



# GLOBAL PAYMENTS

AUTOMATING PAYMENT PROCESSING TO CAPTURE  
YOUR COMPANY'S CASH POSITION IN REAL TIME

NOVEMBER 25<sup>TH</sup> 2009    RADISSON BLU ROYAL VIKING HOTEL    STOCKHOLM, SWEDEN

IN THE CHAIR:

**BJÖRN FLISMARK** SENIOR VICE PRESIDENT, GTS PRODUCT MANAGEMENT AND DEVELOPMENT, SEB MERCHANT BANKING

HEAR FROM YOUR EMINENT SPEAKER PANEL:

**RAGNAR LODÉN** HEAD OF CASH MANAGEMENT, ERICSSON    **FRIEDRICH HONOLD** SENIOR CASH MANAGER, F. HOFFMANN, LA ROCHE    **ALEXANDRA GREINER** HEAD OF SAP TREASURY SUPPORT, F. HOFFMANN-LA ROCHE    **GERD KLEVENZ** HEAD OF TREASURY OPERATIONS & PROCESSES, GLOBAL TREASURY SAP AG    **PHILIPPE JEGERLEHNER** VICE PRESIDENT AND HEAD OF CASH MANAGEMENT ZURICH, SWISS REINSURANCE COMPANY    **MAGNUS WELANDER** HEAD OF GLOBAL CASH MANAGEMENT, SCANIA GROUP    **PROFESSOR STEPHEN REGAN** SENIOR LECTURER – ECONOMICS, CRANFIELD SCHOOL OF MANAGEMENT    **ROBERT WENNERSTRÖM** DIRECTOR OF SALES, OPUSCAPITA    **HENRIK ANDERSSON** GLOBAL HEAD OF PAYMENTS GTS PRODUCT MANAGEMENT & DEVELOPMENT, SEB MERCHANT BANKING    **LEIF SIMON** DIRECTOR OF PRODUCT DEVELOPMENT ASIA, CASH MANAGEMENT, GLOBAL TRANSACTION BANKING, DEUTSCHE BANK AG (SINGAPORE)

LAB **innovator**

NOVEMBER 24<sup>TH</sup> 2009

EVENING DINNER  
20:00

## NOVEMBER 25<sup>TH</sup> 2009, CONFERENCE

08:30

REGISTRATION AND COFFEE

09:00

### CHAIRMAN'S OPENING REMARKS

Björn Flismark Senior Vice President,  
GTS PRODUCT MANAGEMENT AND DEVELOPMENT,  
SEB MERCHANT BANKING

09:10

### CASE STUDY: EXAMINING INTEGRATED SYSTEMS AND PROCESSES SUPPORT TRANSPARENCY AND THE BUSINESS PARTNER ROLE IN TREASURY

- Automation frees resources to support the business partner role of Treasury
- Real time reporting increases clarity
- Examining major features to manage treasury & payment systems with regards to:
  - In-House Bank: Liquidity centralisation with different tools
  - Payment Factory in the sense of SAP AG
  - STP: Automating the P2P process across the globe to save time, cut costs and reduce risk
- Open question: File-"Standards" – How do you identify bank partners to manage global payment formats and files?

GERD KLEVENZ HEAD OF TREASURY OPERATIONS & PROCESSES, GLOBAL TREASURY SAP AG

09:55

### THE REVIVAL OF NETTING: MORE EFFECTIVE PAYMENTS AND FX EXPOSURE MANAGEMENT

- Examining payment factory and In-House Bank solutions available for corporate treasurers
- Who needs Netting? The driving forces in the 1980's and today
- More effective company payments processing through better integration with AP/AR and e-Invoicing
- Unwrapping the benefits of in-house factoring centralising FX risk and managing intercompany liquidity
- Managing external payments as a part of the central Netting process

ROBERT WENNERSTRÖM DIRECTOR OF SALES, OPUSCAPITA

10:40

MORNING COFFEE

11:00

### CASE STUDY: ROLLING OUT A GLOBAL PAYMENT OPERATIONS PLATFORM TO ENSURE EFFICIENT AND SECURE PAYMENT FLOW

- Launching a treasury & payment system to optimise liquidity management in your global business organisation
- Streamlining international payment processing to lower your transaction costs
- Exploring new ideas and technologies to enhance in real time data to master your liquidity processes
- Automating payment processes to increase control and visibility for your payment flow
- How do you identify your bank partners?

RAGNAR LODÉN HEAD OF CASH MANAGEMENT, ERICSSON

11:45

### KEYNOTE ADDRESS: INHOUSE BANKING: LAUNCHING AN ENTERPRISE- WIDE PAYMENT SYSTEM

- Designing a treasury vision to transform your business processes into the 21st century
- Identifying partner bank to execute payments for your global operations
- InHouse Banking: Cash Pooling & Intercompany payments
- Uncovering the business advantages to master global payments in your organisation:
  - Automating payment & collection processing around the world to optimise your cash flow
  - Security: Automating payment processing to reduce risks for fraud across the world
  - Control: Monitoring your payment flow to optimise your liquidity processes
- Where do we go from here?

FRIEDRICH HONOLD SENIOR CASH MANAGER AND ALEXANDRA GREINER  
HEAD OF SAP TREASURY SUPPORT, F. HOFFMANN-LA ROCHE

12:30

LUNCHEON

13:30

### DEVELOPING EFFICIENT CASH MANAGEMENT TO MANAGE YOUR PAYMENTS & COLLECTIONS

- Developing online cash management functions to enhance in real time information on your transaction flow

- Integrating internal and external information flows to manage your payment procedures
- Straight Through Processing: Interacting with other banking systems and your own financial and business systems to meet payments in time
- How will banks collaborate to develop standardised formats to realise SEPA?
- Examining current status and future trends within the global payments landscape

HENRIK ANDERSSON GLOBAL HEAD OF PAYMENTS GTS  
PRODUCT MANAGEMENT & DEVELOPMENT, SEB MERCHANT BANKING

14:15

#### CASE STUDY: PIONEERING YOUR BUSINESS PROCESSES TO BE AT THE FOREFRONT IN THE GLOBAL PAYMENTS LANDSCAPE

- Capitalising on efficient cash management strategies to do daily funding to master your global payments
- Using Treasury Management Systems (TSM) and SWIFT to achieve connectivity with your global and local bank partners
- How do you manage global payment formats successfully with multiple bank partners?
- How do you streamline and standardise your payment processing to meet impact from national (re)insurance regulations?
- Examining the implementation of own non-public Money Market Funds in Luxembourg

PHILIPPE JEGERLEHNER VICE PRESIDENT AND HEAD OF CASH MANAGEMENT ZURICH, SWISS REINSURANCE COMPANY

15:00

#### AFTERNOON TEA

15:20

#### THE INTERNATIONAL PERSPECTIVE: INSIGHT INTO THE CLEARING & PAYMENTS LANDSCAPE IN ASIA AND INDIA

- How does regulation and diversity of payments systems across Asia affected the way payments are transacted in Asia?
- Analyse the different industries: Is your chosen market dependent on cash, cheque or electronic methods of payment? How will this affect your business operations?
- Find out more about the reporting requirements within Asia
- What scope is there for liquidity management, and what limitations are currently in place?
- A case in point – India: how to best operate within India's fragmented payments infrastructure?
- The Future Outlook: What payments methods will become most prevalent in Asia in the future?

- How will mobile technology change the way payment and collections are handled and how can banks respond now to prepare for this?

LEIF SIMON DIRECTOR OF PRODUCT DEVELOPMENT ASIA, CASH MANAGEMENT,  
GLOBAL TRANSACTION BANKING, DEUTSCHE BANK AG (SINGAPORE)

16:05

#### CASE STUDY: DEVELOPING EFFICIENT PAYMENT PROCESS TO STRENGTHEN YOUR ORGANISATION'S COMPETITIVENESS IN THE MARKET

- Designing a strategy to centralise your cash pool administration
- How do you manage industrial supplier payments?
- Supplier finance: Identifying win-to-win scenarios to strengthen relationships with your key suppliers
- Examining the vision of payment factory

MAGNUS WELANDER HEAD OF GLOBAL CASH MANAGEMENT, SCANIA GROUP

16:55

#### EXAMINING GLOBAL LIQUIDITY AND THE IMPLICATIONS FOR BANKING OPERATIONS

- Mastering a strategy to strengthen your organisation's position in a global business environment
- Uncovering global liquidity trends 2004-2009
- The non Subprime Origins of the 2008/9 Financial Meltdown
- Links Between Wholesale Markets and Retail Operations
- What European Banking will look like in 2014
- Why are regulators so slow to react?

PROFESSOR STEPHEN REGAN SENIOR LECTURER – ECONOMICS  
CRANFIELD SCHOOL OF MANAGEMENT

17:40

#### CHAIRMAN'S CLOSING REMARKS

17:50

#### END OF CONFERENCE

Lab Innovator invites you to remain for a cocktail reception immediately following the conference.

## SILVER SPONSOR



First Treasury is a consulting firm specialized in advanced finance and financial systems. First Treasury delivers consulting services to financial institutions and international companies such as international corporations, pension companies, insurance companies, banks, investment banks, governmental organizations and mortgage institutions.

It is First Treasury's vision to become the preferred independent supplier of highly qualified consulting services with regards to advanced finance and financial systems in the regions where First Treasury operates. First Treasury was founded in 2001 and currently employs 35 consultants. First Treasury has delivered consulting services in the Nordic countries, the Baltic area, Benelux, Germany and in the UK.

The consultants at First Treasury have deep knowledge of finance and financial systems, as well as consulting expertise in solution-, process- and infrastructure design and implementation. This has enabled First Treasury to make successful deliveries to its customers in terms of timing, quality and costs compared to obtained values.

## EXHIBITION SPONSOR:



CRM Treasury Systems AB provides cost-effective solutions for treasury administration to users of financial instruments in markets for:

- Foreign Exchange
- Interest rate risk
- Equities
- Commodities
- and now also energy and EU CO2 allowances

For further details: [www.crm.se](http://www.crm.se)

## IN ASSOCIATION WITH:



The European Payments Council (EPC) is the decision-making and coordination body of the European payments industry. The EPC defines common positions for core payments services, provides strategic guidance for standardization, formulates best practices and supports and monitors implementation of decisions taken. The EPC consists of 74 members comprising banks and banking communities. More than 300 professionals from 32 countries are directly engaged in the work programme of the EPC, representing all sizes and sectors of the banking industry within Europe.

The EPC develops the payment schemes and frameworks necessary to realize the Single Euro Payments Area (SEPA). SEPA is an EU integration initiative in the area of payments designed to achieve the completion of the EU internal market and monetary union. SEPA is the area where citizens, companies and other economic participants can make and receive payments in euro, within Europe, whether between or within national boundaries under the same basic conditions, rights and obligations, regardless of their location. SEPA is currently defined as consisting of the EU 27 member states plus Iceland, Norway, Liechtenstein, Switzerland and the Principality of Monaco.

For further information please contact the EPC at [secretariat@europeanpaymentscouncil.eu](mailto:secretariat@europeanpaymentscouncil.eu) or visit the EPC website at [www.europeanpaymentscouncil.eu](http://www.europeanpaymentscouncil.eu).

# LAB innovator

# GLOBAL PAYMENTS

CONFERENCE CODE: LIO28

PLEASE COMPLETE THIS FORM AND FAX BACK TO: + 45 3917 9900

# LAB innovator

## REGISTRATION CONTRACT:

Name
Position
Name
Position
Name
Position

Please send any further names and positions on a separate page.

Organisation				
Address				
City				
Postcode				
Country				
Phone:				
Fax:				
Email:				
Organisation/ VAT No:	Purchase Order No:			
Nature of Business:				
Organisation Size, circle one	- 100	100+	250+	500+

## CONFERENCE FEES:

Host your top clients or your own team for professional development. A superb opportunity for groups of three or more delegates at preferential rates:

1-2 Attendees, including Documentation package	per delegate:	1.343 EUR/ 9.995 DKK
3+ Attendees, including Documentation package	per delegate:	1.007 EUR/ 7.495 DKK
Additional Documentation package, Qty:	per package:	335 EUR/ 2.495 DKK
V.I.P. client code: (BOX)		

## EVENING DINNER:

Number of Attendees to the November 24 Evening Dinner:	per delegate:	134 EUR/ 999 DKK
Number requiring Vegetarian for Evening Dinner and/or Luncheon:		

## ACCOMMODATION:

Request Accommodation Booking at Radisson BLU Royal Viking Hotel to a reduced rate of 2.095 SEK:

Room(s) for	night(s)
-------------	----------

An 18 % service charge has been added to all conference fees prior to the event and is inclusive of programme materials, luncheon and refreshments. All prices excluding 25 % VAT. Payment is required within 8 working days.

Print Name:
Signatur:
Date:

## SPONSORSHIP AND EXHIBITION OPPORTUNITIES

Lab Innovator offers a limited number of sponsorship, exhibition, advertising and marketing packages to provide your company with the possibility to position yourself as a market leader to your target audience.

For details about the wide range of opportunities available, from insertion of promotional materials in the delegate package to full conference sponsorship package, please contact Kenneth Skjøtt Stagis Toft on +45 3917 8378 or by email: [kst@labinnovator.com](mailto:kst@labinnovator.com).

## 4 EASY WAYS TO REGISTER:

**Fax:**  
+ 45 3917 9900

**Phone:**  
+ 45 3917 8378

**E-mail:**  
[registration@labinnovator.com](mailto:registration@labinnovator.com)

**Mail:**  
Lab Innovator  
P. O. Box 374  
DK-1504 Copenhagen V

## Cancellations:

By completing this registration form, the client hereby agrees that Lab Innovator will not be able to mitigate its losses for any less than 50 % of the total contract value. Cancellations must be received by mail or fax three weeks before the conference. Thereafter the full conference price is payable. Delegate substitutions are welcome at any time. If for any reason Lab Innovator decides to amend this conference, we are not responsible for covering airfare, hotel or other costs incurred by registrants. In the event that Lab Innovator cancels the event, Lab Innovator reserves the right to transfer this booking to another conference to be held in the twelve months, or to provide a credit of an equivalent amount to another conference within the same sector within the following twelve months.

Indemnity: Should, for any reasons outside the control of Lab Innovator, the venue or speakers change or the event be cancelled due to an act of terrorism, extreme weather conditions or industrial action, Lab Innovator shall endeavour to re-schedule, the client hereby indemnifies and holds Lab Innovator harmless 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 laws of Denmark to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.