

4 September 2012  
Radisson Blu Muscat, Oman



# Oman treasury update – corporate funding options

ACT Middle East breakfast briefing



## ATTEND TO HEAR FROM

- industry experts on the current funding and regulatory landscape
- OCTAL Petrochemicals on being creative to meet your organisations funding needs
- a panel of treasury practitioners on setting funding policy in volatile times

“Excellent and well organised”  
**Deepak Dikshit**  
Oman Cement Company

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MIDDLE EAST TREASURER

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**FREE TO ATTEND**  
LIMITED PLACES AVAILABLE

# ACT Middle East breakfast briefing

Keeping up-to-date with the latest financing trends and market opportunities is vital for today's treasurer. The ACT's next breakfast briefing will provide you with an essential update on the funding and regulatory landscape in the region.

Part of the ACT Middle East's series of briefings, this event is designed to bring treasury, risk and finance professionals together from across the region for unrivalled networking opportunities. We hope you enjoy this breakfast and feel free to invite your colleagues and contacts to attend and share treasury best practice and experiences.

We look forward to welcoming you to the ACT's Middle East treasury network in Oman.

## Did you know?

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.

## Corporate membership

Become a corporate member of ACT Middle East and attend events for free. Selected ACT Middle East events include a booking fee for non-ACT members. To find out more about membership please visit [www.actmiddleeast.org/membership](http://www.actmiddleeast.org/membership) or contact [actme@treasurers.org](mailto:actme@treasurers.org)

## Breakfast Sponsor



National Bank of Oman (NBO) the first local bank was founded in 1973 and is today one of the largest banks in Oman.

The Bank serves its customers in Oman through 67 Branches and 173 ATM's and CCDM's as well as 3 branches in Egypt and 1 in U.A.E. NBO's Call Center enables customers to enjoy banking services 365 days of the year.

The Wholesale Banking Group, delivers a wide range of services including term loans, working capital facilities, import and export financing, asset and project financing plus comprehensive cash management services.

The Investment Banking Division activities embrace discretionary portfolio management services, brokerage operations, asset management, distribution of mutual funds, lead management of public equity and bond issues plus domestic and international investment advisory services. The Bank also offers cutting edge treasury solutions to meet the growing business demands of our valued institutional, corporate and private banking clients.

NBO is committed to community investment through its corporate social responsibility activities with emphasis on five focus areas including health and human services, arts and culture, education, environment and women and youth.



## 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.

Launched in October 2008, 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 development through treasury training and professional qualifications.

Since its launch, membership has grown substantially and services are further extending to support, facilitate and enhance the sharing of treasury skills. ACT Middle East is fast emerging as the number one choice for treasury, risk and finance professionals. We are pleased to have the support of leading experts from the region.

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

## MIDDLE EAST TREASURER

### The Middle East Treasurer Magazine

With the launch of the Middle East supplement in January 2010, the ACT produced its first digital magazine. Now published as the Middle East Treasurer, it continues to meet the demand for authoritative and independent comment, as well as providing advice and guidance on treasury, risk and corporate finance issues in the Middle East. We publish three editions per year; January, June and November. The magazine is available on our website and is free to the 3000+ members of the ACT Middle East network and our regular publications distribution list of over 10,000 treasurers, corporate finance and risk professionals worldwide.



## PROGRAMME:

Tuesday 4 September

08.00 Registration and networking

08.30 Chairman's welcome

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

08.45 Economic Overview and what it means for business in the region

- the Oman economy
- the MENA economic outlook
- risks associated with economic volatility
- the impact of recent events on business and growth

**Gus Freeman**

Director of Economic Research, Core Business Services  
**Ernst & Young MENA**

09.10 Corporate funding update – capital markets

- recent developments and trends in raising funds
- bonds & sukuks – vital financing tool for companies
- Oman capital market – challenges & opportunities

**Sayyid Wasfi Al-Said**

DGM & Head of Investment Banking  
**National Bank of Oman**

09.40 Corporate case study – a practical approach to financing the business

- identifying your organisations funding requirements
- impact of changing market conditions on funding strategy
- being creative and evaluating the alternative funding options available
- maintaining a strong relationship with your bank

**Gary Slawther**, Corporate Treasurer,  
**OCTAL Petrochemicals**

10.10 Panel discussion – Corporate finance options in the new financial landscape

- tactics versus strategy: the importance of planning for the short and long term
- how to manage relationships with banks and investors
- what do investors look for when investing in corporate debt?
- capital markets – what is available now?
- alternative funding options
- planning for 2012

Facilitated by:

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

The panel

**Vishal Goenka**, Group Chief Financial Officer  
**Renaissance Services**

**Gary Slawther**, Corporate Treasurer  
**OCTAL Petrochemical**

**Sayyid Wasfi Al-Said**  
DGM & Head of Investment Banking  
**National Bank of Oman**

10.45 Chairman's closing remarks

10.50 Networking and refreshments

11.30 End of conference

**REGISTER ONLINE**

Visit: [www.actmiddleeast.org/oman2012](http://www.actmiddleeast.org/oman2012)

**ENQUIRIES**

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### Venue

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