



CELEBRATING 40 YEARS  
OF ENGAGING TREASURERS

# ACT MIDDLE EAST TREASURY SUMMIT

1-2 OCTOBER 2019  
Madinat Jumeirah, Dubai

Regional insights, global perspectives  
**PRELIMINARY PROGRAMME**

Co-lead sponsor



Official publication

The Treasurer

[treasurers.org/middleeastsummit](http://treasurers.org/middleeastsummit)



**ACT MIDDLE EAST**  
TREASURY AWARDS

30 SEPTEMBER 2019  
Madinat Jumeirah, Dubai  
see page 8

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# ACT MIDDLE EAST TREASURY SUMMIT

## 1-2 OCTOBER 2019

### Madinat Jumeirah, Dubai

Now in its eleventh year, the ACT Middle East Treasury Summit is growing in size and profile and will once again feature a mix of strategic keynote, operational track sessions, hands on workshops and a bustling exhibition, over two days.

This year's conference will run under the theme regional insights, global perspectives.

Creating that perfect blend of local intelligence from those in the region and global perspectives from our pool of international speakers, the event will provide attendees with a broader picture of what's happening in the treasury world.

2019

Conference topics include:

- Beyond the GCC: tapping into Africa, Egypt and Turkey
- The latest technology and innovations shaping payments
- Regional free trade zones and tax implications
- Working capital management
- Global markets and trends
- New approaches to (re-)financing
- Fintech for treasurers
- Regulatory changes to watch out for



#### VENUE

**Madinat Jumeirah (Joharah Ballroom)**  
6 King Salman Bin Abdulaziz Al Saud Street, Dubai, United Arab Emirates

T: 971 4 366 8888 W: jumeirah.com  
E: reservations@jumeirah.com

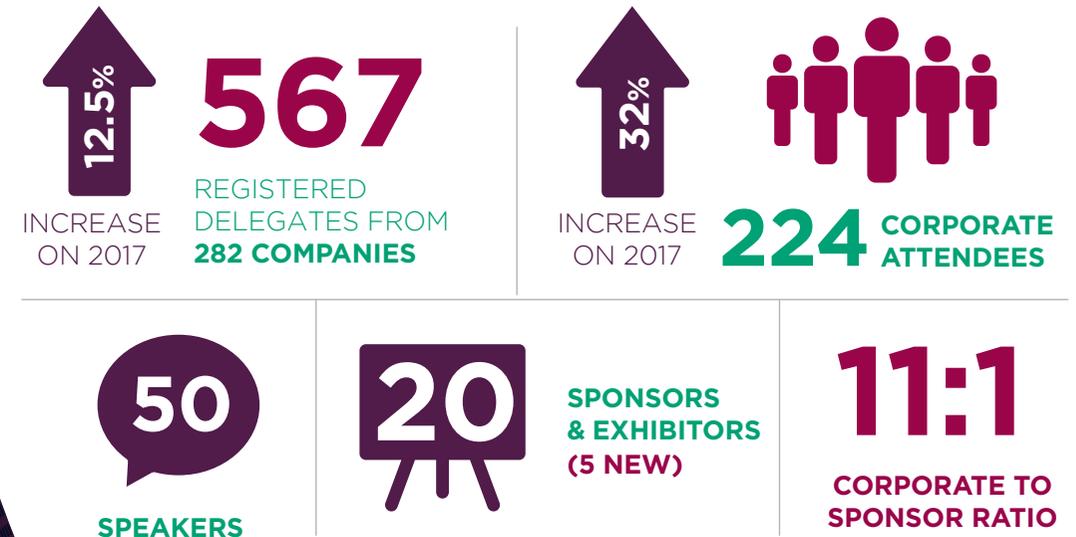


ACT does it again. Great event, networking with treasury peers and lots of learning and development opportunities.

Umar Pirzada, Emirates Group



## 2018 HIGHLIGHTS



PAST ATTENDEES INCLUDE:

ADCB | Al Futtaim | Al Naboodah Group Enterprise | Almarai Company | Arabtec | Barclays | Brewer Morris | Damas Jewellery | DP World | Department for International Trade | Dubai Duty Free | Dubai Properties | Emirates Group | Emirates NBD | Etihad Airways | Etisalat | Expo 2020 | FIS HSBC | Huawei | Microsoft | Mubadala | Oilibya | Oman Trading | R.A.K. Ceramics | SABB | Sharjah Finance Department | SWIFT | Tetra Pak Export | Wasl



DON'T JUST TAKE OUR WORD FOR IT  
**WATCH OUR VIDEO**

# CONFERENCE DAY 1 TUESDAY 1 OCTOBER 2019

08:30 - 09:30 Conference registration | tea & coffee

09:30 - 09:45 **Welcome address and chair's introduction**

Peter Matza, Speakers' Chair, ACT  
Caroline Stockmann, Chief Executive, ACT

09:45 - 10:30 **Setting the scene: Regional insights**

Focusing on the first part of this year's summit theme - **regional insights, global perspectives** - this informative session will provide an economic update on developments in the gulf region. **UAE government speaker, details to follow shortly**

10:30 - 11:00 **Keynote address from ENBD**

Listen to an engaging keynote address, setting out the overall theme of the two-day summit and providing thought leadership and valuable insights to the treasury community in the region.



11:00 - 11:40 Morning refreshments | meet the exhibitors

11:40 - 12:30 **Choose your preferred session from streams A, B or C:**

**STREAM A: INNOVATION AND TECHNOLOGY**

**Cash management innovation - voices from the future**

It is the year 2025. The Internet of Things (IoT) connects over 100 billion devices worldwide, Dubailand is fully completed, Google is on the forefront of the global healthcare industry, and treasurers still use spreadsheets for their cash management - or do they?  
Hear two mini presentations from corporate treasurers on what their cash management processes and systems look like now, followed by a broader panel discussion on cash management innovation. Looking back to 2019 - what has changed for the better and what effect have the changes had on treasury functions and teams? Which single one development has had the biggest impact on cash management? And finally, what turned out to be wishful thinking and despite all the future talk back in 2019, turns out to be still the same old as it's always been?

**STREAM B: GLOBAL TRENDS AND MARKETS**

**The positive impact of diversifying trade finance**

A multi trillion dollar gap in trade finance exists for companies buying and selling non-commoditised products. As a treasurer, how do you fill that gap, and at the same time ensure key performance metrics can be met?  
This session explores the real challenges treasurers are experiencing today, their concerns for the future, and their benefits to broadening trade finance accessibility options and the refreshing 'partnership' approach. Treasurers will walk away with a solid understanding as to what services are developing in this space, how can they drive better and more trade and how to access those new partnerships, products and services to do so.

Chris Howarth, Chief Financial Officer, Falcon Group



**STREAM C: REGIONAL INSIGHT**

**The regional partner: defining an effective banking relationship**

A treasurer's relationship with their bank (or more likely banks) is arguably the most important relationship they will have with external partners. So how can this relationship be enhanced to provide the greatest benefit for the corporate? And how is the relationship changing with increased regulation and enhanced technological solutions at the disposal of both parties? In addition, this session will also look at the regional reach of the bank, assessing how it can help with the challenges of differing jurisdictions across the GCC. All these challenges lead to the fundamental question: as a treasurer, what do you want from your bank?

Moderator:  
Gary Slawther, Treasury Director Finance Department, Arabtech Holding  
Staney Pullolickel, Regional Treasurer - MENAT & SSA, GE

12:30 - 13:30 Networking lunch in the exhibition hall

# CONFERENCE DAY 1 TUESDAY 1 OCTOBER 2019

13:30 – 14:20 Choose your preferred session from streams A, B or C:

| STREAM A: INNOVATION AND TECHNOLOGY   | STREAM B: GLOBAL TRENDS AND MARKETS  | STREAM C: REGIONAL INSIGHTS  |
|---|--|--|
| <p><b>Working with a Fintech</b></p> <p>We have all heard about the exciting potential of Fintechs from the latest Silicon Valley start-up offering a never-seen before solution to all your accounts receivable issues, to elaborate partnerships between major banks and the 'grown-ups' among Fintechs.</p> <p>In this session, we'll focus on a very specific angle to the world of Fintechs: what is it really like from a treasurer's perspective to work with a Fintech? More specifically, this session will look at treasurers' experience of working with a Fintech start-up directly, and working with a bank/Fintech collaboration.</p> | <p><b>The coming of green finance: why you can't ignore it any longer</b></p> <p>From a niche issue espoused from the fringes by eco-warriors, sustainability and green finance has reached the mainstream, including in the GCC, a region still dominated by oil, but with strong intentions – and activity – in the move towards a more sustainable economy. The recent issuance and success of the first green sukuk and the first green revolving credit facility in the Middle East show demand is present for more sustainable finance and assisting the transformation in the economy in the region. But why should you consider green finance? What are the potential challenges of doing so, including the need for extensive transparency? And in addition to financial benefits, there are the ethical benefits, so how does this affect your ESG policy?</p> | <p><b>Regulatory changes to watch out for</b></p> <p>Since the global financial crisis of 2008, regulation surrounding financial services has increased considerably and as well as direct regulation for corporates, bank-specific regulation will also affect the dealings a corporate will have with its bank. Along with other legislation affecting treasurers in the region, this session will cover the challenges of the recent anti-money laundering law in the UAE for treasurers; the impact of the liberalisation of foreign direct investment in the UAE; and the developing role of VAT in the GCC region.</p> |

14:30 – 15:20 Choose your preferred session from streams A, B or C:

| STREAM A: INNOVATION AND TECHNOLOGY  | STREAM B: GLOBAL TRENDS AND MARKETS  | STREAM C: REGIONAL INSIGHTS   |
|--|--|---|
| <p><b>Moving on: payments going digital</b></p> <p>The UAE is continually ranked as one of the most digital-friendly countries worldwide, and with a smartphone penetration of over 80% and the worldwide first Minister for Artificial Intelligence, it's easy to see why. And yet, archaic payments methods like cheques continue to make day-to-day treasury operations cumbersome. Somewhat less antiquated, but still a far cry from state-of-the-art digital payments technology, cash and other paper-based payments methods remain equally popular.</p> <p>Habits can be hard to break, but what exactly is it that keeps businesses in the region from modernising their treasury systems and moving on to more advanced payments technology? Is it a lack of suitable offerings in the market – or indeed an over-supply of the same? Is it the cost or trouble associated with rebuilding the company's payments infrastructure? And most importantly, what will help overcome these obstacles?</p> | <p><b>Interest rate benchmarks reform: how best to prepare for the discontinuation of IBOR</b> </p> <ul style="list-style-type: none"> <li>• Background – What is expected to change, why and by when?</li> <li>• Looking ahead – What do future benchmark interest rates look like?</li> <li>• Impact – What are the key considerations for a treasurer with IBOR linked contracts maturing beyond 2021?</li> </ul> | <p><b>Regional stability but wider volatility – the challenge of FX in the Middle East</b></p> <p>The pegging of the GCC currencies to the US dollar has led to significant monetary stability over the decades, but questions have been raised in recent times as to the continued benefits of this, particularly as the economies of the GCC and the US fall out of sync, harming the competitiveness of the GCC. One of the key aspects that will be covered in this session will be the volatility in neighbouring currencies, such as the Turkish lira, and the impact of this on the GCC countries. And the question for treasurers is how do you best mitigate these substantial risks? And is hedging the only answer?</p> <p>Moderator:<br/><b>Gary Slawther</b>, Treasury Director Finance Department, Arabtech Holding</p> |

15:20 – 15:50 Afternoon refreshments | meet the exhibitors

# CONFERENCE DAY 1 TUESDAY 1 OCTOBER 2019

15:20 - 15:50 Afternoon refreshments | meet the exhibitors

15:50 - 16:40 Choose your preferred session from streams A, B or C:

## STREAM A: INNOVATION AND TECHNOLOGY

### INNOVATION



## STREAM B: GLOBAL TRENDS AND MARKETS

### The GCC, the wider Middle East and beyond: tapping into Africa, Iran and Turkey

The world is interconnected, and no region sits alone, so while close cooperation between the GCC countries exists, interactions between the GCC and the wider region are significant. The GCC is the link between Africa and China both geographically and economically. It is the bridge that assists the Belt and Road Initiative. But despite this, the GCC holds the middle ground, reaching into Africa as well as the wider countries of the Middle East. What are the challenges for companies operating in the wider Middle East and beyond, and what does it mean for treasurers? And what about the impact of the other great power in the region, Iran? What impact are sanctions having on GCC corporates? This session will cover the key challenges faced by treasurers in the wider region from Iran and Turkey, to China and Africa, the regional geopolitical and economic issues will be discussed here.

## STREAM C: REGIONAL INSIGHTS

### Working capital management: an ongoing challenge

Working capital management is a key challenge for the Middle East with performance declining across all sizes of companies over the past number of years. But at a time of falling dividend payouts and falling capex spend, better working capital management has a role to play in helping to improve these. In this session we will be looking at the role of optimising working capital management in funding operations, dividend payouts and capex spend, particularly at a time of interest rate increases by the US Federal Reserve, highlighting the role that treasurers can play to improve a corporate's working capital management.

16:40 - 18:00 Networking reception



The ACT Middle East Treasury Summit has developed into one of the premier networking events in the Middle East region. It is a regular fixture in our organisation's calendar and not one to miss.

**James Adams** FCT, Group Treasurer,  
Chalhoub Group



# CONFERENCE DAY 2 WEDNESDAY 2 OCTOBER 2019

08:30 - 09:30 Conference registration | tea & coffee

08:30 - 09:20 Leadership breakfast: C-suite strategy session

09:30 - 10:15 **INTERACTIVE SESSIONS** Choose between interactive sessions 1, 2 or 3:

Tailor the conference experience to your requirements and choose from a range of different breakout sessions. From hands-on workshops to panel discussions and strategy round tables, these interactive sessions will encourage delegates to discuss more specific issues and engage with experts and peers in a variety of formats.

| INTERACTIVE SESSION 1   | INTERACTIVE SESSION 2                | INTERACTIVE SESSION 3 |
|---|--------------------------------------|-----------------------|
|  | Career workshop: Women in leadership | CRISIS WORKSHOP       |

10:25 - 11:10 **INTERACTIVE SESSIONS** Choose between interactive sessions 4, 5 or 6:

| INTERACTIVE SESSION 4   | INTERACTIVE SESSION 5               | INTERACTIVE SESSION 6 |
|---|-------------------------------------|-----------------------|
|  | STRATEGY SESSION:<br>CEO ROUNDTABLE | PAYMENTS / SWIFT GPI  |

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RESOURCE

**Continual Professional Development (CPD)** can help you plan and manage your professional development to meet your career goals. Even if you're an experienced practitioner, CPD is relevant throughout your career as a way to add to your knowledge, support others and strengthen the profession as a whole. This conference, like many of the resources on offer through the ACT, provides a wealth of opportunity for your own CPD. And, if you're an ACT member, don't forget to log it on your record.

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

# CONFERENCE DAY 2 WEDNESDAY 2 OCTOBER 2019

11:10 – 11:40 Morning refreshments | meet the exhibitors

11:40 – 12:30 **Panel discussion: Mapping the future: where next for business in Saudi Arabia?**

With wide-ranging structural reforms being implemented under Vision 2030, and measures to create a digitally-transformed economy underway, Saudi Arabia moves towards a more diversified, less oil-dependent economy. And with the recent launch of the first real-time payments in the kingdom, the outlook for digital commerce and the fintech landscape are promising.

It's no doubt an exciting time for corporate treasurers operating in Saudi Arabia or considering expansion into the kingdom. In this session, treasury professionals active in the region will share their lessons learnt and debate predictions for the coming years.

12:30 – 13:30 Networking lunch in the exhibition hall

13:30 – 14:00 **Keynote address from co-lead sponsor**

Listen to an engaging keynote address providing thought leadership and valuable insights to the treasury community.

**Speaker to be confirmed**

14:00 – 15:00 **World-class treasury around the globe**

Join this session to hear from three leading corporate treasurers:

- Corporate treasury case study (Asia)
- Corporate treasury case study (Europe)
- Corporate treasury case study (The Americas)

**Speakers to be confirmed**

15:00 – 15:45 **The grand debate: Global perspectives**

We're closing this year's summit with a grand debate on the future of treasury. Creating that perfect blend of local intelligence from experts in the region and global perspectives from our international panellists, this session will provide attendees with a broad picture of what's happening in the treasury world.

**Speakers to be confirmed**

15:45 – 16:00 **Closing remarks**

**Peter Matza**, Speakers' Chair, ACT

16:00 Close of conference

“ Would love to come back and repeat! Enriching, insightful and educational ”  
**Hemnt M Mehta,**  
**Alghanim Industries**  
(Attendee at the 2018 Summit)



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The Treasurer

### ABOUT THE 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.

Find out more at [treasurers.org](http://treasurers.org)



CELEBRATING 40 YEARS  
OF ENGAGING TREASURERS

## ACT MIDDLE EAST TREASURY AWARDS

30 SEPTEMBER 2019  
Madinat Jumeirah, Dubai

Now in their fifth year, the **ACT Middle East Treasury Awards** celebrate the achievements of the corporate treasurer and recognise companies and individuals that have shown innovation and excellence in corporate treasury in the region.

Winning an award is a great way to strengthen both individual and corporate profiles, bringing peer and industry acknowledgement.

The deadline for nominations is **01 July 2019** and winners will be announced at the prestigious **ACT Middle East Annual Awards** event held at the **Madinat Jumeirah, Dubai** on **30 September 2019**.

The awards event provides the perfect opportunity to acknowledge your teams, partners, and clients in a great setting whilst enjoying a wonderful three course meal. Table bookings for this event will open in May.

More details can be found at:  
[treasurers.org/middleeastawards](http://treasurers.org/middleeastawards)

# REGISTER TODAY

[TREASURERS.ORG/MIDDLEEASTSUMMIT](https://treasurers.org/middleeastsummit)

| DELEGATE FEES  | EARLY BIRD PRICE | STANDARD PRICE |
|--|------------------|----------------|
| ACT members and students                               | \$845            | \$1,295.00     |
| Non-member from non-financial corporate organisation   | \$1,040          | \$1,595.00     |
| Non-member from bank or financial institution          | \$1,380          | \$2,125.00     |
| Non-member consultants and all other service providers | \$1,380          | \$2,125.00     |

**EARLY BIRD RATES  
END 26 AUGUST 2019**

## TERMS AND CONDITIONS

Fees include refreshments, lunch, conference materials.

Fees DO NOT include accommodation or travel.

For full booking terms and conditions, please visit [treasurers.org/termsandconditions/events](https://treasurers.org/termsandconditions/events)

“

An excellent event overall, it's the first time I attended an event which was designed for treasury experts.

”

**Muhammad Tayyab Nawab,**  
National Express Group