



IATA Treasury Conference 2012

7-9 November 2012 – Barcelona, Spain

Learn. Share. Network



Hosted by



Financial 

IATA Treasury Conference 2012

An ideal Educational and Networking event!

The IATA Airline Treasury Conference is a unique event for airline treasury delegates from around the world. The event combines the IATA Currency Clearance Service (ICCS) and IATA Currency Coordination annual meetings, together with a conference addressing key airline industry & treasury hot topics of interest to airline delegates working in the areas of Treasury, Banking and Finance.

Treasury Exhibition 8-9 November

Selected financial services providers will be on-site providing fantastic opportunities for delegates to make contact with key industry players gather market information and stay abreast of the latest treasury Products & Services and best Practices.



IATA Treasury Conference Agenda

"Spotlight on Treasury"

WEDNESDAY 7 NOVEMBER

PRE-CONFERENCE EVENTS

14:00 – 15:30	ICCS Training session
15:30 – 17:30	IATA Currency Coordination Working Group Meeting
18:30 – 21:00	Pre-conference social event (hosted by IATA) "City Tour + Local Tapas Tasting"

THURSDAY 8 NOVEMBER

MAIN CONFERENCE AND EXHIBITION STARTS

08:15 – 09:00	Conference Registration & Exhibition opens
09:00 – 09:10	Welcome Address
09:10 – 09:20	Sponsor / Exhibitors Introduction
09:20 – 10:00	The State of our Industry (Senior IATA Economist)
10:00 – 10:30	IATA Financial Review
10:30 – 11:00	Coffee Break
11:00 – 11:45	ICCS Annual Review (IATA)
11:45 – 12:30	An Airlines Flight Path to Treasury Excellence (Citi)
12:30 – 13:45	Lunch (Restaurant area)
13:45 – 14:30	Cost Cutting & Process Optimization with Electronic Bank Billing (Lufthansa)
14:30 – 15:15	Emissions Trading: Issues, Pitfalls and the future (IATA + Thomson Reuters)
15:15 – 15:45	Coffee Break
15:45 – 16:30	SEPA Update (PWC)
16:30 – 17:15	SWIFT for Corporates – Update (SWIFT)
17:15 – 18:00	The Art of Strategic Forecasting – A Treasurer's Guide (AFP+ Reval)
19:00 – 22:30	Dinner hosted by Citi (for airline delegates)

FRIDAY 9 NOVEMBER

08:30	Exhibition area opens
09:00 – 09:45	Fuel Hedging: Recent Trends and the way Forward (Morgan Stanley)
09:45 – 10:15	Progress on eBam (Delta Airlines)
10:15 – 10:45	Improve your Cashflow with Electronic Invoicing (IATA)
10:45– 11:15	Coffee Break
11:15 – 12:00	Managing Currency Risk in a New Credit Environment (Citi FX)
12:00 – 12:45	Dealing with currency volatility in Brasil (GOL Case Study)
12:45 – 13:45	Lunch (Exhibition Area)
13:45 – 14:15	Optimizing Liquidity Management in Latin America (Banco Santander)
14:15 – 15:00	Accounting & Treasury – Adapting to new regulations (PWC)
15:00 – 15:45	Sungard Case Study (Sungard)
15:45 – 16:30	Airline Treasury Survey results (IATA + PWC)



Meeting location

Hilton Barcelona
589-591 Avenida Diagonal
Barcelona, Spain
www.barcelona.hilton.com



Meeting rooms

Exhibition: Foyer Area A,B,C
Plenary Sessions: Gran Salon
A+B
Coffee Breaks: Exhibition Area
Lunch Day 1: Restaurant
Lunch Day 2: ExhibitionArea

Delegates

Damjana Sever – Financial Control Manager, Adria Airways
Arlena Yessenguzhina – Treasury Supervisor, Air Astana JSC
Steffen Rösler – Vice President, Treasury Air Berlin
Mildred Gerieta Sorinyane – Acting Financial Accountant, Air Botswana
Rapula Morgan Watlhaga – Revenue accountant, Air Botswana
Tom Eng – Cash Management, Air Canada
Gerald Verbong – Assistant Treasurer, Air Canada
Frederique Lacombe – Treasurer, Air France
Thierry Andriasolomahefa – Treasury Senior Manager, Air Madagascar
Nicolas Randriamaholy – Chief Financial Officer, Air Madagascar
Jean Laval Ah Chip – Head of Treasury & Risk Management, Air Mauritius
Jinicas Pal Aswin – Treasury Manager, Air Pacific Ltd
Dana Spinney – Treasury Manager, International Banking, American Airlines, Inc.
Michael Maybury – Cash Manager, British Airways
Ralph Jacoud – Financial Risk Manager, Brussels Airlines
Sylvester Mesue Mambe – Sales Accountant, Camair
Wan-Chun Chung – Vice President, China Airlines
Jui-Yao Yu – Finance and Treasury Dept., China Airlines
Jingjing Liu – Supervisor, China Eastern Airlines
Lu Yu – Supervisor China Eastern Airlines
Lisa Siebert – Team Leader Interline Accounting, Condor Flugdienst GmbH
Cheryl Gray Eturralde – Treasury Specialist, Delta Air Lines, Inc.
Manfred Dinter – Manager Cash Management, Deutsche Lufthansa
Martin Postweiler – Manager Cash Management, Deutsche Lufthansa
Gihan El Sahhar – Manager, GSA Affairs, Egyptair
Jeremy Tumber – Head of Dealing, Etihad Airways
Pasi Keski-Karhu – Director, Treasury Operations, Finnair
Carlos Motta – Treasury Manager, GOL Linhas Aereas
Levent Ervan – Director Treasury, Hahn Air Lines
Tomislav Vrgoc – Director Treasury, Hahn Air Lines
Min Chang – Assistant of Clearing and Settlement Dept, Hainan Airlines
Xiaodong Xiao – Manager of Finance Department, Hainan Airlines
Ophelie Cherdrong – APG IET Executive Product Director, Heli Air Monaco
Belén Salido – Treasury Manager, Iberia Airlines
Norberto Tejero – Head of Treasury, Financing & Insurance, Iberia Airlines
Olafur Briem – Director Risk Management, Icelandair Group
Jane Kiboi – Treasury Manager, Kenya Airways
Malik Shujat – Manager, Group Treasury, KLM Royal Dutch Airlines
Ernesto Matsegua – Finance Director, LAM - Mozambique Airlines
Javed Rahmat – Advisor to Executive Board, LAM - Mozambique Airlines
Agnieszka Sobkow – Treasury Director, LOT Polish Airlines
Mohd Nizaisham Mohd Sanif – Senior Treasury Manager, Malaysia Airlines
Kenichi Koyama – Senior Manager, Finance Nippon Cargo Airlines Co., Ltd.
Yasunari Morishita – Assistant, Nippon Cargo Airlines Co., Ltd.
George Lioumpis – MIS Supervisor, Olympic Air
John Panagiotopoulos – Reporting and Controlling Manager, Olympic Air S.A.
Nourman Ahmad – Sr. Accounts Officer-Treasury, Pakistan International Airlines
Shahid Munir – General Manager, Treasury, Pakistan International Airlines
Hashmat Nawaz – Sr. Accounts Officer-Treasury, Pakistan International Airlines
Joseph Kweka – Chief Accountant, Precision Air Services

Anna Albert Mushi – Accountant, Precision Air Services
Cisse Mapenda – Revenue Accounting Manager, Senegal Airlines
Narendra Antonio Andrade de Sousa – Financial Director, TAAG
Ana Gomes Barradas – Treasurer, TAAG
Okan Bas – Treasury Manager Turkish Airlines
Nadir Ajaz – Sr. Treasury Analyst, United Airlines, Inc.
David Garcia Freixas – Responsible Tesoreria, Vueling Airlines

Exhibitors

Guillermo Olague – Business Manager Payment Services, Accelya
Jose Maria Portabella – Director, Accelya
Michael Smith – Consultant, Accelya
Irene Ter Huurne – Vivaldi Product Manager, Accelya
Emilie Biggerstaff – Director APG DS, APG
Aina Sarda – IBCS Coordinator Spain, APG
Antoine Arts – Managing Director, Global Cash Management Sales- Madrid, Banco Santander
Ignacio Campillo – Managing Director, Corporate & Investment Banking - New York, Banco Santander
Luis Pastor – Executive Director, Global Cash Management Sales- Madrid, Banco Santander
Michael D. Morgan – Executive Managing Director, Burnham Sterling
Marc D. Lucier – Director of Syndications, Burnham Sterling
Holger Achnitz – Managing Director, Head of Corporate Sales, Continental Europe, Citi
Melanie Girouard – Director, Client Sales Manager, Citi
Przemyslaw Kacikowski – Director, Relationship Manager, Citi
Michael Kyte – Director, e-Client Management Unit, FX, Citi
Jan Laphorn – Vice President, Product Manager, Citi FX Benchmark, Citi
Stephan Mulvihill – Director, Head of Corporate Client Sales Management and Global Subsidiaries Spain, Citi
Antti Paulasto – Director, CitiFX Sales Switzerland, Citi
Sophie Torchot – Assistant Vice President, Global Account Manager, Citi
Greg Edwards – Director | Head of Electronic FX Corporate Sales Europe, Deutsche Bank
Tom Lee – eFX Sales, Deutsche Bank
Frank Uhlen – Relationship Manager, Deutsche Bank
Nickels Wieneke – Vice President, Cash Management Sales, Deutsche Bank
Beatrice Bouju – Director - FXMicropay Sales EMEA, Markets, RBS
Adrian Brown – Channel Development Manager, Markets, RBS
Bill Jackett – Vice President - International Cash Management, RBS
Michael Quinn – Senior Vice President - Client Coverage, International Banking, RBS
Karin Hedlund – Sales Manager, SEB (Euroline)
Håkan Dahlsten – Sales Manager, SEB (Euroline)
Ulf Andrén – Head of Sales, SEB (Euroline)
Lars Bergvind – Head of International Sales, SEB (Euroline)
Jan-Goetz Reichwald – VP Sales CEE, Sungard
Luc Belpaire – Product Director Payments, Sungard
Andreas Arvanitakis – Director, Advisory Services, Thomson Reuters
Iris Chacon – Sales Specialist, Thomson Reuters
Damien Lemaire – West Regional Business Manager, Thomson Reuters

Speakers

Tom Hunt – Director of Treasury Services, Association for Financial Professionals
Stephan Mulvihill – Director, Head of Corporate Client Sales Management and Global Subsidiaries Spain, Citi
Joakim Lidbark – Director, Global Head of CitiFX Corporate Solutions, Citi
Cheryl Gray Eturralde – Treasury Specialist, Delta Air Lines, Inc.
Martin Postweiler – Manager Cash Management, Deutsche Lufthansa
Carlos Motta – Treasury Manager, GOL Linhas Aereas
Adam Nye – Vice President, Morgan Stanley | Commodities
Steve Jones – Managing Director, Morgan Stanley | Commodities
Didier Vandenhoute – PwC Director, PwC
Olaf Maulshagen – Partner, PwC
Richard Delvaux – PwC Director, PwC
Günther Peer – RVP Solution Consulting EMEA, Reval
Michel Holemans – Business Development Manager, Syntesys
Elie Lasker – Head of Corporate Market, S.W.I.F.T.
Andreas Arvanitakis – Director, Advisory Services, Thomson Reuters
Guitha Cassiram – IRIS Global Project Manager, IATA
Robert Craft – Head, E-Invoicing, IATA
Stephen Darnley – Corporate Treasurer, IATA
Arnaud Francq – Director, IATA Payment Services, IATA
Agostino Marcon – Director, IATA Financial, IATA
Brian McElligott – Head, Business Development, IATA Financial, IATA
Julie Perovic – Senior Economist, IATA
Tony Pietrangelo – Assistant Director, Industry Cash Management Services, IATA

IATA

Agostino Marcon – Director, IATA Financial
Arnaud Francq – Director, IATA Payment Services
Tony Pietrangelo – Assistant Director, Industry Cash Management Services
Lise Gagnon – Assistant Director, TASF and ICCS Financial
Robert Craft – Head, E-Invoicing
Brian McElligott – Head, Business Development, IATA Financial
Stephen Darnley – Corporate Treasurer
Renata Oleksik – Manager, Industry Cash Management Services Operations
Lamyaa Khattabi – Account Manager, Industry Cash Management Services
Julie Perovic – Senior Economist
Martin Kaluschke – Manager, Industry Cash Management Services Operations
Gordana Jandovic – Assistant Manager, Industry Cash Management Services Operations
Madalina Luntraru – Assistant, ICCS
Guitha Cassiram – IRIS Global Project Manager.
Philippe Lecomte – IATA IRIS Banking Connectivity Project Manager

Sponsors and Exhibitors

Platinum Sponsor

Citi

Citi, the leading global bank, has approximately 200 million customer accounts and does business in more than 160 countries and jurisdictions. Citi provides consumers, corporations, governments and institutions with a broad range of financial products and services, including consumer banking and credit, corporate and investment banking, securities brokerage, transaction services, and wealth management.

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Deutsche Bank is a leading global investment bank with a substantial private clients franchise. Its businesses are mutually reinforcing. A leader in Germany and Europe, the bank is continuously growing in North America, Asia and key emerging markets. With more than 100,000 employees in 72 countries, Deutsche Bank offers unparalleled financial services throughout the world. The bank competes to be the leading global provider of financial solutions, creating lasting value for its clients, shareholders, people and the communities in which it operates.

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Accelya

Accelya's VIVALDI is the only end-to-end card management solution for the airline industry, covering front end sale, payment processing, reconciliation and chargeback management. With over 140 customers globally, it enables airlines to centralise, optimise and manage all card processes in a secure PCI-DSS compliant environment.

High automation in VIVALDI ensures accuracy and timeliness of payments, thereby preventing revenue leakage. Access to consolidated intelligence on card payments helps airlines negotiate better conditions with acquirers and improve cash flows. VIVALDI suite includes Cardclear, the aggregation and presentation solution offered by Accelya.

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RBS

RBS Markets & International Banking (M&IB) is a leading banking partner to major corporations, financial institutions, government and public sector clients around the world. M&IB provides an extensive range of products and services in debt financing, global markets, risk management, investor products, financial advisory and transaction services. The division focuses on long-term client relationships and excellence in product execution underpinned by global insight, local knowledge and a prudent and sustainable banking model to meet the evolving market and regulatory backdrop. Committed to serving clients' needs internationally, M&IB has on-the-ground operations in 38 countries.

Within RBSMarketplace, FXmicropay is RBS' innovative, patented large volume-retail value FX pricing platform. FXMicropay enables clients to transact globally and manage their FX risk in a fully automated manner, disrupting traditional payment processes to internalise FX spreads and control FX risks.

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Sponsors and Exhibitors

Banco Santander

Banco Santander is a retail and commercial bank, based in Spain, with a presence in 10 main markets. Santander is the largest bank in the euro zone. Founded in 1857, Santander had EUR 1.418 trillion in managed funds, 102 million customers, 14,569 branches – more than any other international bank – and 187,000 employees at the close of June 2012. It is the largest financial group in Spain and Latin America. Furthermore, it has significant positions in the United Kingdom, Portugal, Germany, Poland and the U.S. northeast.

Santander Global Banking & Markets is the global business unit entrusted with meeting the needs of customers which, because of their size, complexity or sophistication, require customised services or value-added wholesale products.

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SEB (Euroline)

Euroline, a wholly-owned subsidiary of the SEB group, banks on superior knowledge to offer strategic card acquiring solutions to the airline industry. We work in close partnership with clients to develop solutions relevant to their businesses. Plus, we ensure simplified business processes are established through a sophisticated infrastructure complete with services like multi-currency platforms, management reports and risk management support.

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Silver Sponsors

Burnham Sterling & Company

Burnham Sterling & Company is a leader in aviation sector lease and loan financing. Founded by former Babcock & Brown senior management, Burnham structures and places low-cost tax leases and secured debt for domestic and international airlines.

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SunGard's

SunGard's solutions for corporate liquidity help businesses facilitate connectivity across the ecosystem of buyers, suppliers, banks, data providers and other stakeholders to increase visibility of cash, improve communication and response time, reduce risk and help drive maximum value from working capital. An end-to-end, collaborative financial management framework helps chief financial officers and treasurers bring together receivables, treasury and payments for a single view of cash and risk and optimize business processes for enhanced liquidity management.

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Thomson Reuters

Thomson Reuters is the world's leading source of intelligent information. Combining industry expertise with innovative technology, we deliver critical information straight to decision makers in the financial markets.

As the market leader in FX & Money Markets for over thirty years, combined with superior cross-market coverage in over 120 countries, our premium desktop Thomson Reuters Eikon for Corporate Treasury delivers the real-time data, news and tools that are important to the Corporate Treasurer.

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APG

APG Network is the world's leading network for Airline Distribution and Financial Services. With 108 APG Network Associates and Services Partners, we are present in 175 countries and have commercial relationships with 180 airlines. Services include GSSA - General Sales Representation Services, IBCS - Variable Cost Access to BSP, AACP – Variable Cost Access to ARC Settlement System for USA, AATP - APG Air Travel Plan, IET - Interline E-Ticketing, FFS - Fare Filing services, CCS - Call Centre Services and GET - Global Extended Territories services.

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