial Banking delivers the mix of local understanding and global expertise necessary to provide long-term support and advice to its clients. Its relationship-based approach includes a broad range of finance beyond just term lending and this spans import and export trade finance, structured and asset finance, securitisation facilities and capital market funding. Its product specialists provide bespoke financial services and solutions including tailored cash management, international trade, treasury and risk management services.

Lloyds Bank has been voted Bank of the Year for an unprecedented nine consecutive years at the FDs' Excellence Awards in association with ICAEW and supported by the CBI & Real Business Background. Lloyds Bank is also a Winner of the 2012 Greenwich Quality Leader Award, which is recognition by its clients for providing leading quality service.



LLOYDS BANK

ACT CORPORATE FUNDING CONFERENCE BOOKING FORM

Thursday 10 October 2013

30 Euston Square
London NW1 2FB

DELEGATE DETAILS

Code: A

* = mandatory fields

*Dr/Mr/Mrs/Miss/Ms: *Forename: *Surname:
*Company name: *Job title:
Address:
*Email:[†] Telephone:

If booking more than one delegate, please photocopy this form and complete the delegate details section for each delegate.

[†]All joining instructions will be emailed, please ensure you supply an appropriate email address.

Please select your area of work/field from the list below:

- | | | | |
|--|--|---|--|
| <input type="checkbox"/> Treasurer/deputy treasurer | <input type="checkbox"/> Financial director/controller | <input type="checkbox"/> Corporate banking | <input type="checkbox"/> Other business provider |
| <input type="checkbox"/> Treasury dealer | <input type="checkbox"/> Tax advisor/secretarial/audit | <input type="checkbox"/> Bank dealer/salesperson | <input type="checkbox"/> Other |
| <input type="checkbox"/> Treasury manager/analyst/accountant | <input type="checkbox"/> Other finance & accounting | <input type="checkbox"/> Corporate finance & advisory | |
| <input type="checkbox"/> Other treasury related | <input type="checkbox"/> Other corporate management | <input type="checkbox"/> Treasury consultant | |

PRICING

ACT members and students (including faculty members)	<input type="checkbox"/> £260.00+VAT=£312.00
Non members from non-financial corporates	<input type="checkbox"/> £310.00+VAT=£372.00
Non-members from banks, FIs, consultancies and other service providers	<input type="checkbox"/> £435.00+VAT=£522.00

PAYMENT OPTIONS

- Please invoice me/my company (payment is due within 21 days of invoice date, or before the conference date, whichever is soonest).
- I enclose a cheque for £ made payable to ACT (Administration) Limited
- Please charge £ _____ to my Visa/Mastercard/Switch/Solo/American Express card:

Card number

Expiry date Issue no.

If cardholder name and statement address are different from above delegate details, please indicate below:

Please note VAT is applicable at the current rate of 20%. A VAT invoice will be issued.

To pay by BACS: NatWest Bank, ACT (Administration) Limited. Sort code: 60-00-01 Account number: 01053760

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TO REGISTER**

1 ONLINE
treasurers.org/funding

2 FAX
+44 (0)20 7374 8744

3 EMAIL booking form to
events@treasurers.org

ENQUIRIES: E: EVENTS@TREASURERS.ORG T: +44(0)20 7847 2589

Cancellation period: Cancellation terms will apply once a completed booking form has been received (inclusive or exclusive of payment). All cancellations must be received in writing by 12 September 2013 for a full refund less 15%. Cancellations made less than 28 days before the conference start date will not be refunded but a nomination for a replacement delegate will be accepted. In the unlikely event of cancellation of the conference by the ACT whether by force majeure or otherwise, the ACT in its absolute discretion may offer delegates a credit to an alternative event. The ACT will not in any circumstances refund any travel or accommodation expenses.

Data protection: The information you provide will be safeguarded by the ACT. A delegate list will be produced for the event with details restricted to your name, job title and company. In registering for this event you agree to the ACT providing your name, job title and company to the venue for the purposes of facilitating the event and to the sponsor and fellow delegates for information purposes. The ACT will retain your details on its database in order for us to keep you informed of other relevant products and services. If you do not want to receive this information, please tick here

By submitting this booking you undertake to have read and accepted the ACT's terms and conditions.
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