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PROFESSIONALS

CHANGING DYNAMICS OF CORPORATE-BANK RELATIONSHIPS

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ACT BREAKFAST BRIEFING

Tuesday 18 November
30 Euston Square,
London

Sponsored by



Official publication

The Treasurer

08.00 **Registration and breakfast**

08.30 **Chair's opening remarks**
Colin Tyler, Chief Executive, **ACT**

08.35 **Stable markets, stable relationships?**

- how will the recent rate cut and stimulus improve moribund Eurozone economy?
- understanding a low interest rate environment and key drivers behind forecasts
- what currency shifts should corporates be looking out for and why?
- regulation – can it bolster markets and improve relationships?

Stuart Green, Economist, **Santander**

09.00 **Optimising your bank relationships**

- strategy for forging and nurturing relationships with core banks
- ancillary business – strategic and operational concerns
- analysing share of wallet – what are the key areas of assessment?
- scorecards – improving performance

Eileen Tindall, Group Treasurer, **Arqiva**

09.25 **Building bridges – the global challenge**

- can a multinational company maintain strong banking relationships?
- what are the options for banking in overseas markets?
- will SEPA mean fewer banking relationships in Europe?
- counterparty risk – what are the jurisdictional challenges?

Speaker to be announced

09.50 **Panel discussion**

- how is regulation affecting the cost of corporate banking?
- banks as lemmings – the challenge to stay innovative and achieve accurate returns
- analysing the key challenges faced by corporates
- personal vs practical – what is the tipping point for ending a relationship?

Chair:

Colin Tyler, Chief Executive, **ACT**

The panel:

Harry Bright, Head of Credit Markets UK, **Santander**

Eileen Tindall, Group Treasurer, **Arqiva**

Further panelists to be announced

10.35 **Chair's closing remarks**
End of breakfast briefing



BRIEFING 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.

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Essential reading for European treasurers, *The Treasurer* provides valuable insight, clear-thinking analysis and focus on the latest developments in financial management.

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The Treasurer



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HOW TO BOOK

Book your place online at treasurers.org/changingdynamics

The event is free to attend for all corporate treasury teams.

Please note that places are strictly limited and places will be allocated on a first-to-book basis. The ACT reserves the right to restrict the number of individuals registering from any one organisation to ensure a balanced audience.

Our terms and conditions of booking are available at treasurers.org/termsandconditions/events

ENQUIRIES

E: events@treasurers.org T: +44 (0)20 7847 2589

GETTING THERE

30 Euston Square, London NW1 2FB
30eustonsquare.co.uk



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ACT Middle East Annual Conference 2014

27-28 October, Dubai UAE

ACT Annual Dinner

12 November, London

ACT Midlands Conference

25 November, Birmingham

ACT Question Time

2 December, London

ACT Cash Management Conference 2015

11-12 February, London

ACT Annual Conference 2015

20-22 May, Manchester

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