

ACT

LEADING TREASURY
PROFESSIONALS

ACT WORKING CAPITAL CONFERENCE

29 November 2017 | London

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Official publication

The Treasurer

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PROGRAMME

- 08.00 **Registration and networking breakfast**
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- 09.00 **Opening keynote: The economy and working capital impact**
- rising interest rates: higher borrowing costs, changing supply chain cost structure and greater risk
 - Brexit: what will it mean for your working capital
- Yael Selfin**, Chief Economist, **KPMG**
-
- 09.30 **Opening remarks and interactive voting**
- Michelle Price**, Associate Policy & Technical Director, **ACT**
Brian Shanahan, Director, **Informita**
-
- 09.45 **Panel debate: Putting working capital management centre stage**
- have companies finally started paying more attention to their WCM?
 - creating a working capital culture: fight working capital complacency
 - how to deal with resistance to working capital change
- Panellists:**
Andrew Griffiths, Assistant Treasurer, **Anglian Water**
Paul New, Global New Working Capital Champion - Group Treasury, **WPP**
- Moderated by:**
Brian Shanahan, Director, **Informita**
-
- 10.30 **Refreshments and networking**
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- 11.00 **Rethinking supply chain finance**
-
- 11.30 **Choose from 2 sessions:**

Strategy talk	Essential knowledge and skills
<p>Expert insight: using credit solutions to free up cash</p> <p>How can the insurance and associated markets be used to improve your working capital cycle?</p> <ul style="list-style-type: none"> • converting trade receivables into cash • trade payables: SCF and reverse credit • unlocking working capital from bank guarantees and LOCs <p>Steve Taylor, EMEA Head of Structured & Capital Products, Aon Barrie Watson, UK Head of Structured & Capital Products, Aon</p>	<p>WCM for non-working capital experts</p> <p>This session gives delegates a clearer insight into what WCM entails - managing inventories, accounts receivable and payable as well as cash and the interplay of these key areas:</p> <ul style="list-style-type: none"> • pain points and pitfalls of the four key areas of the cash conversion cycle • practical tips to effective WCM • key considerations when implementing a WCM process for the first time <p>Honey Ajuwon, Invoice Based Finance & Asset Lending, NatWest Balint Elek, Supply Chain Finance NatWest</p>

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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.

treasurers.org

OFFICIAL PUBLICATION

The Treasurer

Essential reading for international treasurers, The Treasurer provides valuable insight, clear-thinking analysis and focus on the latest developments 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 from a European perspective.

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12.15 **Cash flow forecasting**
Chris Peek, Treasury Manager, Trinity College
Brian Shanahan, Director, Informita

12.45 **Networking lunch**

13.45 **Best-in-class case study: Our journey - creating a world class O2C function with people and robotics**

Aggregate Industries' Credit Services team are not only an accredited Centre of Excellence but has also recently won an award for their Robotic Process Automation (RPA) project. Learn best practices and understand how RPA can be applied to WCM in practice.

Phil Rice, Head of Credit, Aggregate Industries Europe

14.15 **Choose from 2 sessions:**

Strategy talk	Essential knowledge and skills
<p>Expert insight: Working capital improvement in the age of machine intelligence</p> <p>Hear real use-cases of companies that have embedded Big Data analytics into operations to unlock significant cash and enable the transformation of classic working capital projects into continuous improvement journeys.</p> <p>Juan-Carlos Mani, Vice President Field Operations, Trufa</p>	<p>Workshop: Credit risk - default versus late payment</p> <p>Despite robust credit risk processes, many companies still have considerable values of overdue receivables. Who are the late payers and can a pattern of late payment serve as a guide to a possible later default?</p> <p>Brian Shanahan, Founder, Informita</p>

15.00 **Refreshments and networking**

15.30 **The digital evolution of working capital**

Debate the current working capital landscape and the innovations and technologies shaping its future

- de-mystification of distributed ledger
- practical applications
- R3 Consortium - importance of industry partnership and collaboration

Panellists:

Richard Crook, Head of Emerging Technology, NatWest

Jim Bidwell, Member of the R3 Consortium and Head of Trade Services Product Management, NatWest

Sophie Holm, Project Lead, R3 Consortium

Mirka Skrzypczak, Member of the R3 Consortium and Head of Open Account Product Suite, NatWest

Chris Southworth, Secretary General, International Chamber of Commerce UK

Moderated by:

Michelle Price, Associate Policy & Technical Director, ACT

16.15 **Open forum: Benchmarking your working capital performance**

Michelle Price, Associate Director Policy & Technical, ACT

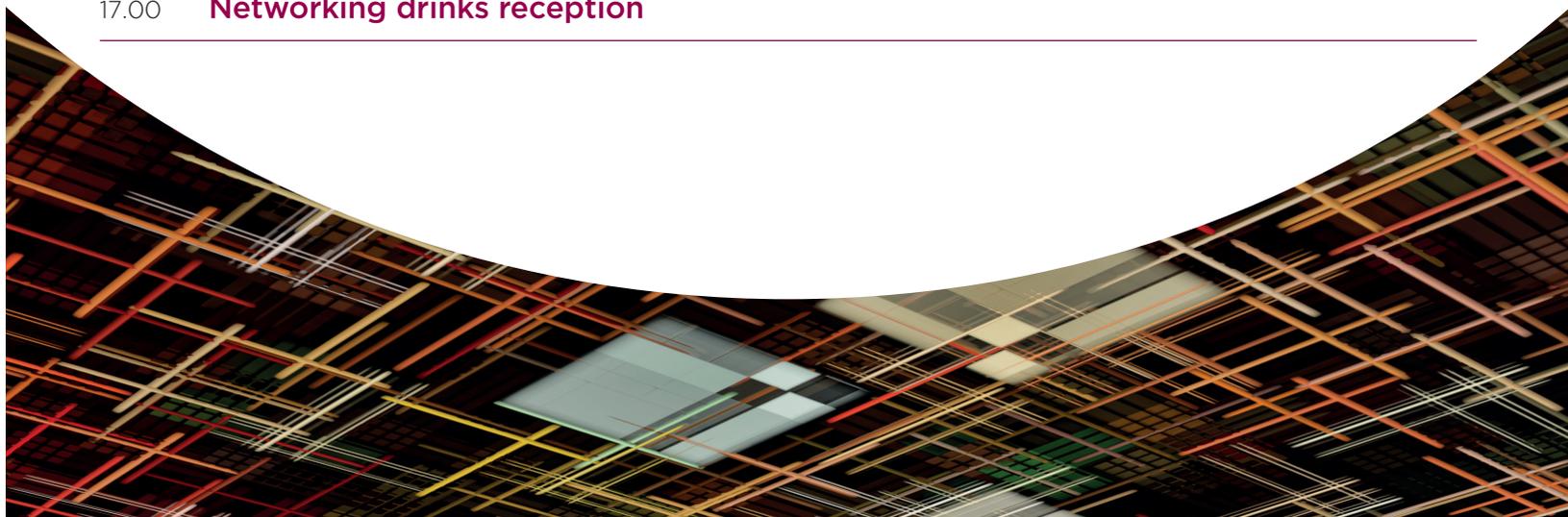
Brian Shanahan, Director, Informita

16.45 **Chairs' closing remarks, interactive voting and close of conference**

Michelle Price, Associate Director Policy & Technical, ACT

Brian Shanahan, Director, Informita

17.00 **Networking drinks reception**



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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.

natwest.com/business

EXHIBITOR



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GETTING THERE

Hilton Tower Bridge,
London, SE1 2BY



UPCOMING ACT EVENTS AND CONFERENCE 2018

ACT Diversity and Inclusion Calendar: Engaging LGBTQ+ Allies

23 January | London

The Treasurer's Deals of the Year Awards

1 February | London

ACT East Africa Treasury Forum

7 February | Nairobi

ACT Cash Management Conference

14-15 March | London

ACT Annual Conference

15-16 May | Liverpool

ACT Europe Conference

27 June | Düsseldorf

treasurers.org/events

treasurers.org/webinars

"THIS CONFERENCE BUILT WELL ON LAST YEAR'S EVENT, THE WIDER PARTICIPATION FROM THE ATTENDEES IN THE SESSION LENT ITSELF WELL TO HELP UNDERSTAND HOW YOUR PEERS IN INDUSTRY GO ABOUT THE PRO-ACTIVE MANAGEMENT OF WORKING CAPITAL."

James Marshall, Head of Treasury,
Virgin Media

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