

# Financial Supply Chain



Accelerate expansion  
**through instant**  
revenue collection



9th & 10th July 2007 | Singapore

**Q**uestion:

“...in this age of electronic commerce, where you can order in minutes and receive within hours, why does it still take months to get paid?”

- Killen Associates -

**S&A**nswers  
olutions from:

Andy Mukherjee, Business Columnist, **BLOOMBERG NEWS**

BR Jaju, Chief Financial Officer, **CROMPTON GREAVES**

Steven Harper, Corporate Treasurer, **FLEXTRONICS**

Paul Curby, Managing Director, **INSIGHT RISK GROUP**

Jayant Parande, General Manager Corporate Treasury, **OLAM INTERNATIONAL**

Dr Jeffrey Lim, Managing Director, **PI-ETA CONSULTING**

John Teo, Chief Financial Officer, **SINGAPORE POOLS**

Edoardo Marco Sirtori, Head of Treasury, **STMICROELECTRONICS**

Dick Wang, Treasurer and Tax/Insurance Manager, **TNT CHINA**

Gabriel Low, Regional Financial Controller, **WESTFALIA SEPARATOR (S.E.A)**

[www.availcorp.com](http://www.availcorp.com)

**avail**  
CORPORATION

# Financial Supply Chain

9th & 10th July 2007  
Singapore

## Boost Corporate Expansion by Liberating Cash Flow

Companies are losing their competitive edge due to the sheer amount of paperwork and excess procedures they have to perform. While the shipment of goods and services (the physical supply chain) is more efficient than ever, it still takes weeks and even months for payment to be processed.

At **Financial Supply Chain 2007**, our presenters will show the way to unlocking the hidden potentials of corporate financial systems. Obtain crucial insights on visualizing the internal flow of funds across different markets and time zones. Learn how to capitalize on financial regulations such as Sarbanes Oxley and Basel II to build transparent organizations while avoiding business disruptions. Witness our experts as they decipher the key to minimizing financial risk for your organization while boosting operational finances.

Join our distinguished panel of financial experts as they examine industry issues such as treasury centralization and cash management within the APAC region. Hear how banks are harnessing the information technology of tomorrow to provide seamless co-operation to corporate entities in managing their financial resources.

Stop your financial operations from becoming the weakest link in the supply chain. Attend **Financial Supply Chain 2007** and embark on the path to future growth.



## Who Should Attend

- CFOs
- Financial controllers
- Finance Directors
- Vice Presidents of Finance
- Heads of Finance Departments
- Heads of Audit Departments
- Treasurers
- Financial Heads of Procurement

As well as **Directors, Managers, Analysts and Heads** involved in providing: Enterprise Resource Planning solutions, Financial Consulting Services, Outsourcing Financial Supply Chain Applications and Corporate Banking Advising.

## Sponsorship, Exhibition & Marketing Opportunities

**Avail Corporation** specializes in business intelligence through our cutting-edge business strategy events. We provide major organizations with the platform to enhance your profile and give you access to the right target audience. For further information on sponsorship and marketing opportunities, please contact **Geraldine**

**Chew** at: T. +65 6324 9733  
E. gchew@availcorp.com

## Key Reasons to Attend 'Financial Supply Chain' 2007:

- **Groundbreaking** event focused on streamlining the flow of funds for corporate operations
- An **exclusive look** at treasury centralization in the APAC region through a discussion panel conducted by members of the Association of Corporate Treasurers (Singapore)
- **Dedicated** IT section devoted to providing advice to financial professionals looking for cost effective solutions
- **Professional workshops** on neutralizing Financial Risk in cross-border FSC operations

## Message from the Producer

The producer would like to express his most sincere appreciation to the many who have taken the time and effort in sharing with her the valuable insights during his research and preparation for the conference. Special thanks have been accorded, of course, to our eminent panel of speakers. If you are an expert in your field and would like to speak/join in the panel discussion at this and/or future **Avail Corporation** events, please contact **Dickson Yeo** at:

T. +65 63249741 E. dyeo@availcorp.com

**Book by  
2nd June 2007  
and SAVE S\$200**

# Programme: Day 1

## Monday, 9th July

### The CFO's guide to Successful FSC Operations

0800 Registration

0830 Welcome Address from the Chairperson

0845 Financial Contact Xchange

0900 **Case Study**

#### **Making the Business Case for the Financial Supply Chain**

- Core ingredients for successful FSC (IT, regulatory, treasury management, measurement methods to evaluate success)
- Taking a closer look at the tripartite transfer of funds between banks, merchants and suppliers
- Optimizing working capital management in open accounts- using visibility to scale the working relationship between different stakeholders
- Allowing accurate prediction of financial status for individual players
- Resolving payment disputes through a more transparent system

**BR Jaju**, Chief Financial Officer, **CROMPTON GREAVES**

0945 Morning Refreshment Break

1015 **Expert Knowledge**

#### **Hedging Resource Costs to Uncover Hidden Value within the Financial Supply Chain**

- Reaping monetary benefits for FSC through price fluctuations of materials and services
- Foreign exchange rewards; exploiting a hidden resource

**Steven Harper**, Corporate Treasurer, **FLEXTRONICS**

1100 **Workshop 1**

#### **Challenges Involved in Embracing Financial Supply Chain Management**

- Resolving legal and accounting complications for cross border transfer of funds
- Neutralizing the risk of foreign exchange turbulences for trans-national corporations
- Limiting credit risk through differentiated loans in various markets

**Jeffrey Lim**, Managing Director, **PI-ETA CONSULTING**

1215 Lunch

### Making the Most of IT dollars in Corporate Finance

1345 **Expert Knowledge**

#### **Key IT Concerns For Successful Financial Supply Chain Implementation**

- Achieving the optimum paper trail for efficient reporting and statistical analysis
- Making the most of the IT dollar- cutting down wastage and redundancies
- Using third party vendor services for procurement and payment of services

*Speaker to be advised*

1430 **Expert Knowledge**

#### **Harmonizing Accounting IT Systems during a Consolidation/Merger- What the CFO Needs to Know**

- Consolidating different software formats to form a coherent Enterprise Resource Planning system
- Turning the Internet into the ideal platform for merging different operations within an organization

*Speaker to be advised*

1515 Afternoon Tea Break

### Protecting Corporate Finances in a Global Market

1545 **Workshop 2**

#### **Mitigating the Risk of Fraud within the Financial Supply Chain**

- Fraud within a company's financial system– who, what, when, where, why and how.
- Creating an antifraud environment - Educating your staff about fraud risk
- How safe is your business?
- Performing reviews to identify specific fraud threats, their probability of succeeding and impact

**Paul Curby**, Managing Director, **INSIGHT RISK GROUP**

1645 **Expert Knowledge**

#### **Cross Border Financial Transactions and the Financial Supply Chain - A Look at Funds Transfers within South East Asia**

- Successfully dealing with different reporting practices in heterogeneous markets
- Managing differentiated receivables accounts in unique jurisdictions
- Obtaining rebates for cross-border transactions within the financial supply chain

**Gabriel Low**, Regional Financial Controller  
**WESTFALIA SEPARATOR (S.E.A)**

1745 Chairman's Closing Remarks

1800 End of Day One Conference

# Programme: Day 2

Tuesday, 10th July

## Optimizing Corporate Treasury Management

0800 Registration

0830 Welcome Address from the Chairperson

0845 Financial Contact Xchange

0900 **Case Study**

### **Funds Settlement and Cash Flow Management within an Internal Market - The Singapore Pools Experience**

Singapore Pools handles a diverse financial retail network through sophisticated cash flow management. This topic examines how this Singaporean corporation handles back-end reconciliation and controls the flow of funds to maximize its growth potential within a unique Financial Supply Chain.

**John Teo**, Chief Financial Officer, [SINGAPORE POOLS](#)

0945 **Panel Discussion**

### **Treasury Centralization - Is It The Way To Go For Companies Hoping To Create More Efficient Cash Management Systems Across Different Asian Regulatory Environments?**

#### *Discussion Topics*

#### *The closer the deeper*

Will the central team have an adequate grasp of the complexities of this business or market to support it remotely? If you are not sure that the central team can afford or achieve adequate depth of understanding, maybe you should do it locally

#### *It takes a local to know a local*

In many countries where we do business, "custom and practice" is a more significant factor. We therefore need to ask whether we have a deep enough understanding at the centre of local custom and practice before we undertake to support a process centrally.

#### *Know your risk*

It is unlikely in many cases that a central function will have, or can develop in the short term, the depth of understanding of these business variables possessed by someone actually in the business front line

Confirmed Panelists:

**Jayant Parande**, General Manager Corporate Treasury

[OLAM INTERNATIONAL](#)

**Edoardo Marco Sirtori**, Head of Treasury

[ST MICROELECTRONICS](#)

**Dick Wang**, Treasurer, Tax and Insurance Manager

[TNT CHINA](#)

1030 Morning Refreshment Break

1100 **Expert Knowledge**

### **Sharing Control of Regional Treasuries**

Increasingly, corporate bodies are forming joint partnerships with regional players to establish new firms across Asia. In the course of regular operations, autonomous fund reserves would most likely be established in these new

firms, mostly out of administrative convenience or contractual requirements. We examine how different companies manage their partnerships overseas while retaining financial control of their new investments

**Dick Wang**, Treasurer, Tax and Insurance Manager, [TNT CHINA](#)

1145 Lunch

## How to Accelerate Corporate Growth with Assistance from Third Parties

1315 **Expert Knowledge**

### **Outsourcing as a bonus to the Financial Supply Chain- What the CFO Needs to know**

- Internal outsourcing- diversifying financial operations within the home market
- Determining which portion of a stake holder's system should be outsourced (E.g. ranging from first tier services such as data entry and basic funds transfer or advanced treasury and accounting functions with discretionary usage of company assets)
- Protecting corporate information during the out-sourcing process

**Andy Mukherjee**, Business Columnist, [BLOOMBERG NEWS](#)

1400 Afternoon Tea Break

1430 **Expert Knowledge**

### **Taking One Step Further- Enhancing Returns through Co-operation with Banks**

- Moving from mere end to end funds suppliers to providing one-stop logistics, financial, technology and administrative expertise
- Ensuring that the banks advice is in tandem with SarbOx, IAS 39 etc.
- Establishing solid partnerships between banks and merchants within the supply chain- ensuring positive working capital for operations

*Speaker to be advised*

1515 **Expert Knowledge**

### **Towards a SCOR (Supply Chain Operations Reference) System for Financial Supply Chains**

Mapping out the entire financial supply chain to monitor complex trans-national transactions

Allowing central treasurers to supervise the international flow of funds moving through the organization's central reserves

Integrating Customer Relationship Management within an automated Financial Supply Chain

*Speaker to be advised*

1715 Chairman's Closing Remarks

1730 End of the Conference

## Registration Form

CS159MKT

Please complete the details below and fax back to: **(65) 6225 4077**

Company Name \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

Name \_\_\_\_\_ Position \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Address \_\_\_\_\_

### Authorisation

Name \_\_\_\_\_ Position \_\_\_\_\_

Date \_\_\_\_\_ Signature \_\_\_\_\_

**Event Fee** (Please tick  the relevant box and circle your choice of attendance)  
Please register me for:

	Conference Only
<input type="checkbox"/> <b>Standard Delegate Fee</b>	<input type="checkbox"/> S\$2,595
<input type="checkbox"/> <b>Early Bird</b> ( <i>Book by 2nd June 2007</i> )	<input type="checkbox"/> S\$2,395
<input type="checkbox"/> <b>Group Booking</b>	<input type="checkbox"/> S\$2,295
<input type="checkbox"/> If you are unable to attend the event, you may purchase the Documentation Pack	<input type="checkbox"/> S\$595

**NB:** All prices are quoted per delegate fees in Singapore Dollars.

\*Group Bookings are for 3 or more delegates invoiced to the same billing address

### Payment Method

#### Bank Transfer

For payments by bank transfers a transaction fee of \$25 will be charged.

**Account:** Avail Corporation Pte Ltd  
**Bank:** The Hongkong and Shanghai Banking Corporation Limited  
**Branch:** 21 Collyer Quay, HSBC Building, #01-00 Singapore 049320  
**Account No:** 141-552653-001  
**SWIFT Code:** HSBCSGSG

**Credit Card**

Visa  Mastercard  American Express

**Card Holders Name:** \_\_\_\_\_

**Card Number:** \_\_\_\_\_

**Signature:** \_\_\_\_\_ **Expiry Date:** \_\_\_\_\_ / \_\_\_\_\_

### Cancellations & Substitutions:

- \* Delegate Substitutions are welcome at any time up until the date of the event.
- \* If the client cancels their registration a 50% cancellation fee will be charged. All cancellations must be received two (2) weeks prior the event date in writing. After this date, payment must be met in full.
- \* If the event is cancelled, Avail Corporation will provide a full refund.
- \* If the event dates are changed due to any reason outside the control of Avail Corporation, your registration will be transferred to the new dates. If you are unable to attend on the new dates a credit of an equivalent amount to another conference will be provided or a refund of 85% of the event fee will be provided.

### Indemnity:

Should the event be cancelled or the dates changed for any reason outside the control of Avail Corporation, the venue or speakers change, or due to an act of terrorism, extreme weather conditions, industrial action or natural disaster, Avail Corporation shall endeavor to re-schedule but the client hereby indemnifies Avail Corporation from and against any and all costs, damages and expenses, including legal fees, which are incurred by the client. The construction, validity and performance of this agreement shall be governed in all respects by the local law to the exclusive jurisdiction of whose courts the Parties hereby agrees to submit.