



CELEBRATING 40 YEARS
OF ENGAGING TREASURERS

ACT ANNUAL
CONFERENCE **2019**

EMBRACING DISRUPTION

DARE TO
THINK
DIFFERENTLY

21-22 May 2019

Manchester Central, UK

If you only attend one industry event
in 2019, make it count.

treasurers.org/annualconference

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ACT ANNUAL CONFERENCE 2019

EMBRACING DISRUPTION DARE TO THINK DIFFERENTLY

New challenges need new solutions. That's why this year we'll challenge our audience to think differently, take the leap and embrace disruption with an open mindset for innovation and change.

As the focal point of the corporate treasury calendar, the ACT Annual Conference brings together leaders in treasury and finance to provide you with the timely insights you need in today's fast-moving market.

Join us for the biggest treasury conference and exhibition in the UK, bringing together over 1,000 treasury peers, 100+ expert speakers and 80+ exhibitors.

All under one roof, over just two days.

WHO ATTENDS?

1,000+ senior treasury and finance professionals, representing 300+ companies, from 15+ countries, including:

- Group Treasurers of leading UK and international corporates
- CFOs and other senior corporate finance professionals
- Global financial and treasury service providers
- Future treasury leaders

WHY ATTEND?

- Understand the impact of global events on your business
- Expand your technical toolbox and areas of expertise
- Share lessons learned from leading treasury teams
- Enhance your professional network
- Find solutions at the largest UK exhibition for treasury service providers



2019 PROGRAMME HIGHLIGHTS

With a mix of keynotes, main tracks, treasury fringe sessions and corporate case studies, this year's programme covers all the key trends impacting treasurers in 2019.

- **10 TRACK SESSIONS**
Choose from our focused sessions covering a range of key topics for treasurers for 2019.
- **17 TREASURY FRINGE SESSIONS**
From hands-on workshops to panel discussions and technology showcases, broaden your conference experience and choose from 15 breakout sessions in a variety of new formats.
- **6 CASE STUDIES**
Presented by corporate treasurers who have optimised their own treasury function or processes, you can get practical advice on how to overcome treasury challenges in your own organisation.

JOIN THE CONVERSATION

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-  youtube.com/treasurersorg
-  blogs.treasurers.org

08:00

Registration and breakfast in the exhibition hall

09:30

WELCOME FROM THE ACT

The ACT's Speakers' Chair and Chief Executive welcome attendees to this year's Annual Conference.

SPEAKERS

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

Caroline Stockmann, Chief Executive, **ACT**

09:45

OPENING KEYNOTE ADDRESS

Hear a current affairs update from award-winning broadcaster Jon Snow, known for his fearless journalism and hard-hitting interviews.

Jon Snow

Broadcaster & Journalist



10:35

TREASURY 2025: PREDICTING THE FUTURE - THE GLOBAL ECONOMY IN 2025

All doom and gloom or continued economic boom? Will risks stemming from political, monetary, and trade uncertainty spell an end to the current economic expansion, and if so, when? What are the key disruptive forces at work in 2019 and what might emerge as the less obvious flashpoints impacting business in the UK and worldwide?

Bringing together a selection of economists with interests covering various regions across the world, this year's opening panel will discuss the state of the economy and share their forecasts on local and global economic patterns.

SPEAKERS

Mark Gregory, Chief Economist UK, **EY**

George Magnus, Research Associate, **University of Oxford China Centre and SOAS**

Dr Elizabeth Stephens, Founder & Managing Director, **Trendline Analytics**

Claus Vistesén, Chief Eurozone Economist, **Pantheon Macroeconomics**

Moderator: Jonty Bloom, **Business Correspondent**

11:25

Morning refreshments in the exhibition hall



The ACT Annual Conference is the perfect platform to build your CPD record whilst gaining practical support, focused knowledge and real insight into the treasury challenges for 2019.

treasurers.org/cpd

12:10

CHOOSE FROM TRACK SESSIONS A, B, C

A | MANAGING FX RISK AFTER BREXIT Deutsche Bank 

Among the various Brexit implications for businesses, the impact of volatile FX rates is particularly significant and has dominated markets for more than two years. With speculation slowly turning into reality, are treasurers ready to rise to the challenge of complex FX risk management requirements and the potential currency implications of Brexit uncertainty?

- Anticipating hedging positions and funding arrangements
- Using technology and data insights to improve transparency and visibility of FX exposure, and conduct trades
- Beyond hedging for price certainty: can taking a more active approach to FX risk management to secure better exchange rates outperform systematic hedging?

OR

SPEAKERS

Lisa Dukes, Head of Treasury, FX Operations, **Drax Group**
Jay Hoffman, Global Foreign Exchange, **Deutsche Bank**
Stefan Karenfort, General Manager, Finance & Controlling, **Yusen Logistics**
Xavier Szebrat, UK Sales & eFX Europe, **Deutsche Bank**
Moderator: Naresh Aggarwal, Associate Director, Policy & Technical, **ACT**

B | PUSHING THE BOUNDARIES OF VIRTUAL BANKING 

More and more we see the terms virtual banking, and virtual technology being used to describe how technology is transforming banking. From the power of AI, and big data to virtual accounts the impact and rapid advancement in technology is exciting. But what does the term 'virtual banking' actually mean for corporates? Why is it that we are

moving in this direction and what are the pain points for corporates that these innovations are solving? This session looks to unpack this seemingly complex topic and seeks to clarify what virtual banking is, and more importantly how it will help corporates in managing financial operations.

OR

SPEAKERS

Martin Runow, Managing Director - Global Head - Digital Banking, **Barclays**
Moderator: Peter Matza, Speakers' Chair, **ACT**

C | MORE DEBT, NEW RULES? FitchRatings

Corporate debt is frequently talked about as the next flashpoint for the credit markets. But how much is really different today? What elements of debt are CRAs treating differently? How much flexibility do companies still have? An interactive session.

- How will IFRS 16 affect ratings?
- Is there more downward migration risk to today's ratings?
- What's the patience level for CRAs on M&A and has it changed?
- What are the largest non-traditional risks entering ratings?

SPEAKER

Richard Hunter, Global Head of Corporate Ratings, **Fitch Ratings**

13:00

Lunch in the exhibition hall

14:30

CHOOSE FROM TRACK SESSIONS D, E, F

D | IS TREASURY TECHNOLOGY MORE COMPLICATED THAN IT OUGHT TO BE?



If you think the treasury and finance technology landscape is complex, and you're feeling out of depth, maybe you're looking at it all the wrong way. Host-to-host, API and SWIFT connectivity, multi-bank visibility and UK & international payments routing needn't be too difficult, or expensive. With new technology and regulatory changes redefining the payments and cash management space, join this session as we take away the complexity around transforming the way corporate treasurers do business.

SPEAKERS

- Royston Da Costa**, Assistant Group Treasurer, **Ferguson**
- Dimos Dimitriadis**, Founder, **Treasury Technology Associates**
- Danny Doyle**, Product Manager, Payments, **AccessPay**
- Karen Fagan**, Head of Treasury Operations, **ITV**
- James Higgins**, Product Director, **AccessPay**
- Anish Kapoor**, CEO, **AccessPay**
- Winston Pearson**, Product Manager, **AccessPay**

Moderator: Simeon Parker, Managing Director, **SP Consulting**

WHAT TO EXPECT:

- **Case study: Grass is greener on the fintech side**
- Treasury and finance transformation explained
- **Panel Discussion:**
- Integration, visibility and automation made easy
- Extracting and accelerating value from treasury technology

ATTEND THE SESSION TO LEARN HOW TO:

- Make treasury tech simple - and keep it simple
- Accelerate treasury and finance transformation
- Reduce friction and improve risk and control
- Generate returns and reduce costs

OR

E | SURVIVAL OF THE FASTEST: TREASURY IN THE DIGITAL AGE



The need for speed continually pushes treasury functions to become more digitised, data-driven and automated. Opening up dramatically different ways of tackling routine treasury tasks, the potential benefits are exponential. Against this backdrop of a fast-changing treasury environment, and in light of upcoming regulatory changes in the next 12 months within the UK and Europe, how can treasurers:

SPEAKERS

- Raj Basra**, Head of Innovations - Europe, **HSBC**
 - Huw Davies**, Commercial API Director, **Open Banking**
 - Stefano Paoletti**, VP of Sales, **Token UK**
- Moderator:** Peter Matza, Speakers' Chair, **ACT**

- Make it from blueprint to reality and overcome hurdles when implementing innovation
- Qualify what the pace of change will be and what triggers will cause change to happen
- Define future roles between corporates, banks, and industry bodies?

OR

F | SUSTAINABLE FINANCE: IS ESG THE NEW CSR?



Green bonds dominate the headlines, but the sustainability agenda is much broader with the development of a broader suite of green products to support transition to a lower carbon economy and meet growing demands of the end consumer and regulators. What does this spike in interest mean for corporate treasurers

SPEAKERS

- Ines Faden Da Silva**, Treasurer, **Tideway London**
 - Chris Loring**, Managing Director, Lending Products, Client Asset Management, **Lloyds Bank**
 - David Morgan**, Senior Treasury Manager, **Thames Water**
- Moderator:** Sarah Boyce, Associate Director, Policy & Technical, **ACT**

and how are corporates positioning themselves to ensure they are ready for a more sustainable future?

This session will provide an update on the latest trends in this space and an opportunity for a more in-depth look at the topic.

15:20

Afternoon refreshments in the exhibition hall

DAY 1 | TUESDAY 21 MAY

15:50

TREASURY FRINGE

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

* Detailed session descriptions are available in a separate Treasury Fringe overview on the event page: treasurers.org/annualconference/programme

15:50

TREASURY FRINGE: CHOOSE FROM 1 - 7

01 | TECH TALKS



Cashforce

instmatch global

MITIGRAM
FOR TRADE FINANCE

02 |  Bottomline

04 |  Amundi
ASSET MANAGEMENT

06 |  Harbour
Solutions
Group

03 |  TIPCO
Treasury
& Technology GmbH

05 |  S&P Global

07 |  HSBC

16:35

Travel time

16:45

TREASURY FRINGE: CHOOSE FROM 8 - 13

08 |  Deutsche Bank

10 |  FitchRatings

12 |  LLOYDS BANK

09 |  nsknox

11 |  MUFG

13 |  BELLIN

17:30

Networking drinks reception in the exhibition hall

18:30

ACT 40TH ANNIVERSARY DINNER
Held within the conference venue

We are inviting all delegates to a very special evening. Continue your conversations from the day and network with fellow delegates over a fabulous three-course meal and unmissable entertainment.

This is a Social Highlight not to be missed!

CELEBRATING
40 YEARS
OF ENGAGING
TREASURERS



DAY 2 | WEDNESDAY 22 MAY

08:00

Registration and breakfast in the exhibition hall

09:00

Chair's opening remarks and interactive voting

09:20

WORKING TOGETHER TO MAKE MARKETS FAIRER AND MORE EFFECTIVE

The Bank of England promotes the good of the people of the United Kingdom by maintaining monetary and financial stability. As part of this the Bank is intimately involved – as participant and policymaker – in markets that corporate treasurers use on a daily basis. The Bank works with the ACT to understand its members views and has done so since the ACT's launch 40 years ago. And, more recently, the Bank has led initiatives to make markets fairer and more effective. This session will talk about that work, including the role of market codes and the transition away from LIBOR.

SPEAKERS

Rhys Phillips, Head of Sterling Markets, **Bank of England**

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

10:05

Travel time

10:15

CHOOSE FROM TRACK SESSIONS **G** AND **H** OR TREASURY FRINGE SESSIONS **14** AND **15**

G | IMPACTS OF EXTENDED AND LATE PAYMENTS ON YOUR SUPPLY CHAIN



A widely criticised yet very common tactic to increase the amount of working capital in hand involves delaying payments to suppliers, be it through extending contractual terms or simply paying late. Not only does this negatively affect (smaller) suppliers but it potentially puts the entire supply chain at risk. This session will take a closer look at:

SPEAKERS

Rob Tuckwell, Director of Partnerships & B2B, **Barclaycard**

Paul Uppal, Small Business Commissioner

Carl Sharman, Director, **Deloitte**

- Challenges preventing corporates from offering better payment terms to supplier
- The less obvious impact on smaller suppliers (e.g. buyers negotiating prompt payment discounts while extending existing payment terms)
- The (non-) financial advantages of better payment terms for those offering them
- Strategies and solutions available to corporates trying to improve their payment terms on both buyer and supplier side

OR

H | FAREWELL TO BUSINESS AS USUAL FOR TREASURERS



This year's Business of Treasury report is issued against a backdrop of uncertain financial markets and under the shadow of a US-China trade war. In the UK and the rest of Europe, Brexit looms large. Around the world many industries face the prospect of disruption, including wide-scale automation.

SPEAKERS

David Coulson, Business Development Manager, **ACT**

Gogo Ko, President, **IACCT**

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

- While many people see such changes as random and negative, treasurers have grown adept at understanding them.
- Join this session to debate the changing role of the treasurer and get the latest insights from this year's The Business of Treasury survey.

OR

TREASURY FRINGE: 14 AND 15

14 |



Part of BNY MELLON

15 |



11:05

Refreshments in the exhibition hall

11:35

CHOOSE FROM TRACK SESSIONS J AND K OR TREASURY FRINGE SESSIONS 16 AND 17

J | OPEN BANKING AND APIS



Some see a world of opportunity, others a universe of risks. And many still don't quite know what it all means. Will 2019 be the year for API connectivity in treasury? With regulatory initiatives such as PSD2 and Open Banking opening up the payments market further to new technologies and innovation, treasurers have the opportunity to move from a world of batch processing towards a real-time environment.

- What treasurers need to know about bank APIs
- Concrete benefits for treasurers: breadth of offerings and reduced friction in payment and reporting systems
- Reality check

OR

SPEAKERS

- Dan Globerson**, Head of Open Banking, **NatWest**
- Imran Gulamhuseinwala**, Trustee, Open Banking Entity, **OpenBanking**
- Adrian Smyth**, Head of Innovation & Strategic Initiatives, **NatWest**
- Moderator: Jonathan Williams**, Principal Consultant & Director, **Mk2 Consulting**

K | WHEN THE CYCLE TURNS: CREDIT AND FUNDING IMPLICATIONS FOR UK BUSINESSES



During the next credit crunch, what are the risks and how could credit and funding conditions change? What are the downgrade risks from investment grade to speculative grade? How could treasurers prepare for the changing environment?

- UK credit conditions and key risks
- Nordic perspective on UK corporate businesses
- Broadening investor base to reduce refinancing risks
- A closer look at BBB downgrade risks and funding conditions
- View from the inside: how treasurers are preparing for potential credit market disruption?

OR

SPEAKERS

- Alex Herbert**, Senior Director, Corporate Ratings, London, **S&P Global**
- Katherine Horrell**, **Professional Treasurer**
- Gregg Lemos-Stein**, MD, Head of Analytics & Research, Corporate Ratings, **S&P Global**
- Micael Ljunggren**, Head of Loan Origination, **SEB**
- Moderator: Peter Matza**, Speakers' Chair, **ACT**

TREASURY FRINGE: 16 AND 17



12:25

Lunch in the exhibition hall



13:30

CORPORATE CASE STUDIES

Hear practical case studies from corporate treasurers who have successfully reshaped their treasury function, overcome technological challenges, or otherwise improved the efficiency of their departments. These 45-minute sessions - from treasurers for treasurers - let you engage with your peers, ask the questions that matter to you and benefit from lessons learnt from companies similar to yours.

*Please note that places in breakout sessions are limited and offered on a first-come, first-served basis. We advise delegates to take their seats 10 minutes before session start to avoid disappointment.

13:30

CHOOSE FROM CASE STUDIES 1-3

01 | I'M LEAVING YOU FOR SONIA

Breaking up is never easy but Associated British Ports (ABP) took the decision in September 2018 to no longer enter in to new LIBOR linked instruments and fully embrace SONIA, the recommended risk-free rate for sterling markets. But with £4 billion of LIBOR linked instruments with maturities beyond 2021, ABP has a messy long-term relationship to untangle before moving on. ABP will share details of their year long preparations before making this commitment, their experience transitioning existing derivatives over to SONIA and the challenges still to come in the bond and loan markets.

SPEAKER

Shaun Kennedy, Group Treasurer, **Associated British Ports (ABP)**

02 | IMPLEMENTING A HOST TO HOST PAYMENTS PROCESS - LESSONS LEARNT

Pete talks through a recent project within Air Liquide UK to implement a Host to Host payments process along with a consideration of how to review the process landscape within your own sphere of influence. Pete is not from an IT background and is the first to make clear that this presentation will not centre around the technical IT or Banking points of the Host to Host process, but much more focus on how the project was initiated and where influences / networking led to a positive outcome.

SPEAKER

Pete Makepeace, UK Treasurer, **Air Liquide**

03 | EFFICIENT CASH REPATRIATION IN A GLOBAL ORGANISATION

Repatriating cash from subsidiaries abroad can be a constant challenge for multinational groups. Ideal liquidity solutions, such as automated cash-sweeping, are prohibited in many countries due to local currency controls, and failure to navigate and comply with those controls can lead to avoidable delay and cost in repatriating cash, even creating trapped cash. This session looks at how BT Global Services is tackling the challenge of efficient cash repatriation. The session will cover the common ways of moving cash into and out of subsidiaries, the common types of currency control restrictions that can hinder those flows, how compliance obligations can be captured, mitigated and tracked through processes and governance, and some of the options available when legacy compliance issues restrict the repatriation of cash balances.

SPEAKER

Matt Wedgewood, Treasurer Global Services, **BT Group**

14:15

Travel time

14:25

CHOOSE FROM CASE STUDIES 4-6

04 | FUNDING SUBSIDIARIES – HEY FRANCO & MERTON, I HAVE A PROBLEM

In the 1950s, Franco and Merton (better known as Modigliani & Miller) famously won a Nobel Prize by coming up with a well-known theory that in an “efficient market”, capital structure is irrelevant to the value of the firm. Unfortunately, capital markets seem to have failed the pair on the “efficiency” front so then came the concept of optimal leverage. But when it comes to funding subsidiaries, the decision-making process doesn’t just end there! Should one use the external or internal capital market? What type of instruments? How should subsidiary debt be priced? In this case study, hear how Vodafone Treasury approach these questions and how they work seamlessly with their colleagues in Tax to input into and support the decision making process on Vodafone Group’s portfolio of internal intra-group loans.

SPEAKER

Jiameng Yu, Assistant Treasurer, **Vodafone**

OR

05 | THE POWER OF THE MATRIX

In this session, hear how Liberty Global and holding company Virgin Media have applied a matrix model to structure treasury activities between different entities, resulting in a clear responsibility matrix for central and local treasury functions.

SPEAKER

James Marshall, Head of Treasury, **Virgin Media**

OR

06 | DIGITISING FINANCE: THE CHANGING FACE OF FINANCE AND HOW IT IMPACTS TREASURY

Finance departments are undergoing a period of significant change with many consolidating ERP solutions and moving from having local teams of generalists to remote teams of specialists. Treasury departments have typically been early adopters of this trend, with small central teams working with a single treasury management system, but how does life change for treasury teams as finance changes? This session uses case studies and a question and answer session to consider the changing dynamic between treasury and the rest of finance and how e-commerce and emerging technologies are likely to change it further.

SPEAKER

James Kelly, Group Treasurer, **Pearson**

15:10

Travel time

15:15

Afternoon keynote: The neuroscience of thinking differently
Susan, Baroness Greenfield of Ot Moor

15:45

Closing remarks

15:50

CLOSE OF CONFERENCE

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- ✓ Find out more about exhibitors, sponsors and speakers
- ✓ See the attendee list (contact details will not be published)
- ✓ View the conference Twitter feed and get involved
- ✓ Participate in the voting sessions - only on the app!
- ✓ **NEW FOR 2019** - take part in the ACT Treasury Hunt on the app - prizes up for grabs.

More details will be available at treasurers.org/annualconference/app

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JOIN US AT THE ACT HUB (STAND 46)

The ACT Hub is your central point of contact with the ACT team – there to answer your ACT-related questions and help you get the most out of your conference experience. We'll also keep your phones and sugar levels topped up at our mobile charging station and ACT sweetshop.

And if you have any questions about ACT qualifications, how our learning programmes can help your team, or what career support we can offer, the team will be on hand to help.

Find out more at treasurers.org

THE LARGEST TREASURY AND FINANCE EXHIBITION IN THE UK

With over 80 exhibitors and sponsors at the 2018 event, the ACT Annual Conference is the key treasury product and service exhibition in the UK - providing you with an unrivalled chance to engage and network with hundreds of treasury professionals.

STATS FROM OUR 2018 CONFERENCE

1037



Total number of attendees
from 471 companies

83



Sponsors and exhibitors

9/10 Delegates would recommend the event

Seniority of corporate audience

Strategic/ leader	47%
Managerial	30%
Operational	16%
Board level	6%
Tactical	1%



GET IN TOUCH

We can offer bespoke solutions depending on your objectives and budget.

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ACT

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.

Find out more at treasurers.org



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REGISTER ONLINE



treasurers.org/annualconference

PRICES:

STANDARD RATES
(from 1 April 2019)

**ACT members
(incl. student members
and affiliate members)**

£1,045

**Non-members from
non-financial corporates**

£1,345

**Non-members from banks,
FIs, consultancies and other
business service providers**

£2,620

TERMS & CONDITIONS

Fees exclude VAT. Fees include refreshments, lunch, conference materials and attendance at the ACT 40th Anniversary Dinner on Tuesday 21st May.

We have secured special rates for delegates at many hotels in Manchester, view hotel options and book accommodation at:

treasurers.org/annualconference/accommodation

DAY RATES AND GROUP DISCOUNTS ARE AVAILABLE

If you can't attend the entire conference, one day rates are available. Attending as part of a group? Make the most of our group discounts.

Full details about all pricing options can be found at:
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VENUE:

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