

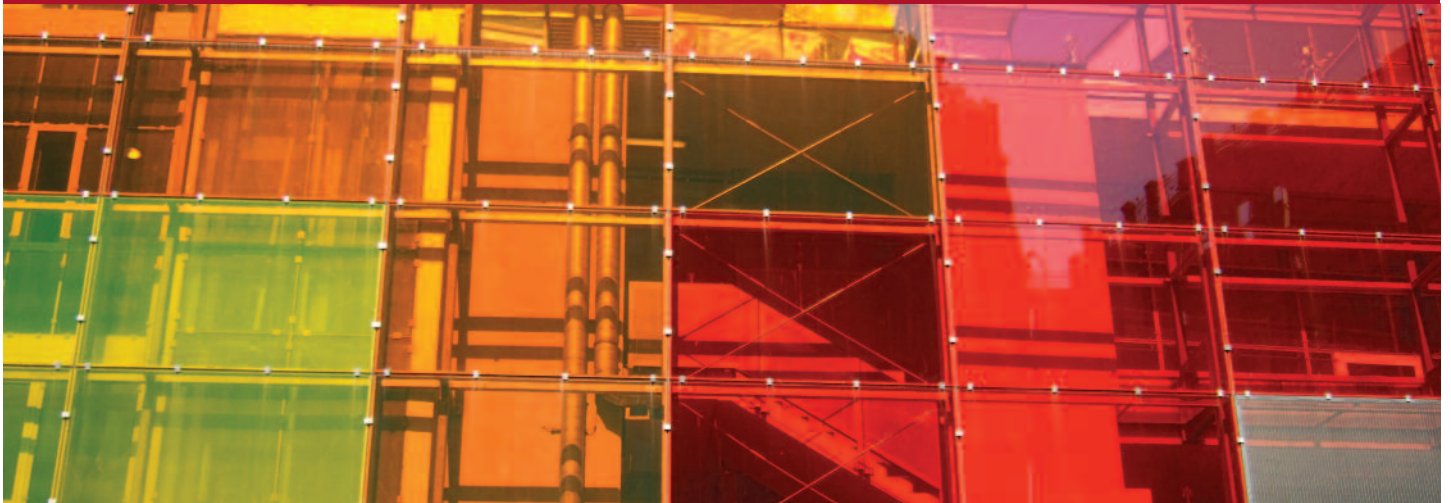


LEADING TREASURY  
PROFESSIONALS

CREATING ADVANTAGE

# TREASURY IN A CHANGING MARKET ENVIRONMENT

## ACT North and Midlands Conference



### Topics include

- cash management priorities in a challenging economy
- bank relationship management – are you getting the best from your banks?
- new financial regulation – what can businesses do to prepare and adapt?
- the treasurer's role in protecting the business
- strategic funding for business growth

**10 September**  
**Manchester**

Official publication **The Treasurer**

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



A CPD RICH  
RESOURCE

# PROGRAMME

**Tuesday 10 September 2013**

**09.00** Registration and refreshments

**09.30** Chair's opening remarks

**Peter Matza**, Engagement Director, **ACT**

**09.40** Economic update

- how is the current economic climate affecting businesses?
- the bank funding market - will government schemes to boost lending succeed?
- the outlook for 2013 and beyond

**John Young**, North West Agent, **Bank of England**

**10.05** Cash management case study:  
Bodycote - centralisation and automation

- how Bodycote moved from decentralised subsidiary specific cash management to "in-house bank" automation
- the link with Bodycote's liquidity strategy
- how Bodycote balance process efficiency with the need to share ancillary business with the core bank group
- lessons learned, the frustrations and relationship management
- opportunities for the future

**Andrew Hughes**, Group Treasurer, **Bodycote**

**10.30** Bank relationship management - are you getting the best from your banks?

- how have the dynamics of the bank / corporate relationship changed?
- taking into consideration the credit profile of your banking counterparties
- how should corporates value their ancillary business?
- how is Basel III impacting bank pricing and service?

**Speaker to be announced**

**10.55** Refreshments

**11.25** New financial regulation - what can businesses do to prepare and adapt?

- how new regulation will affect corporates' use of OTC derivatives
- Basel III - how will the dynamics of the loan market change?
- regulation of money market funds - what the treasurer needs to know
- proposals for ring-fencing of retail and investment banking - the implications for treasurers

**John Grout**, Policy & Technical Director, **ACT**

**11.50** The treasurer's role in protecting the business

- how do you view risk? Attitudes to risk, control and governance
- from the Eurozone crisis to a triple dip recession - how does the treasurer prepare for the unknown?
- creating a flexible risk management framework

**John Cloherty**, Group Treasurer, **PZ Cussons**

**12.15** Panel discussion: strategic funding for business growth

- financing your balance sheet - how to choose the right funding option and make it work
- alternative funding options - from the US PP market to UK retail bonds
- practical tips for accessing the capital markets
- managing investor relationships

**Facilitator**

**Peter Matza**, Engagement Director, **ACT**

**Panellists**

**Ian Clark**, Head of Treasury, **Northern Gas Networks**

**Chris Jones**, Group Head of Tax & Treasury, **Places for People**

**Phil Shepherd**, Group Treasurer, **Provident Financial**

**13.00** Chair's closing remarks

**13.05** Networking lunch

**14.00** Close of conference



**LEADING TREASURY PROFESSIONALS**

## 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.

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## The Treasurer

### 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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LEADING TREASURY  
PROFESSIONALS

# Treasury in a changing market environment

## ACT North and Midlands Conference

10 September, 09.00 – 14.00

Radisson Edwardian, Free Trade Hall, Peter Street,  
Manchester M2 5GP

### HOW TO BOOK

Book your complimentary place online at [www.treasurers.org/northandmidlands](http://www.treasurers.org/northandmidlands)

The conference is free to attend and is open to ACT regional group members and anyone interested in getting involved in their local ACT regional group.

Please note that places are limited and will be allocated on a first-to-book basis. The ACT reserves the right to restrict the number of individuals registering from any one organisation to ensure a balanced audience

### ENQUIRIES

E: [events@treasurers.org](mailto:events@treasurers.org)

T: +44 (0)20 7847 2589

## Getting there

Radisson Edwardian, Free Trade Hall,  
Peter Street, Manchester M2 5GP



## About ACT membership

The ACT member network is global, as is our support, we are committed to your professional development and we offer our members an extensive range of benefits by:

- **Sustaining expertise**  
ACT membership gives you access to thought-leaders of the treasury profession. Whether you need an update on the building blocks of treasury, or information on the latest developments, we can help you access it.
- **Providing support**  
Working in treasury is demanding. You need to get it right time after time. ACT membership provides you with access to technical expertise, regardless of your level of knowledge of the subject matter.
- **Developing networks**  
Building and sustaining important relationships is vital to the future of your career. As a member, we'll help you develop these networks, giving you the support, partnership and progression you need.
- **Building confidence**  
ACT sets the benchmark for international treasury excellence. Members, employers and the profession as a whole are reassured by the credibility, expertise and authority provided by the chartered body for treasury.

## Upcoming ACT events and conferences

- **ACT breakfast briefing: an essential update on corporate ratings**  
17 September, London
- **ACT Corporate Funding Conference**  
10 October, London
- **ACT Annual Dinner**  
13 November, London
- **ACT Middle East Annual Conference**  
26-27 November, Dubai
- **ACT Annual Conference**  
14-16 May 2014, Glasgow

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