

**ACT**

LEADING TREASURY  
PROFESSIONALS

# ACT WORKING CAPITAL CONFERENCE

28 November 2018 | London

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NatWest

Official publication

The Treasurer

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# ACT WORKING CAPITAL CONFERENCE

28 November, London 08:00-17:00

Working capital is the lifeblood of every company and managing it, the essence of the treasury function. Now in its fourth year, the **ACT Working Capital Conference** is a key meeting point for delegates and exhibitors to gather and discuss topical working capital issues that directly affect corporates and their supply chains.

As the only conference of this size dedicated exclusively to working capital management (WCM) in the UK, this compact yet comprehensive event is ideal for time-pressed treasury experts to get the latest updates on WCM and supply chain finance (SCF) in one place and day. Join us on **28 November in London** to meet fellow working capital experts from across the UK and Europe and benchmark your organisation's working capital performance against that of your peers.

## WHO SHOULD ATTEND?

- **Working capital experts** looking to deepen their knowledge and exchange best practice with fellow practitioners
- **Treasury professionals** responsible for their financial supply chain who want to understand how to enhance working capital, increase liquidity and mitigate risks
- **Procurement professionals** working with treasurers

"THE ACT WORKING CAPITAL CONFERENCE WAS A GREAT OPPORTUNITY TO DISCUSS THE LEARNINGS FROM CORPORATES, BANKS, VENDORS AND CONSULTANTS, AND TO SHARE WHAT'S WORKING AND WHAT ISN'T."

**Peter Ziegenfuss**, Bank of America Merrill Lynch

## PROGRAMME

08:00 **Registration and networking breakfast**

09:00 **Opening welcome from the co-chairs and interactive voting**

**Stephen Baseby**, Associate Director, Policy & Technical, **ACT**  
**Brian Shanahan**, Director, **Informita**

09:15 **Opening keynote: Global supply chains at risk**

The potentially destabilising impact of tariffs and trade wars on the global supply chain is edging its way up on the list of top concerns for treasurers. What's on the horizon for 2019?

**David Henig**, Director, UK Trade Policy Project, **European Centre for International Political Economy**

09:45 **Strategic working capital planning – can we do more with our supply chain knowledge?**

Supply chain is a fashionable phrase, especially with Brexit on the horizon – but is there a different way to look at your supply chain in order to protect your working capital flow?

**Alistair Baxter**, Director, Head of Supply Chain Finance, **NatWest**

**David Salter**, Head of Funded Trade Finance, **NatWest**

## 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, including specialist issues from a European perspective.

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

## PARTNER WITH US

Interested in sponsoring or exhibiting opportunities? Raise your profile and demonstrate thought leadership by speaking on regionally-focused topics in a keynote presentation, during a panel discussion or workshop.

For more information on sponsorship opportunities contact Simon Tempest.

**Simon Tempest**  
[stempest@treasurers.org](mailto:stempest@treasurers.org)  
**+44 (0) 20 7847 2580**

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10:30 **Refreshments**

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11:00 **Panel discussion: Suppliers, buyers and the banks – bridging the gap through supply chain finance (SCF)**

Supply chain finance offers a robust solution to bridging the gap between incoming and outgoing payments. Yet there has always been a big gap between the benefits of SCF in theory and how complex it is to implement a successful SCF programme in practice. What does it take to make SCF really work for you?

**Anthony Buchanan**, Treasurer, **Asahi Breweries Europe**

**John Bugeja**, Managing Director, **Trade Advisory Network**

**John Schifano**, Director, Global Business Development, **AMEX**

**Facilitator:**

**Brian Shanahan**, Director, **Informita**

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11:45 **Working capital transformation story**

In this case study, hear how a large corporate's working capital programme has been transformed through effective communication and change management.

**Mattijn Bak**, Director Group Treasury, **Vion Food Group**

**Brian Shanahan**, Director, **Informita**

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12:30 **Networking lunch**

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13:30 **Panel discussion: The digital evolution of working capital**

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

- de-mystification of distributed ledger – share our own experiences across the industry
- practical applications – what have we seen over the last 12 months?
- R3 Consortium – importance of industry partnership and collaboration – can competitors work collaboratively?

**Olga Berlinskaya**, Senior Manager, Global Sales & Trade Finance, **AIG**

**Richard Tynan**, Managing Director, **TradeIX**

**Sophie Wiberg Holm**, Programme Manager, **R3**

**Speaker from Finastra (tbc)**

**Facilitator:**

**Mirka Skrzypczak**, Head of Working Capital & Trade Products, **NatWest**

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14:15 **A look beyond the obvious**

With traditional lending options remaining restricted, more and more businesses are exploring alternative working capital solutions. Yet the sheer number and variety of alternative options available make it difficult to know where to even start. Leave this session with an overview of alternative players in the working capital space and a better understanding of what type of solution is most suited to what type of working capital profile.

**Tim Davies**, Managing Director, **Demica**

## 14:45 **Trend watch: alternative working capital solutions**

Keep a finger on the pulse and discover different approaches to freeing up cash with these fast-paced working capital solution showcases:

- using the power of AI in working capital management  
**Igor Zaks**, President & CEO, **Tensor AI**
- integrating supply chain finance and automated procure to pay processes to drive effective working capital management  
**Tony Pinn**, Director, e-funding, **Elcom**
- improving cash flow through trade credit insurance  
**Steven Howells**, Head of Major Accounts Trade Credit, **Marsh**

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## 15:30 **Refreshments**

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## 15:50 **Cash forecasting: are people, not systems, the key?**

There are more elaborate approaches to cash forecasting than Excel spreadsheets. Having the right systems in place is important, but one of the key obstacles is organisational rather than technical: however effective the technology, owners of this data needed for forecasting may not be aligned with treasury's timelines and interests and are often outside of treasury's direct authority. How can working capital managers establish cohesive relationships and maintain good communication with other departments to improve forecasting models?

**Naresh Aggarwal**, Associate Director, Policy & Technical, **ACT**

**Emma Hayward**, Assistant Treasurer, **DS Smith**

**Gary Williams**, Deputy CFO & Director, **Mitsubishi Corporation International Europe**

**Facilitator:**

**Stephen Baseby**, Associate Director, Policy & Technical, **ACT**

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## 16:20 **P(l)aying by the rules: an honest look at late payments**

A widely criticised yet very common tactic to increase the amount of working capital in hand involves delaying payments to suppliers. Under what circumstances can paying late be a reasonable working capital strategy? Have regulatory efforts such as The Prompt Payment Code improved the speed of payments being made to SMEs at all? And if not, will technology innovation be able to fill the gap?

**Mark Withecombe**, Assistant Treasurer, **Tate & Lyle**

**Facilitator:**

**Brian Shanahan**, Director, **Informita**

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## 16:50 **Closing remarks from the co-chairs**

**Brian Shanahan**, Director, **Informita**

**Stephen Baseby**, Associate Director, Policy & Technical, **ACT**

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## 17:00 **Drinks reception**

28 November, London  
08:00-17:00

## SPONSORED BY



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.

## UPCOMING ACT EVENTS

### Deals of the Year Awards Dinner 2019

7 February, London, UK

### ACT Cash Management Conference 2019

12 February, London, UK

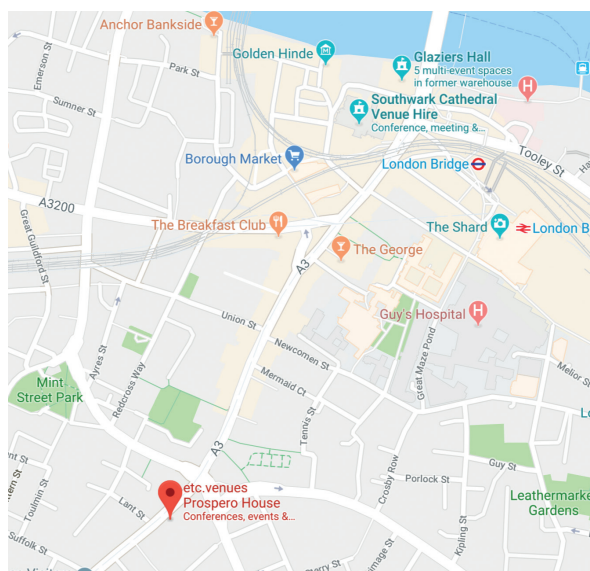
### ACT Annual Conference 2019

21-22 May, Manchester, UK

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

## GETTING THERE

etc. venues, Prospero House  
241 Borough High Street  
London, SE1 1GA



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