

20 September 2011
Macdonald Manchester Hotel, Manchester

TREASURY, RISK
AND FINANCE
PROFESSIONALS

ACT

ACT International Trade & Export Conference

Opening the right doors



TOPICS INCLUDE

- what treasurers need to know about trade finance instruments and rules
- how the ECGD is working to support UK businesses
- effective currency risk management
- managing credit in the supply chain
- the potential impact of Basel III on trade finance

“The ACT keeps the community up-to-date with developments in key areas”

James Andrews
MBIA

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Official publication

THE TREASURER

www.treasurers.org/events

BOOK BY
19 AUGUST
FOR THE
**EARLY BIRD
DISCOUNT**

ACT International Trade & Export Conference

Today's treasury and finance professionals are dealing with a changed financial world, one where easy and inexpensive access to trade finance can no longer be relied upon. At the same time, the world economy is opening up with more and more opportunities for companies of all sizes to export their products and services across the globe.

So how can treasurers take advantage of new export markets or expand in existing ones whilst still being able to finance themselves effectively? This half-day conference will highlight the latest market initiatives to boost exports and provide practical insight from experienced exporters. You will hear about:

- what treasurers need to know about trade finance instruments and rules
- how the ECGD is working to support UK businesses
- effective currency risk management
- managing credit in the supply chain
- the potential impact of Basel III on trade finance

Companies which think internationally and are adept at balancing the risks and rewards of international trade understand why trade finance is so important. Attend this conference to find out how you can build on your export strategy and open the door to new trade opportunities.

Conference sponsor

Lloyds Bank Corporate Markets, part of the Wholesale division at Lloyds Banking Group, delivers corporate banking and risk management solutions to businesses with over £15 million annual turnover. We have a network of relationship teams across the UK, as well as internationally, with the mix of local understanding and global expertise necessary to provide long-term support and advice to our customers.

We offer a broad range of sophisticated financing solutions, spanning structured and asset finance, import and export trade finance, securitisation facilities, and risk management which we also offer to businesses with less than £15 million annual turnover. Our product specialists provide bespoke financial services and solutions including tailored cash management, supply chain financing, international trade and debt capital markets funding.

Our business serves a range of corporate customers, including privately-owned firms, multinational corporations and financial institutions – and we take a relationship approach, providing support to customers throughout the economic cycle. Our heritage means we have an exceptional understanding of business needs and a proven track record of supporting customers across the sectors and regions. We helped over 1,900 businesses in 2010, providing over £30bn of finance.

www.lloydsbankcorporatemarkets.com

Conference organiser

The Association of Corporate Treasurers (ACT) is the international body for professionals working in treasury, risk and corporate finance. Through the ACT we come together as practitioners, technical experts and educators in a range of disciplines that underpin the financial security and prosperity of an organisation.

The ACT defines and promotes best practice in treasury and makes representations to government, regulators and standard setters. We are also the world's leading examining body for international treasury, providing the widest scope of benchmark qualifications and continuing development through training, conferences and publications – including The Treasurer magazine.

www.treasurers.org

THE TREASURER

Official publication

The Treasurer magazine is essential reading for European treasurers and finance professionals. It offers valuable insights, expert analysis and information on the latest innovations 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 and latest developments in the UK and the rest of Europe.

www.treasurers.org/thetreasurer

ACT is a member of



PROGRAMME

Tuesday 20 September

08.30 Registration

09.00 Chairman's opening remarks

Peter Matza, Head of Publishing
ACT

09.10 Global trade and the world economy

- formulating an international trade strategy
- new government measures to boost exports and overseas investments
- UKTI Passport to Export scheme

Martin Cook, Director, Business Group
UK Trade & Investment

09.35 What is trade finance?

- why are trade finance instruments so important?
- what are the options? From letters of credit to credit insurance
- getting to grips with documentation
- using supply chain finance

Susan Ross, Chair
British Exporters Association

10.05 Export strategy at INEOS ChlorVinyls

- our export profile – how, where and to whom?
- deciding on which basis to sell – open terms, ILCs, CILCs
- effective credit management
- understanding the practical challenges

Paul Nichols, Group Treasurer
INEOS ChlorVinyls

10.35 Morning coffee

11.05 Currency risk implications for international trade and export

- post crisis changes in FX risk management policies
- FX risk: unavoidable cost or potential competitive advantage?
- FX hedging product choices: what are the implications to the business as a whole?
- where might the next FX 'black swan' come from – and can you prepare for it?

Jeremy Adam, Director – Client Derivative Structuring
Lloyds Bank Corporate Markets

11.35 New support for exporters

- latest ECGD initiatives to support export trade
- alternatives to the credit insurance market
- availability of trade finance products for SMEs
- a look at non-UK export schemes

Nigel Addison Smith, Finance Director
ECGD

12.00 An export success story at CLYDEUNION Pumps

- benefitting from the ECGD's new Bond Support Scheme
- sharing the credit risks
- opening the door to new export markets

Mairi Pattison, Treasury Manager
CLYDEUNION Pumps

12.20 Panel discussion

- making sense of international trade
- how to get paid – letters of credit vs open account platforms
- preparing for the impact of Basel III on trade finance

Chair

Peter Matza, Head of Publishing
ACT

The panel

Mairi Pattison, Treasury Manager, **CLYDEUNION Pumps**

Nigel Addison Smith, Finance Director, **ECGD**

Paul Nichols, Group Treasurer, **INEOS ChlorVinyls**

Simon Banham, Head of Trade and Cash Sales
Lloyds Bank Corporate Markets

"Great real world examples brought to life by experienced treasurers, excellent"

Delegate feedback 2010

12.55 Chairman's closing remarks

13.00 Lunch and networking

14.00 End of conference

Upcoming ACT conferences and events

- **ACT breakfast briefing: an essential update on corporate ratings**
13 September, London
- **ACT corporate funding conference**
5 October, London
- **ACT annual dinner**
9 November, London
- **ACT annual cash management conference 2012**
28-29 February, London
- **ACT annual conference 2012**
17-18 April, Liverpool

www.treasurers.org/events

ACT International Trade & Export Conference

Opening the right doors

Half-day conference, Tuesday 20 September 2011

Macdonald Manchester Hotel, London Road, Piccadilly, Manchester M1 2PG

TREASURY, RISK
AND FINANCE
PROFESSIONALS

ACT

Register by Friday 19 August 2011 to take advantage of the early bird rate

Delegate details: mandatory fields*

Code: A

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

Company name: *Job title:

Address: Postcode:

*†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.

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

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> 01. Treasurer/Deputy Treasurer | <input type="checkbox"/> 02. Treasury Dealer | <input type="checkbox"/> 03. Treasury Manager/Analyst/Accountant | <input type="checkbox"/> 04. Other Treasury Related |
| <input type="checkbox"/> 05. Financial Director/Controller | <input type="checkbox"/> 06. Tax Advisor/Secretarial/Audit | <input type="checkbox"/> 07. Other Finance & Accounting | <input type="checkbox"/> 08. Other Corporate Management |
| <input type="checkbox"/> 09. Corporate Banking | <input type="checkbox"/> 10. Bank Dealer/Salesperson | <input type="checkbox"/> 11. Corporate Finance & Advisory | <input type="checkbox"/> 12. Treasury Consultant |
| <input type="checkbox"/> 13. Other Business Provider | <input type="checkbox"/> 14. Other | | |

	Early bird rate (please tick)	Standard rate (please tick)
ACT members and students (including faculty members)	<input type="checkbox"/> £95.00 + £19.00 VAT = £114.00	<input type="checkbox"/> £145.00 + £29.00 VAT = £174.00
Non financial corporates	<input type="checkbox"/> £145.00 + £29.00 VAT = £174.00	<input type="checkbox"/> £195.00 + £39.00 VAT = £234.00
Banks/FIs/consultancies and other business service providers	<input type="checkbox"/> £195.00 + £39.00 VAT = £234.00	<input type="checkbox"/> £245.00 + £49.00 VAT = £294.00

- Fees include refreshments, lunch and conference materials

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 card:

Account number

Expiry date Issue no.

If cardholder name and statement address are different from above business 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 Bank: NatWest Bank, ACT (Administration) Limited. Sort code: 60-00-01 Account number: 01053760

3 easy ways to register

1 Online

www.treasurers.org/tradeandexport

2 Fax

+44 (0)20 7374 8744

3 Post

Events team, ACT, 51 Moorgate,
London EC2R 6BH UK

Enquiries: Email events@treasurers.org Telephone +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 23 August 2011 for a full refund less 15%. Cancellations made less than 28 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

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. 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