

ACT

LEADING TREASURY
PROFESSIONALS

ACT WORKING CAPITAL CONFERENCE

Making capital work

Tuesday 15 September 2015
Grange St. Paul's, London

**FREE
FOR ACT
MEMBERS AND
CORPORATES**

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The Treasurer

PROGRAMME **Tuesday 15 September 2015**

08.15 **Registration and refreshments**

09.00 **Chair's opening remarks**

Colin Tyler, Chief Executive, **ACT**

09.10 **Keynote address: innovation and globalisation – the future for working capital management**

Rowan Austin, Head of Trade & Working Capital,
Royal Bank of Scotland

09.40 **Panel discussion and interactive voting: driving a sustainable approach to WCM to continuously meet the needs of the business**

- embedding a working capital culture within the organisation – engaging with stakeholders across departments
- embracing a holistic view of the supply chain – reflecting the needs of suppliers and buyers
- managing reputational risk – the responsibility of promoting ethical business practices
- eliminating the inefficiencies that hinder the coordination of payment terms
- keeping ahead of regulation and new accounting standards – visibility and foresight facilitate working capital optimisation

Facilitated by Colin Tyler, Chief Executive, **ACT**

Philip King, Chief Executive, **Chartered Institute of Credit Management**

Joanna Hawkes, Group Treasurer, **Marks and Spencer**

Gary Williams, Director, Deputy CFO & General Manager Treasury, **Mitsubishi Corporation International (Europe)**

10.40 **Refreshments**

11.10 **Corporate case study: treasury's role in managing working capital**

- understanding the importance of working capital for treasury
- optimising business processes – working with other stakeholders
- managing supplier relationships
- beyond the balance sheet – is it just about cash?

Eileen Tindall, Group Treasurer, **Arqiva**

11.40 **Corporate case study: commercialising working capital**

- looking past the time and cost of implementing an efficient system – a success story for achieving executive buy-in
- creating the hook that promotes the benefits to all stakeholders
- making cash availability the priority

Jane Pilcher, Group Treasurer, **Anглиan Water**

12.10 **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

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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PROGRAMME **Tuesday 15 September 2015**

13.20 **Workshop: engineering the perfect SCF model**

An interactive session providing treasurers with key guidance to achieving win-win-win trading relationships

Facilitated by Colin Tyler, Chief Executive, **ACT**

Andrew Burns, Director of Business Development, **C2FO**

Jason Bristow, Former VP Finance & Treasurer, **Amazon.com**

14.05 **Joint corporate case study: designing your working capital strategy**

A closer look at navigating the strategic options for managing and maintaining a good working capital cycle

James Marshall, Assistant Group Treasurer, **Virgin Media**

Steve Williamson, VP Finance – Cash Generation, **AstraZeneca**

14.50 **Refreshments**

15.20 **Corporate case study: ending late supplier payments**

- building a responsible payment culture by moving toward 30-day payment terms
- reinforcing internal processes and management to ensure the terms are adhered to
- permeating the right payment culture across the organisation

John Swift, Group Treasurer, **The Sage Group**

15.50 **Corporate case study: the working capital life of a retailer**

- efficient working capital is a must for any retailer so what are the keys to success?
- cash flow forecasting in uncertain times
- investing in technology – how is intuitiveness improving the customer experience and cash visibility?

Alan Drew, Group Treasurer, **John Lewis Partnership**

16.20 **Closing panel discussion: fast forward – broadening treasury's influence on WCM**

- summing up: reflecting on new technologies, trends, and challenges affecting WC and treasury
- lessons learned: driving the integration between treasury, finance and WC by adopting best practices
- bridging the gaps: developing skills to take a more strategic approach to WCM

Facilitated by Colin Tyler, Chief Executive, **ACT**

Alan Drew, Group Treasurer, **John Lewis Partnership**

Graeme Gilbert, Deputy Treasurer, **Marks and Spencer**

Philip King, Chief Executive, **Chartered Institute of Credit Management**

James Marshall, Assistant Group Treasurer, **Virgin Media**

16.50 **Close of conference and networking drinks reception**



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WORKSHOP SPONSOR



C2FO is the first working capital market in the world. C2FO's ability to create a seamless match between A/R and A/P has enabled efficiency in the riskless provisioning of working capital between suppliers and buyers. Suppliers can take control of their cash flow while buyers can increase EBITDA and gross margin and earn a better return on short-term cash while improving the financial health of their supply chains.

Buyers including Amazon.com, Costco Wholesale, Kellogg's and Walgreens define the amount of cash available for early payments and the desired rate of return. Suppliers can request early payment at a rate that is less than their alternative cost of borrowing. The utility-based pricing market lets cash flow freely between companies at the unique rate that works for both.

Since the first C2FO transaction in May 2010, the market has grown at a compound quarterly growth rate of 35% and has enabled collaborative wins between buyers and suppliers, delivering more than \$21 billion in working capital and over 132 million days of accelerated payment across the globe.

C2fo.com

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www.americanexpress.co.uk/corporate

UPCOMING ACT EVENTS AND CONFERENCES

ACT Asia Conference

2 September, Hong Kong

ACT Corporate Funding Conference

28 October, London

ACT Annual Dinner

11 November, London

ACT Middle East Annual Conference

23-24 November, Dubai

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Established under Royal Charter

ACT WORKING CAPITAL CONFERENCE

MAKING CAPITAL WORK

BOOKING FORM

Tuesday 15 September 2015
Grange St. Paul's, London

FREE TO ATTEND
FOR ACT MEMBERS AND
NON-FINANCIAL CORPORATES

DELEGATE DETAILS

Code A

* = mandatory fields

* Dr/Mr/Mrs/Miss/Ms:	*Forename	*Surname
* Company name:	*Job title:	
Address:		
* Email:†		

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.

Please select your area of work/field from the list below:

- | | | | |
|--|--|---|--|
| <input type="checkbox"/> Treasurer/deputy treasurer | <input type="checkbox"/> Financial director/controller | <input type="checkbox"/> Corporate banking | <input type="checkbox"/> Other business provider |
| <input type="checkbox"/> Treasury dealer | <input type="checkbox"/> Tax advisor/secretarial/audit | <input type="checkbox"/> Bank dealer/salesperson | <input type="checkbox"/> Other |
| <input type="checkbox"/> Treasury manager/analyst/accountant | <input type="checkbox"/> Other finance & accounting | <input type="checkbox"/> Corporate finance & advisory | |
| <input type="checkbox"/> Other treasury related | <input type="checkbox"/> Other corporate management | <input type="checkbox"/> Treasury consultant | |

BOOK BY FRIDAY 7 AUGUST 2015 FOR THE EARLY BIRD DISCOUNT

PRICING	Early bird (please tick)	Standard rate (please tick)
ACT members and students (including affiliate members)	<input type="checkbox"/> FREE TO ATTEND	
Non-members from non-financial corporates	<input type="checkbox"/> FREE TO ATTEND	
Non-members from banks, FIs, consultancies and other business service providers	<input type="checkbox"/> £800	<input type="checkbox"/> £1,000

*Fees include refreshments, lunch and conference materials.

PAYMENT OPTIONS

- Please invoice me/my company (payment is due within 21 days of invoice date, or before the conference date, whichever is soonest).
- I enclose a cheque for £ _____ made payable to ACT (Administration) Limited
- Please charge £ _____ to my Visa/Mastercard/Switch/Solo/American Express card:

Card number:

Expiry date: Issue no.

If cardholder name and statement address are different from above delegate details, please indicate below:

Please note VAT is applicable at the current rate of 20%. A VAT invoice will be issued.

To pay by BACS: NatWest Bank, ACT (Administration) Limited. Sort code: 60-00-01 Account number: 01053760

**3 EASY WAYS
TO REGISTER**

1 ONLINE
treasurers.org/workingcapital

2 FAX booking form to
+44 (0)20 7847 2598

3 EMAIL booking form to
events@treasurers.org

ENQUIRIES: E: EVENTS@TREASURERS.ORG T: +44(0)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 17 August 2015 for a full refund less 15%. 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 sponsor 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

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