

6 April 2011  
Radisson Blu Hotel, Kuwait



# ACT Middle East breakfast briefing

A practical look at cash management and transactional banking solutions



## TOPICS INCLUDE:

- an overview of cash management tools and techniques
- what benefits and cost savings can be obtained?
- setting realistic objectives in the Middle East and elsewhere

“An opportunity to find the best solution for common treasury problems”

Syed Mohammad Saleem, **Ericsson**

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FOR TREASURY AND FINANCE PROFESSIONALS

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# A practical look at cash management and transactional banking solutions

Welcome to the next ACT Middle East breakfast briefing in Kuwait. Sponsored by HSBC, this briefing will focus on the essential core skill of cash management. Through practical case study presentations, expert financial insight and interactive discussion, the programme will give insight into the advantages of good cash management and transactional banking solutions. Key topics include the benefits of focused bank relationships, zero balancing and notional cash pooling.

As well as giving a local overview of managing liquidity and payments, the briefing will provide an update on what happens on an international scale and discuss realistic objectives to be applied in Kuwait and the Middle East, what other organisations are already doing, and best practice in cash management.

The ACT also offers qualifications in cash management and international treasury management which we would be happy to discuss with you at the event. There is also the opportunity to arrange in-house training courses at your organisation.

We look forward to welcoming you.

**Andrew McMichael**, Group Treasurer, **Agility**

**ACT Middle East Regional Representative, Kuwait**

## ACT Middle East network

Be the first to hear about the latest events, training courses and qualifications available in the Middle East by signing up to the network.

[www.actmiddleeast.org/network](http://www.actmiddleeast.org/network)

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### ACT Middle East

ACT Middle East is the network for treasury, risk and finance professionals committed to the development and sharing of treasury knowledge and expertise across the Middle East. It provides networking opportunities for those working in or interfacing with treasury, enabling them to come together to discuss best practice and providing continuous professional qualifications. Since its launch in October 2008, membership has grown substantially and services are further extending to support, facilitate and enhance the sharing of treasury skills across the region.

[www.actmiddleeast.org](http://www.actmiddleeast.org)

### MIDDLE EAST TREASURER The Middle East Treasurer magazine

The Middle East Treasurer is designed to meet the growing demand for authoritative and independent comment, advice and guidance on treasury, risk and corporate finance issues in this region. The magazine is distributed electronically across the Middle East network and is available free in digital format to registered website visitors.

[www.actmiddleeast.org/publications](http://www.actmiddleeast.org/publications)

### ACT Middle East Treasury Awards

Ensure your organisation or clients are recognised for their treasury accomplishments this year by nominating them for an ACT Middle East Treasury Award.

#### Nominations open June 2011.

For details of last year's winners visit

[www.actmiddleeast.org/awards](http://www.actmiddleeast.org/awards)



## PRELIMINARY PROGRAMME:

Wednesday 6 April

08.00 Registration and networking

08.30 Chair's introduction

**Rob Farrow**, Group Treasurer  
**Alghanim Industries**

08.45 What is cash management?

- an introduction to cash management and best practice transactional banking
- why have a cash management strategy?
- an overview of cash management tools and techniques

**Speaker to be announced**

09.15 Cash management trends and new opportunities

- practical examples of how other organisations are approaching cash management
- national standard practice
- what can be achieved in the Middle East and elsewhere?
- options to improve cash management processes

**Natasha Patel**,  
Regional Head Global Payments and Cash Management  
**HSBC Middle East**

09.45 Corporate case study – a practical walk through

- benefits of focused bank relationships
- zero/target balancing
- notional cash pooling
- what benefits and cost savings can be obtained?

**Speaker to be announced**

10.15 Panel discussion – cash management for Kuwait

- current cash management practice
- suggested best practice
- evaluating the best cash management tools for your business

Facilitated by:

**Rob Farrow**, Group Treasurer  
**Alghanim Industries**

The panel:

**Andrew McMichael**, Group Treasurer  
**Agility**

**Natasha Patel**  
Regional Head Global Payments and Cash Management  
**HSBC Middle East**

Further panellists to be announced

10.45 Chair's closing remarks and networking

11.15 End of event

# ACT Middle East breakfast briefing

## A practical look at cash management and transactional banking solutions

6 April 2011

Radisson Blu Hotel, Al Bida Road, Al Ta'awn Street, Salwa, Kuwait

For details on how to become a member of the ACT visit our website at [www.actmiddleeast.org/membership](http://www.actmiddleeast.org/membership)

### REGISTER ONLINE

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The views expressed by speakers at this event are their personal views or those of their employer and do not necessarily represent the views of the ACT.

## ACT qualifications

ACT's qualifications deliver the knowledge, skills and techniques essential for everyone working in treasury and related fields.



### Certificate in International Treasury Management

The Certificate in International Treasury Management (CertITM) delivers core knowledge, technical and practical skills in treasury, risk and corporate finance. It is the only qualification to provide fundamental understanding of all aspects of corporate financial management from an international perspective.

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



### Certificate in International Cash Management

The Certificate in International Cash Management (CertICM) develops in-depth understanding and specialist knowledge of global cash management operation for both banks and companies alike. It provides a practical toolkit encompassing the instruments and strategies for optimising cash management efficiency – essential for anyone involved in cash management or a wider treasury role.

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