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2013 ACT MIDDLE EAST ANNUAL CONFERENCE

DRIVING GROWTH, BUILDING FUTURES

**“THE BEST EVENT FOR
TREASURY, RISK AND
FINANCE PROFESSIONALS IN
THE REGION, THANK YOU ACT.”**

Riyad Hammad Treasury Director Arabtec Construction LLC
ACT Middle East Annual Conference 2012

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The Ritz-Carlton
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26-27 NOVEMBER

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The Treasurer

actmiddleeast.org/annualconference

2013 ACT MIDDLE EAST ANNUAL CONFERENCE

DRIVING GROWTH, BUILDING FUTURES

Now in its fourth year, the ACT Middle East Annual Conference has become *the* preferred meeting place for the treasury and finance community across the GCC.

This year's event will focus on the key issues topping the agenda for treasury and finance professionals in the region, be that positioning your treasury within the wider business or staying ahead of the curve with the latest treasury technology. Whatever your organisation's priorities look like this year, business growth remains high on the list.

To help inspire your organisation's growth plans our thought provoking programme includes all new track sessions covering everything from innovations in cash and liquidity management to supply chain finance and investment strategy.

It's not just about the programme though, we will have a range of treasury product and service providers on hand in our busy exhibition to answer your questions. It's a great opportunity for you to network with your peers and share ideas with the people that count.

We look forward to welcoming you.



Matthew Hurn

Chairman, ACT Middle East Committee
Executive Director, Group Treasury,
Mubadala Development Company

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ACT MIDDLE EAST NETWORK

An integral part of the Association of Corporate Treasurers (ACT), the **ACT Middle East Network** is made up of over 3,600 professionals from a range of corporations, banks and financial institutions across the GCC. We are committed to the development and sharing of treasury, risk and corporate finance knowledge and expertise across the Middle East.

The network includes a team of treasury and finance professionals that make up the **ACT Middle East Committee**, which represents the voice of our community across the region and provides advice on key topics and issues in treasury management. The annual conference is the ideal setting for our network to get together and deliberate on the key issues of the day.

THE COMMITTEE

Chairman



UAE

Matthew Hurn

Executive Director, Group Treasury
Mubadala Development Company

Regional representatives



Dubai and Northern Emirates

Paul Reynolds

Head of Debt and Equity **Rothschild**



Abu Dhabi

Ricky Thirion

Group Treasurer **Etihad Airways**



Kuwait

Andrew McMichael

Group Treasurer **Agility**



Qatar

Jacob Tharakan

Senior Treasury Specialist Group Treasury & Financing
Ooredoo



Oman

Ravi Narayanan

General Manager Treasury **Omantel**

Committee members

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Michael Clifford CEO **Al Fahim Investments**

Raphael de Ricaud Head of Islamic Finance **Rothschild**

Rob Farrow Corporate Treasurer **Alghanim Industries**

Alastair Fiddes Head of Financial Risk Management **Mubadala Development Company**

Riyad Hammad Treasury Director **Arabtec Construction LLC**

John Hopley Executive Director – Corporate Finance **Sorouh Real Estate**

Lourie Kruger Vice President – Treasury and M&A **Kingdom Hotel Investments**

Andrew Robinson Partner **KPMG**

Gary Slawther Corporate Treasurer **OCTAL Petrochemicals**

Daniele Vecchi Senior Vice President – Group Treasury **Majid Al Futtaim Group**

13.00 Exhibition opening and registration

14.00 **Welcome from the conference chair**

Peter Matza Engagement Director ACT

ACT

14.10 **Keynote address: embracing growth in the Middle East**

Leonardo Peklar Chief Executive Officer Hawkamah

14.40 **Post financial crisis: regulatory 'big bang' or market realignment**

Neil Jones Managing Director, Head of International Banking – MEA, RBS



15.10 Networking break in the exhibition hall

15.45 **Track sessions**

Please choose between tracks A and B below

17.00 Close of day one and drinks reception

To be followed by the ACT Middle East Treasury Awards 2013

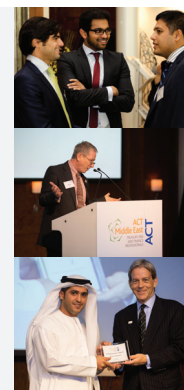
ACT Middle East Treasury Awards 2013

The ACT Middle East Awards celebrate the achievements of the corporate treasurer and will recognise companies and individuals that have shown innovation and excellence in corporate treasury.

The awards will be presented after day one of the ACT Middle East Annual Conference during our evening reception – the perfect occasion to network with your colleagues and clients from across the GCC.

For more information visit actmiddleeast.org/awards/2013

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TRACK A

Cash and payments: innovation in cash management



What will it cover?

- how are corporates innovating within their businesses?
- how can innovation drive business performance?
- why adopting innovative cash management practices can be a strategic differentiator

Who is it for and why should you attend?

- those looking to improve the control and visibility of their cash positions
- to gain insight into how other organisations are re-engineering their cash management operations
- to find out more about the availability of new e-banking options for organisations

Hear from:

Laura Ford Senior Treasury Manager **Majid Al Futtaim**
Michael Mueller Head of International Cash Origination
Barclays
Olivier Sage Chief Financial Officer **OSN**

Facilitated by:

James Lockyer Development Director **ACT**

TRACK B

Treasury management: a regional focus

مصرف الهلال
al hilal bank



What will it cover?

- a regional market update
- Central Bank and regulatory changes
- the growth and dynamics of the sukuk market
- achieving efficient liquidity management – a corporate case study

Who is it for and why should you attend?

- those looking to compare Islamic and conventional funding solutions
- to gain practical tips on managing the documentation when accessing Islamic finance products
- to explore hedging and risk management ideas

Hear from:

Stuart Anderson Managing Director & Regional Head Middle East **Standard & Poor's**
Shadi Daoud Senior Vice President, Head of Trading **Al Hilal Bank**
Anil Kumar Dudani Head of Treasury **Dragon Oil**
Ahmed Al Sayegh Senior Director – Corporate Treasury **du**

Facilitated by:

Peter Matza Engagement Director **ACT**

08.30 Registration and refreshments

09.15 **A word from the conference chair**

Peter Matza Engagement Director **ACT**

09.20 **What's on your agenda? Interactive voting session and panel discussion**

- the strategic treasurer: positioning your treasury within the wider business
- the career treasurer: making the most of the educational opportunities available
- the artful treasurer: staying ahead of the curve

Facilitated by:

Matthew Hurn Executive Director – Group Treasury **Mubadala Development Company**

The panel of leading ACT qualified treasurers

Andrew McMichael Group Treasurer **Agility**

Toby Shore Corporate Treasurer and Chief Risk Officer **Dubai Aluminium**

Gary Slawther Corporate Treasurer **Octal Petrochemicals LLC FZC**

10.00 **Panel session: a focus on next generation treasury technology**

– increasing efficiency and supporting business growth

- the increasing role of technology in achieving operational and strategic objectives
- the latest advanced strategies for managing cash and maximising liquidity
- compliance and regulatory concerns and how technology helps
- the latest trends in automation, standardisation and centralisation
- SWIFT and the latest strategies around FX management

Facilitated by:

James Lockyer Development Director **ACT**

The panel:

Ashraf Fahmy Chief Financial Officer **Abu Dhabi Aviation PJSC**

Alex Johnson Regional Sales Manager Middle East & Africa **360T**

Brad MacLean Vice President Business Development **SunGard AvantGard**

Onur Ozan Senior Account Director – UAE, Qatar, and Turkey **SWIFT**

Umar Pirzada Project Manager – Group Finance **Emirates**



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10.45 Networking break in the exhibition hall

11.30 **Track sessions**

Please choose between track C and D on the next page

12.45 Networking lunch in the exhibition hall

14.00 **Track sessions**

Please choose between track E and F on the next page

15.15 Networking break in the exhibition hall

15.45 **Question time: driving growth, building futures**

Hosted by:

Francis Matthew Editor at Large **Gulf News**

The panel:

Werner Flaig Chief Financial Officer **Easa Saleh Al Gurg**

Matthew Hurn Executive Director – Group Treasury **Mubadala Development Company**

Leonardo Peklar Chief Executive Officer **Hawkamah**

Malcolm Wall Morris Chief Executive Officer **Dubai Multi Commodities Centre**

16.45 **Closing keynote address: the future roadmap**

Ian Johnston Chief Executive **Dubai Financial Services Authority**

17.10 **Conference chair's observations**

17.15 Networking drinks in the exhibition hall

18.00 Close of conference

TRACK C

**Receivables financing:
accelerating cash flow**



What will it cover?

- challenges in receivables financing
- addressing the assignment of receivables in the region
- benefits to the corporate without recourse financing

Who is it for and why should you attend?

- CFOs and treasurers looking to reduce their working capital cycle
- to hear practical tips on reducing the cost of managing your working capital cycle

Hear from:

Edward Collis Corporate Treasurer – Head of Credit and Risk **Zahid Tractor**

Krishnakumar Duraiswamy Head of Trade Finance **ADCB**

Rob Farrow Vice President – Financial Services v and Treasury **Alghanim Industries**

Facilitated by:

Colin Tyler Chief Executive **ACT**

TRACK D

**Investment strategy: new trends
and opportunities in the region**

J.P.Morgan

What will it cover?

- the challenges of financing for local/ regional corporates – post Arab Spring
- new investment opportunities in the region, additionally to petrochemicals
- what are the key countries/ sectors for investment in the MENA region?

Who is it for and why should you attend?

- those looking to understand the types of investment opportunities available
- to hear practical advice on making the most of new opportunities in the region

Hear from:

Nader Aboushadi Executive Director, Group Corporate Treasurer **Mantrac/Unatrac Group – Mansour Group**

Declan Hegarty Managing Director, Global Corporate Bank, MENA **J.P. Morgan**

Christian Kern Head of Equity Research, MENA **J.P. Morgan**

Luciano Poli Chief Financial Officer **Sadara**

Facilitated by:

Peter Matza Engagement Director **ACT**

TRACK E

**Corporate finance:
2014 and beyond**



What will it cover?

- trends and developments in the capital markets
- gaining access to finance in the 'new normal'
- the changing regulatory landscape
- exploring innovative alternatives

Who is it for and why should you attend?

- finance directors, treasurers and assistant treasurers
- those looking to re-evaluate their financial strategy in a changing market
- to find out what should be included in your funding toolkit

Hear from:

Oussama El Rifai Senior Vice President Corporate Finance **Etisalat**

Nicholas M. Gilani Co-Head of Investment Banking Group **NBAD**

Brian Jeffery

Senior Vice President, Corporate Treasury **Emirates**

Shahram Safai Partner **Afridi & Angell**

Facilitated by:

Colin Tyler Chief Executive **ACT**

TRACK F

**A rapidly moving risk lens:
challenges and opportunities
in a changing risk landscape**

**Bank of America
Merrill Lynch**

What will it cover?

- attitudes to risk, control and governance
- integrating risk management with business strategy
- understanding your counterparty exposures
- what solutions does the market offer?

Who is it for and why should you attend?

- corporate treasurers and risk managers
- to improve visibility of risk in your business and broaden your risk awareness
- to hear thoughts on how a treasurer's view of risk has evolved
- to gain practical tips for developing a risk management framework

Hear from:

Chris Jameson Head of Sales, CEEMEA ex Russia, Global Transaction Services **Bank of America Merrill Lynch**

Toby Shore Corporate Treasurer and Chief Risk Officer **Dubai Aluminium**

Ricky Thirion Group Treasurer **Etihad Airways**

Facilitated by:

James Lockyer Development Director **ACT**

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2013 ACT MIDDLE EAST ANNUAL CONFERENCE

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ACT Middle East Annual Conference

26-27 November 2013, The Ritz-Carlton, DIFC, Dubai

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Code: A

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