

3 November 2011
America Square Conference Centre, London

TREASURY, RISK
AND FINANCE
PROFESSIONALS

ACT

Trade, exports and growth – going the extra mile

ACT breakfast briefing



TOPICS INCLUDE

- formulating an international trade strategy
- taking the risk out of trade transactions
- maximising working capital in the supply chain
- implications of new bank regulation on trade finance

“Very informative
event with great
networking”

David Benton
Rolls-Royce Capital

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Welcome to the latest in the ACT's series of hot topic breakfast briefings. This series brings together experienced corporate treasurers, regulators and the financial services industry to provide informed and expert comment on the leading financial issues of the day.

The UK economy is experiencing a slow recovery but the export markets offer significant potential to add value to your business' strategy for growth. With fewer barriers to trade than ever before and recent government measures to further boost trade and investment, businesses of all sizes are eyeing up opportunities for expanding in existing export markets and moving into new ones.

This breakfast briefing will bring the latest developments in trade and export into focus, providing practical tips for enhancing your export strategy and insight into the key challenges to be aware of when crossing international borders. Topics include:

- taking the risk out of international trade transactions
- assessing the financing options available for exporters
- maximising working capital in the supply chain
- implications of new bank regulation on trade finance

Don't miss this opportunity to find out more about balancing the risks and rewards of international trade and how accessing the export markets can help your business go the extra mile.

Breakfast sponsor

The RBS group operates in over 35 countries across Europe, the Americas and Asia, serving more than 40 million customers and providing a wide range of products and services to personal, commercial and large corporate and institutional customers.

Through dedicated client coverage teams, we bring solutions to customers that draw on our product strengths in international cash and liquidity management, trade finance, debt and equity financing, risk management and corporate finance advisory. Our approach combines these products with deep sector expertise and a network which spans developed and emerging markets.

We offer our customers a comprehensive range of trade finance and supply chain solutions that help manage credit and payment risks, while giving businesses enhanced visibility and control as well as increasing processing efficiency. The benefits are improved cash flow and optimised working capital management as well as reduced risk and lower costs. Moreover, our solutions can strengthen trading relationships and provide a solid financial partnership for executing your commercial strategies.

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Conference organiser

The Association of Corporate Treasurers (ACT) is the international body for professionals working in treasury, risk and corporate finance. Through the ACT we come together as practitioners, technical experts and educators in a range of disciplines that underpin the financial security and prosperity of an organisation.

The ACT defines and promotes best practice in treasury and makes representations to government, regulators and standard setters. We are also the world's leading examining body for international treasury, providing the widest scope of benchmark qualifications and continuing development through training, conferences and publications – including The Treasurer magazine.

www.treasurers.org

THE TREASURER

Official publication

The Treasurer magazine is essential reading for European treasurers and finance professionals. It offers valuable insights, expert analysis and information on the latest innovations 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 and latest developments in the UK and the rest of Europe.

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PROGRAMME

Thursday 3 November

08.00 Registration and breakfast

08.30 Chair's opening remarks

Peter Matza, Head of Publishing
ACT

08.40 Global trade and the world economy

- formulating an international trade strategy
- new government measures to boost exports and overseas investments
- opening the door to new export markets

Martin Cook, Director, Business Group
UK Trade & Investment

09.00 Reducing barriers to trading

- taking the risk out of international trade transactions
- providing liquidity – what are the financing options?
- maximising working capital in your supply chain

John Bugeja, Global Head of Trade Products
RBS

“Informative, relevant and well organised with an excellent cross-section of speakers”

Yvonne Welsh, Network Rail

09.30 Managing the practical challenges

- why are trade finance instruments important?
- choosing the best financing options for your business
- preparing for the impact of Basel III on trade finance

Will Spinney, Associate Director, Education
ACT

10.00 Panel discussion

Chair

Peter Matza, Head of Publishing
ACT

The panel

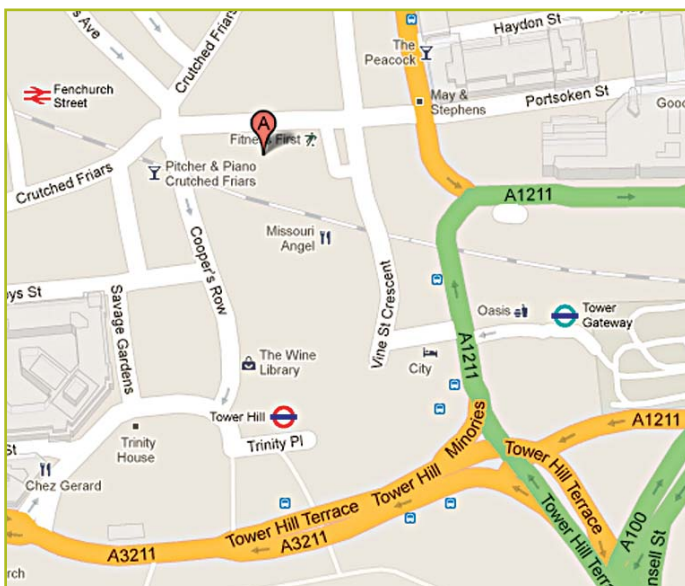
Nigel Addison Smith, Finance Director
ECGD

John Bugeja, Global Head of Trade Products
RBS

Martin Cook, Director, Business Group
UK Trade & Investment

10.30 Chair's closing remarks

End of breakfast briefing



Venue

America Square Conference Centre
1 America Square
17 Crosswall
London EC3N 2LB

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ACT breakfast briefing

Thursday 3 November 2011

America Square Conference Centre, 1 America Square,
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ATTEND

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Code: A

To apply for your place at this ACT breakfast briefing, please complete and return this form to the ACT. As places are strictly limited and allocated on a first-to-book basis, please wait for confirmation before making travel arrangements.

The ACT reserves the right to restrict the number of individuals registering from any one organisation to ensure the audience comprises a balanced representation of organisations and individuals. Priority booking will be given to ACT members and students, including faculty members.

I wish to attend this ACT breakfast briefing

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*Surname:

*Company name:

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Telephone:

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

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| <input type="checkbox"/> 04. Other Treasury Related | <input type="checkbox"/> 05. Financial Director/Controller | <input type="checkbox"/> 06. Tax Advisor/Secretarial/Audit |
| <input type="checkbox"/> 07. Other Finance & Accounting | <input type="checkbox"/> 08. Other Corporate Management | <input type="checkbox"/> 09. Corporate Banking |
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| <input type="checkbox"/> 13. Other Business Provider | <input type="checkbox"/> 14. Other | |

3 easy ways to register

1 Online

www.treasurers.org/tradefinance

2 Fax

+44 (0)20 7374 8744

3 Post

Events team, ACT, 51 Moorgate, London EC2R 6BH UK

Enquiries: Email events@treasurers.org Telephone +44 (0)20 7847 2589

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