ACT WORKING CAPITAL CONFERENCE

Wednesday 4 December 2019
etc.venues, Prospero House, London

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Official publication The Treasurer

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ACT WORKING CAPITAL CONFERENCE

Wednesday 4 December 2019, London 08:00-17:10

Working capital is the lifeblood of every company and managing it, the essence of the treasury function. Now in its fourth year, the ACT Working Capital Conference is a key meeting point for delegates and exhibitors to gather and discuss topical working capital issues that directly affect corporates and their supply chains.

As the only conference of this size dedicated exclusively to working capital management (WCM) in the UK, this compact yet comprehensive event is ideal for time-pressed treasury experts to get the latest updates on WCM and supply chain finance (SCF) in one place and day. Join us on 4 December in London to meet fellow working capital experts from across the UK and benchmark your organisation’s working capital performance against that of your peers.

WHO SHOULD ATTEND?

- Working capital experts looking to deepen their knowledge and exchange best practice with fellow practitioners
- Treasury professionals responsible for their financial supply chain who want to understand how to enhance working capital, increase liquidity and mitigate risks
- Procurement professionals working with treasurers

“THE CONFERENCE PROVIDED AN EXCELLENT CATALYST FOR MAKING A DIFFERENCE IN A CHANGING WORLD WHERE THE BOUNDARIES ARE BECOMING MUCH SMALLER AND MORE COMPLEX WITH EVER MORE DIGITAL DISRUPTION.”

Nitin Shah, Transport for London

PROGRAMME

08.00 Registration and networking breakfast

09.00 Welcome from the co-chairs

Naresh Aggarwal, Associate Director, Policy & Technical, ACT
Brian Shanahan, Director, Informita

09.15 Opening keynote: macro-developments and the economic outlook

09.45 The big headwinds for working capital management

Spotlight on the key risks and challenges faced by corporate treasurers and the implications for working capital management.

Rowen Austin, Director, NatWest Trade Finance
Naresh Aggarwal, Associate Director, Policy & Technical, ACT
Paul New, Global Director - Net Working Capital, Group Treasury, WPP
Kevin Pinnegar, European Group Treasurer, Honda Motor Europe
Facilitator: Brian Shanahan, Director, Informita

10.30 Refreshments
11.00 **Panel discussion: technology in working capital management – what has been impactful and game changing**

Technology, as an enabler or disruptor, is prospectively changing the landscape for treasurers. Panelists review the innovations and solutions that have the potential for widespread adoption and value-add in working capital management.

*James Hodgson*, Open Banking, *NatWest*
*Chris Southworth*, Secretary General, *International Chamber of Commerce UK*
*Richard Tynan*, Director, *TradeIX*

Facilitator: 
*Naresh Aggarwal*, Associate Director, Policy & Technical, *ACT*

11.45 **Best practice in supply chain management**

An illustration of how corporates can optimise their supply chain by transforming their internal processes and policies.

12.15 **Building an effective working capital risk management framework**

A case study of how a large corporate with a complex and distributed supply chain manages a range of risks across different aspects of working capital management.

12.45 **Networking Lunch**

13.45 **Trend watch: short presentations on innovative and transformational solutions**

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<th>Open banking</th>
<th>A Fintech firm working with SMEs to help improve their credit profile and gain access to better credit terms</th>
<th>Offering innovative payment solutions to consumers</th>
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<td><em>James Piper</em>, Lightbulb Credit</td>
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14.15 **Evolution of working capital through innovation**

A review of the changing shape of working capital management – the payments landscape, available solutions, strategic working capital and regulation.

*Andrey Vorobyev*, Head of Bank Development, *Euler Hermes*

Facilitator: 
*Mirka Skrzypczak*, Head of Working Capital & Trade, *NatWest*
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<th>Time</th>
<th>Session Title</th>
<th>Speaker(s)</th>
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| 15.00 | **Credit rating profiling: working capital financing**  
Provides a rating agencies’ perspective of corporate credit based on working capital management process.  
*Damien Chew*, Head of the EMEA Telecoms, Media and Technology Corporate Ratings, **Fitch Ratings** | |
| 15.45 | **Refreshments**                                  |                                                                            |
| 16.00 | **Global working capital trends**                 | *Senior Representative, Demica*                                           |
| 16.30 | **Late payments – who cares?**                    | *Philip King*, Chief Executive, **Chartered Institute of Credit Management** |
| 17.00 | **Closing remarks**                               | *Naresh Aggarwal*, Associate Director, Policy & Technical, **ACT**  
*Brian Shanahan*, Director, **Informita**                                           |
| 17.10 | **Drinks reception**                              |                                                                            |
NatWest and its predecessors have an established history of serving customers, with a heritage dating back to 1658. Today we continue to provide a wide range of services to personal, commercial and large corporate and institutional customers based in the UK.

We recognise that Trade & Working Capital management is the lifeblood of businesses of all sizes from SMEs to the largest blue-chip corporates. By offering solutions to their financial challenges, we aim to help customers trade internationally, mitigate risk, finance the working capital cycle, and to manage liquidity effectively.

From the simplest overdraft to more structured financing techniques, we have one of the broadest product sets in the market.

Our cash management and trade finance solutions provide businesses with tools to more efficiently manage working capital and do business across borders.

Our ethos of ‘We are what we do’ describes our commitment to doing the best for our customers. Through our open, fair and transparent approach, and our investment in innovative technologies, we aim to be the obvious choice for businesses in the UK and those doing business here.