



LEADING TREASURY PROFESSIONALS

CONNECTING MINDS

# ASIA TREASURY LEADERS' FORUM

## DRIVING GROWTH, MITIGATING RISK

FREE TO ATTEND FOR CORPORATE TREASURY TEAMS

27 September 2017  
HKCEC, Hong Kong

COUNT ME IN  
A CPD RICH RESOURCE



FOLLOW US @actupdate #acthk  
[treasurers.org/asia2017](http://treasurers.org/asia2017)

Established under Royal Charter

Workshop sponsors:



Also exhibiting:



Supporting partners



- 08.00 **Registration and refreshments**
- 
- 09.00 **Opening welcome from the chair**  
**Peter Matza**, Speakers' Chair, **ACT**
- 
- 09.15 **Setting the scene: Market outlook for 2018**  
 Hong Kong's financial landscape and key priorities for the coming year  
**Enoch Fung**, Head - Market Development, **HKMA**
- 
- 09.45 **Keynote address: Global forex outlook - zooming in into RMB and HKD**  
**Alicia Garcia-Herrero**, Adjunct Professor, **HKUST Business School** and Chief Economist - Asia Pacific, **Natixis**
- 
- 10.15 **Refreshment break**
- 
- 10.45 **Panel discussion: FinTech and technology**
- a look to the latest tools, technologies and trends to streamline treasury
  - real-world lessons learned: practical applications and implementation of technology that works (or doesn't!)
  - stumbling blocks: implementation across multiple geographies, currencies and business units
- Rajah Chaudhry**, Founder & CEO, **Paycelerate**  
**Tony Marrinan**, Head of Sales APAC, **OpenLink**  
 Additional panellists to be announced  
**Moderator:**  
**Veronique Lafon-Vinays**, Associate Professor of Business Education, Department of Finance, **HKUST**
- 
- 11.30 **Please choose from two concurrent case study tracks**

Track 1: Cash management	Track 2: Financing
<p><b>Improving transaction efficiency and avoiding trapped cash - the particular challenges for regional treasurers in Hong Kong</b></p> <p><b>Case study with:</b>  <b>Angus Lai</b>, Treasury Officer, <b>Avnet</b></p> <p><b>Discussion with:</b>  <b>Roland Hinterkoerner</b>, Founder &amp; Director, <b>Expertise Asia</b>  <b>Angus Lai</b>, Treasury Officer, <b>Avnet</b></p>	<p><b>Debt capital markets for Asian issuers - strategie, financing options and partnership opportunities available to treasurers in Asia</b></p> <p><b>Case study with:</b>  <b>Joseph Chang</b>, Director - Group Treasury, <b>AIA</b></p> <p><b>Panel discussion with:</b>  <b>Hobson Chan</b>, Treasurer <b>CNOOC &amp; Shell</b>  <b>Joseph Chang</b>, Director - Group Treasury, <b>AIA</b></p> <p><b>Moderator:</b>  <b>Peter Matza</b>, Speakers' Chair, <b>ACT</b></p>

- 12.30 **Networking lunch**



## 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](http://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.

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

 Follow us @actupdate #acthk

 Join the ACT's LinkedIn group of over 12,000 members at [treasurers.org/linkedin](http://treasurers.org/linkedin)



---

13.45 **Ask the experts: Playing by the rules – regulatory change and challenges**

- keeping up with and interpreting fast-changing government policy in Asia
- the knock-on effect of global regulatory change at the local market level?
- practical solutions to overcome and assess regulatory risk

**Peter Guy**, Co-founder & Editor, **Regulation Asia** and Financial Columnist, **South China Morning Post**  
**Henry Webb**, Asia Treasurer, **Morgan Stanley**

**Moderator:**

**Vincent Liu**, APAC Commercial Treasury Leader, **General Electric Company**

---

14.15 **Please choose from two concurrent workshops**

Workshop A	Workshop B
<p><b>Spotlight on regional treasury centres</b></p> <ul style="list-style-type: none"><li>• the benefits: economies of scale and improved control and visibility</li><li>• the key considerations: local tax, regulation and infrastructure</li><li>• the set-up: payment factory, in-house bank, shared service-centre, or ‘centre of excellence’?</li></ul> <p><b>Joanne Chin</b>, Head of Regional Treasury Centres, <b>Standard Chartered Bank</b></p> <p><b>Enoch Fung</b>, Head – Market Development, <b>HKMA</b></p> <p><b>Gogo Ko</b>, President, <b>IACCT</b></p> <p><b>Bernard Wee</b>, Executive Director &amp; Head – Financial Markets Development Department, <b>MAS</b></p> <p><b>Moderator:</b> <b>Richard Sykes</b>, Managing Director &amp; Head – Client Liabilities Management, <b>Standard Chartered Bank</b></p>	<p><b>Leveraging FinTech for FX and remittance</b></p> <ul style="list-style-type: none"><li>• key barriers and challenges that prevent corporates from implementing online FX platforms</li><li>• case study: lessons learnt from a corporate</li><li>• what can vendors do better?</li></ul> <p><b>Jacob Chee</b>, Regional Sales Director, <b>360T</b></p> <p><b>Tony Lam</b>, Group Treasurer, <b>TCC Group</b></p> <p><b>Moderator:</b> <b>Peter Matza</b>, Speakers’ Chair, <b>ACT</b></p>

---

15.00 **Refreshment break**

---

15.30 **Please choose from two concurrent workshops**

Workshop C	Workshop D
<p><b>Liberating Working Capital: #TradeFinance2.0</b></p> <ul style="list-style-type: none"><li>• developing holistic trade finance strategy that works for your entire supply chain</li><li>• achieving and sustaining financial returns from operations</li><li>• increasing margins without increasing costs or changing process</li></ul> <p><b>Chris Dark</b>, President International, <b>C2FO</b></p> <p><b>Matthew Frohling</b>, Asia Trade Sales &amp; Structured Trade Head, <b>Citibank</b></p>	<p><b>Investing in onshore RMB bonds</b></p> <ul style="list-style-type: none"><li>• China’s credit culture (or the lack of...)</li><li>• challenges of accurately pricing the risks for onshore RMB bonds</li><li>• internationalisation of RMB: impact on global investors</li></ul> <p><b>Warut Promboon</b>, Managing Partner, <b>Bondcritic</b></p> <p><b>Ricco Zhang</b>, Director – Asia Pacific, <b>International Capital Market Association (ICMA)</b></p>

---

16.15 **Mini break**

---

16.30 **The Business of Treasury**

**Brendan McGraw**, CFO, **CLSA**  
**Caroline Stockmann**, Chief Executive, **ACT**  
**Moderator:**  
**Peter Matza**, Speakers’ Chair, **ACT**

---

17.00 **Chair’s closing remarks and close of conference**

**Peter Matza**, Speakers’ Chair, **ACT**

---

17.15 **Networking drinks reception**

Wednesday 27 September  
08.00 – 17.30

## GETTING THERE

HKCEC, 1 Expo Drive, Wanchai, Hong Kong



## EXHIBITORS



“The ACT Asia Conference is among the most informative and practical treasury events that one can get in the region. The diversified agenda, quality sessions and well-represented participants have made this a wonderful experience.”

**FRANCIS HO**, CLP HOLDINGS

“The ACT Asia Conference was a fantastic conference as it presents a rich amount of discussion and presentation that best represents the diverse landscape of Asia. It is also a great place to network and collaborate with treasurers, regulators and bankers from Asia.”

**NICHOLAS SOON**, BAT

## UPCOMING ACT EVENTS AND CONFERENCES

**ACT Treasury Forum**  
8 November, London, UK

**ACT Middle East Annual Summit**  
21-22 November, Dubai, UAE

**ACT East Africa Treasury Forum**  
February 2018, Nairobi, Kenya

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

To discuss speaking opportunities, please contact:

**Sulamith Waldmeier**  
Live & Digital Content Producer –  
Global Events, ACT  
T: +44 (0) 207 847 2583  
E: [swaldmeier@treasurers.org](mailto:swaldmeier@treasurers.org)

To discuss sponsorship and exhibitor opportunities, please contact:

**Jen Poolman**  
Sponsor Relationship Manager, ACT  
T: +44 (0) 207 847 2545  
E: [jpoolman@treasurers.org](mailto:jpoolman@treasurers.org)

COUNT ME IN

A CPD RICH RESOURCE

**FOLLOW US** @actupdate #acthk  
[treasurers.org/asia2017](http://treasurers.org/asia2017)

Established under Royal Charter

# ASIA TREASURY LEADERS' FORUM

## DRIVING GROWTH, MITIGATING RISK

Wednesday 27 September 2017

HKCEC, 1 Expo Drive,  
Wanchai, Hong Kong

## BOOKING FORM

### DELEGATE DETAILS

Code B

\* = mandatory fields

\* Dr/Mr/Mrs/Miss/Ms: \_\_\_\_\_ \*Forename \_\_\_\_\_ \*Surname \_\_\_\_\_

\* Job title: \_\_\_\_\_

\* Company: \_\_\_\_\_

Address: \_\_\_\_\_

\* Email:† \_\_\_\_\_ Telephone: \_\_\_\_\_

If booking more than one delegate, please photocopy this form and complete the delegate details section for each delegate.

†All joining instructions will be emailed, please ensure you supply an appropriate email address.

### DELEGATE FEES

Standard rate  
(please tick)

ACT members and students (including affiliate members)	<input type="checkbox"/> FREE
Non-member from non-financial corporate organisation	<input type="checkbox"/> FREE
Non-member from bank or financial institution	<input type="checkbox"/> 7,400 HKD
Non-member consultants and all other business service providers	<input type="checkbox"/> 7,400 HKD

- Fees include refreshments, lunch and conference materials.

### PAYMENT OPTIONS

#### • To pay by BACS

Bank: NatWest Bank, ACT (Administration) Limited - HKD  
Sort code: 60-00-01  
Account number: 338/00/42136342  
IBAN: GB42NWBK60730142136342  
BIC: NWBKGB2L

#### • To pay by credit card

please book online at [treasurers.org/asia2017](http://treasurers.org/asia2017)

## 2 EASY WAYS TO REGISTER

1

ONLINE

[treasurers.org/asia2017](http://treasurers.org/asia2017)

2

EMAIL

[your form to events@treasurers.org](mailto:your form to events@treasurers.org)

ENQUIRIES: E: [EVENTS@TREASURERS.ORG](mailto:EVENTS@TREASURERS.ORG) T: +44 20 7847 2589

**Cancellation period:** Cancellation terms will apply once a completed booking form has been received (inclusive or exclusive of payment). All cancellations must be received in writing by 28 August 2017 for a full refund less 15% administration fee. Cancellations made less than 30 days before the conference start date will not be refunded but a nomination for a replacement delegate will be accepted. In the unlikely event of cancellation of the conference by the ACT whether by force majeure or otherwise, the ACT in its absolute discretion may offer delegates a credit to an alternative event. The ACT will not in any circumstances refund any travel or accommodation expenses.

**Data protection:** The information you provide will be safeguarded by the ACT. A delegate list will be produced for the event with details restricted to your name, job title and company. In registering for this event you agree to the ACT providing your name, job title and company to the venue for the purposes of facilitating the event and to the sponsors and fellow delegates for information purposes. The ACT will retain your details on its database in order for us to keep you informed of other relevant products and services. If you do not want to receive this information, please tick here

**By submitting this booking you undertake to have read and accepted the ACT's terms and conditions.**

For full terms and conditions, visit [www.treasurers.org/termsandconditions/events](http://www.treasurers.org/termsandconditions/events). The ACT reserves the right to make minor alterations to the content and timing of the programme or to the identity of the speakers. The views expressed by speakers at this event are their personal views or those of their employer and do not necessarily represent the views of the ACT.