



CFO & Financial Controllers Congress 2006

The Congress for Senior Financial Decision Makers to Confront Today's Key Financial, Regulatory, Operational & Technology Issues

Register Before
27th October and
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Hear Award Winning Case Studies from Leading European CFOs, FDs & FCs covering:

- **Financial Leadership & Clarity:** Generate confidence with your team & the board
- **Taking Finance to the Next Level:** Strategies & best practices to achieve World-Class Performance
- **Corporate Consolidation and Reporting Benchmark Study 2006** – Be one of the first to hear the detailed insights arising from this in-depth study of 130 of the leading Corporations in Europe
- **Building Operational Excellence** as CFO
- **Internal Controls:** Improving governance & risk management
- **Strategy Focused Planning:** Beyond traditional budgeting
- **Aligning Processes, People & Technology:** Provide data driven management of IT
- **Software Selection:** Getting to grips with strategic solutions that BPM vendors provide
- **Dealing with the Talent Crisis:** Developing the skills & capabilities of your finance staff
- **Managing Pension Risk**
- **Compliance:** Meeting the requirements of Basel Pillar II
- **Making Acquisitions Work**

Further high level speakers expected to be added to the agenda – check the web site for the current status

Hear from the following CFOs:



Gilbert Pluym
CFO
ABN AMRO
VERZEKERINGEN



Michel Finance
CFO
FLAMEL
TECHNOLOGIES



Thomas Vontz
CFO
ACCARDA GROUP



Bert van der Schelde
CFO
LOGICACMG



Stefan Ammann
CFO
CAPITAL
DYNAMICS



René van de Kieft
CFO
PGGM



Bruno Combe
CFO
CARTESIS

And from the following FDs, FCs & VPs Finance:



John Wroe
Director of Financial
Control & Treasury
BT



Maddy Scott
Finance Director
ALLIANCE PHARMA



Patricia Spreull
Financial Controller
BASF PLC



Peter Howes
Finance Director
ARICOM PLC



Sven Edvinsson
Senior Vice President
of Finance,
Head of Planning
NORDEA



Mark Kerswell
Deputy Finance
Director
INFORMA PLC



Bjarte Bogsnes
Group Controller
STATOIL

Plus the Financial Executives:



Juergen Ott
Head of Global Reporting
& Group Financial Data
Management
ALLIANZ AG



Professor Dr. Rolf
Hichert
Performance
Measurement Expert
HICHERT + PARTNER



Jonathan
Chocqueel-Mangan
Partner
HEIDRICK &
STRUGGLES



Paul Quigley
Head of Risk Integration
& Measurement
AIB GROUP



Alistair Shaw
Founder
CO-OPTIMUM
MANAGEMENT
FRAMEWORK
TECHNOLOGIES



Len Williamson
Formerly Director of
Global IT Operations
BP

Featuring CFOs, FDs, FCs & senior finance professionals from all industry sectors:

BANKING

- AIB GROUP
- NORDEA
- ACCARDA GROUP

TELECOMS

- BT

INSURANCE

- ALLIANZ AG
- ABN AMRO VERZEKERINGEN

MEDIA

- INFORMA PLC

CHEMICALS

- BASF PLC

ENERGY/MINING

- STATOIL
- ARICOM PLC

PHARMACEUTICALS

- HOFFMANN-LA ROCHE
- ALLIANCE PHARMA
- FLAMEL TECHNOLOGIES

PRIVATE EQUITY

- CAPITAL DYNAMICS

IT / SOFTWARE

- LOGICACMG
- CARTESIS

PENSIONS

- PGGM

RETAIL

The Only Conference in 2006 to Address the 7 Hot Topics for CFO's in 2007

1. Compliance with Regulatory Requirements
2. Group wide Systems Standardisation Improving
3. Governance Controls Risk Management
4. Links with Operational Business
5. Performance Management
6. Skills and Capabilities of Finance Staff
7. Operational Excellence in the Finance Function

Interactive Post-Conference Workshop:

Driving efficiency in the finance function by Implementing an accelerated close

Led by: BPM International

29th November 2006 Hilton Paddington, London

Date: 27th & 28th November 2006, Hilton Paddington, London

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CFO & Financial Cont

Date: 27th & 28th November 2006 Venue: Hilton Paddington, London

Day 1: 27th November 2006

0800 Registration & Coffee

0840 Chairman's Welcome & Opening Remarks

David Jones
Director of Services
PARAGON CONSULTING GROUP LTD



Johannes Balling
Partner
IFB GROUP



0900 **Key Findings & Insights from Finance International Benchmarking Survey 2006**

This landmark study provides an insight to the agenda for CFOs across the world as they face up to the continuing demands for cost effectiveness and efficiency, the increase in compliance regulation and the drive to improve the performance management support they offer to the business. During this session the key findings will be discussed including the impact this will have on the Corporate centre.

- Hot topics and trends which emerged from the survey:
- Performance Management
- Corporate governance
- Beyond Budgeting

David Jones
Director of Services
PARAGON CONSULTING GROUP LTD

Johannes Balling
Partner
IFB GROUP

0940 **Building Operational Excellence as CFO: Your Role as Strategic Guru, Reputational Guardian & Performance Optimiser – Work in Progress**

- The company vision – finance's mission
- Building a responsive business performance management ecosystem
- Implementing resilient governance structures
- Achieving a competitive cost structure across the entire finance function

Thomas Vontz
CFO
ACCARDA GROUP

Thomas Vontz is CFO of Accarda Group, which is a leading customer card issuer and billing outsourcer within Switzerland. Since 2000 Thomas has held a number of Finance positions within the Swisscom Telecommunications Group. As Head of Controlling within Swisscom mobile he was responsible for the strategic planning, budgeting and forecasts, the breakdown of the financial goals into operational targets for line management, key performance indicators and early warning systems.



1020 **The Communication Role of The CFO: Increasing & Diversified Responsibilities**

- Communication towards various and increasing numbers of stakeholders
- Internal vs external communication
- Communication tools and channels
- Managing expectations and maintaining trust and confidence
- From financial / accounting communication to business stories

Michel Finance
CFO
FLAMEL TECHNOLOGIES

Michel Finance is Executive Vice-President & CFO at Flamel Technologies since October 2005. Flamel Technologies is a world leader in drug delivery. Headquartered in Lyon, France, it has been listed at the NASDAQ for 10 years. Michel Finance led his 25 year-career in Finance, M&A and business planning, starting with 5 years as auditor at Coopers & Lybrand. He joined Rhône-Poulenc (now Sanofi-Aventis) in 1986, where he held international CFO positions. Before joining Flamel Technologies, Michel was Senior Vice President & Corporate Controller for the Aventis Group, reporting to the Chief Financial Officer and Vice Chairman of the Board.



1100 Morning Coffee

1115

Optimising Internal Control Sarbanes Oxley: Challenge and Opportunity for the Finance Director?

- Learnings from Sarbanes Oxley projects in the UK, US and beyond
- Drivers and triggers for Controls Optimisation
- Standardisation, simplification and automation – tools for performance improvement
- Using Control strategically
- Managing complexity
- Future thinking

Helen Nixseaman
Leader, Controls
Optimisation Initiatives

PRICEWATERHOUSECOOPERS
Helen Nixseaman has been a partner with PricewaterhouseCoopers, London for 8 years. She leads our risk assurance services team for Consumer and Industrial Products clients. She is also leading the UK firm's thinking around Controls Optimisation; that is helping clients to implement the right controls for their business at the right cost. Helen specialises in providing clients with advice on internal controls and in s404 compliance. She has advised a number of clients on s404 compliance over the last 3 years, and is now supporting them in establishing a sustainable s404 compliance process, embedded in the business.



1155

Improving Governance Controls at PGGM: The Corporate Governance Debate

- Discussing the background to Corporate Governance principles:
- Should governance be an issue for non-listed firms
- Addressing governance issues of the firms PGGM invests in
- Leading by example
- How is PGGM responding internally to governance demands?
- Organising governance for the pension fund
- Taking Responsibility for good governance
- Actively aiming to improve governance of firms we invest in through our responsibility as institutional investor
- Supporting the belief that well governed firms (including socially responsible operations) yield higher returns

René van de Kieft
CFO
PGGM

PGGM is one of the largest Pension funds in Europe and is responsible for the financial future of over 1.9 million people. The fund has a total capital of around 70 billion Euros. René is a member of the board of executive directors – Life Insurance and is responsible for; legal, tax, information management, controlling & accountancy, annual report, auditing, DNB (supervision of insurers).



1235

The Talent Crisis: Developing & Deploying the Skills & Capabilities of Your Finance Staff

The battle for finance talent will intensify in the coming years, but the kinds of skills and capabilities needed will differ substantially from the past. 'Talent Management' could become the outstanding priority for finance organisations in the future. This may mean that finance will have to look outside the function to recruit new staff and fill the capability gaps.

- Expanding the talent base for finance
- Focusing on career development to ensure that key people are retained
- Discussing the key questions that need to be answered as part of the ongoing talent management process
- Exploring the key capabilities that the finance function of the future will need

Jonathan Chocqueel-Mangan
Partner
HEIDRICK & STRUGGLES

Jonathan is a partner in the Leadership Consulting practice. Jonathan helps companies achieve performance improvement and implement change through the structure and alignment of top teams with their business strategy. Jonathan has extensive experience in helping executives and leadership teams establish the norms and practices that lead to successful strategy execution. He has particular expertise in M&A effectiveness and executive on-boarding. Prior to joining Heidrick & Struggles in 2006, Jonathan founded and ran his own consulting



firm, specialising in strategic planning, change management and performance improvement working with a range of large and multinational organisations. He has also been associated with KMPG, Renaissance Worldwide and Andersen Consulting (now Accenture).

1315 Lunch

Stream A: TREASURY & RISK MANAGEMENT

1430

Managing Pension Risk in BT

- Pensions as a key business risk
- Governance from the company perspective and relations with Trustees
- Investment and liability management
- Accounting aspects
- Cost management and sharing the risks
- The impact of regulation

John Wroe
Director of Financial Control & Treasury
BT

John Wroe reports to BT's Group Finance Director and has responsibility for BT's group reporting, group treasury and tax, leading major change programmes within BT's finance function, and BT's group financial control. He joined BT in 1992 and during his period with the group he has played an important role in many major group transactions, has led several major change programmes and has been responsible for managing the group's financial compliance and risks. BT Group plc is the UK's largest telecommunications service provider supplying over 20 million customers with a wide range of communications products and services. Its turnover for the most recent financial year was £19.5 billion with profit before tax of over £2 billion



1510

Co-ordinating Risk & Finance to Meet the Requirements of Basel Pillar II

- Risk assessment for the Internal Capital Adequacy Assessment Process (ICAAP)
- Managing economic and regulatory capital requirements
- Capital management in a Pillar II world
- Beyond capital – funding and liquidity management
- Integrating risk and financial planning

Paul Quigley
Head of Risk Integration & Measurement
AIB GROUP

Dr. Paul Quigley is an Executive in AIB Group with responsibility for Risk Measurement and Integration, reporting directly to the Group Chief Risk Officer. His role includes the development of the new operating model for risk management to meet the requirements of Basel 2. He heads at team that has driven the adoption of changes in credit grading and scoring methodology and is centrally involved in development work on the Internal Capital Adequacy Assessment Model required under Pillar 2 of the Basel Accord.



1550 Afternoon Coffee

Stream B: INTERNATIONAL FINANCIAL REPORTING & THE FINANCE CHALLENGE!

1430

Implementing IFRS at Alliance Pharma

- Endeavouring to be at the forefront of best practice and communications with our stakeholders
- Why the early adoption of IFRS
- Outlining the procedures that the company went through to prepare for IFRS
- Analysing what the impact on the company was
- Communicating to the investors

Maddy Scott
Finance Director
ALLIANCE PHARMA

Alliance Pharma plc is a speciality pharmaceutical company with a good track record in acquisitions and interesting development pipeline. Maddy Scott is a qualified accountant and has worked across both service and manufacturing industries in both management and financial accounting roles. She is Finance Director at Alliance Pharma having joined the company in 1999 to set up the finance department. Since then she has been heavily involved in the variety of challenges and stages that the company has gone through, including each of the acquisitions, floating the company on Aim and



1510

Techniques to Ensure that Finance Can Win the Trust of Non-Accountants in the Organisation Instead of Being Perceived as Smoke & Mirrors

- Know your enemies
- Managing pre conceived ideas and prejudices
- Dealing with Accounting jargon
- High profile frauds
- Turn your enemies into friends
- Get yourself known for the right reasons
- Learn the business
- Put yourself in others shoes
- Understand colleagues business objectives
- Step out of your comfort zone
- Get down and dirty- get involved
- Make sure your communications are understood by following them up
- Ask non finance colleagues what they expect from you

Patricia Spreull
Financial Controller
BASF PLC

BASF is the world's largest chemical company, which supplies a wide range of raw materials for most industries. BASF's main activities are – chemicals, performance products, plastics, agricultural products and nutrition. Patricia provides business controlling services for UK subsidiaries.



1550

Afternoon Coffee

FINAL PLENARY SESSIONS

1605

Global Reporting Initiative: Best Practice in Standardising Finance Processes & Systems

- Managing changes in Finance & IT for Finance
- Setting up a global Financial Transformation program
- Motivating and challenging international project teams
- Improving significantly reporting speed
- Gathering relevant, reliable and real-time information
- Assessing further future achievements: efficiency, gains and cost reductions

Juergen Ott
Head of Global Reporting & Group Financial Data Management
ALLIANZ AG

Allianz Group is one of the largest and most renowned financial service providers in the world. Juergen Ott has worked for Allianz in Group Controlling, Accounting and Tax for more than 10 years. Prior to his current position he was CFO and Risk Manager at Allianz Group Switzerland. Later he became Integration Manager for CFO/CRO functions for Allianz and Dresdner Bank. Being Head of 'Group Financial Data Management', he is responsible for managing Group Reporting tasks including the Group's Finance Transformation Program called 'Global Reporting Program'.



1645

Making Management Reports Work: Improving Executive Reporting

- If management reports do not report
- Truth and lies in scales and legends
- High information density increases insight
- Information between noise and redundancy

Professor Dr. Rolf Hichert
Performance Measurement Expert
HICHERT + PARTNER

Professor Dr. Hichert has had a long track record within the accounting & performance measurement fields. From gaining his Doctorate at the University of Stuttgart, over the last 20 years, Professor Hichert has held various positions at University, Industry and consulting. He is very well recognised as one of the leading experts in performance measurement across continental Europe.



1725

Panel Discussion: Managing Global International Projects in Finance

An open discussion with speakers of the day, who will go through some of their experiences in rolling out large Group projects

1800

End of Day One

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Controller Congress 2006

Day 2: 28th November 2006

0830 Registration & Morning Coffee

0850 Chairman's Opening Remarks

0900 Corporate Performance Management: Hype or Holy Grail?

Corporate Performance Management (CPM) seems to have become the buzzword for all activities of the finance function. But where do you start and when are you ready? Based on Gilbert's own experience in building a new finance function at an insurance company he will try to answer this.

- How to organise for performance
- Managing speed and reliability
- Motivating and empowering your people
- Keeping your clients in mind

Gilbert Pluym CFO

ABN AMRO VERZEKERINGEN

Gilbert Th. Pluym has been Chief Financial Officer (CFO) of ABN AMRO Insurance since May 2002. ABN AMRO Insurance is the insurance company of ABN AMRO in the Netherlands. Since 2003 ABN AMRO Insurance is a joint venture of Delta Lloyd Group (part of AVIVA) and ABN AMRO. As CFO Gilbert Pluym runs the whole finance function (planning & control, actuarial, ALM & treasury, management information, external reporting, financial administration and payments). He is also responsible for Risk management, Compliance, Security and Fraud prevention.



0940 Coping with the Multi Regulatory Burden: Leading Edge Developments from the Banking Sector

- Integrating multiple regulatory and control programmes
- Establishing a governance framework that can adapt to changing regulatory demands
- Creating a single risk and control data set
- Embedding new integrated working and certification
- Real time monitoring of risk and controls
- Real time workflow management

Chuck Teixeira

Director PRICEWATERHOUSECOOPERS

Chuck is the UK Banking and Capital Markets industry leader for Sarbanes Oxley 404. He has 12 years of extensive experience serving banking and capital markets clients in London, New York and Toronto. Chuck's primary responsibility has been leading the implementation of Sarbanes Oxley at several major European banks. In Chuck's capacity as the industry leader for Sarbanes Oxley, he advises engagement teams and clients on technical issues, delivers technical training, speaks at conferences and seminars and provides project and risk management guidance on Sarbanes Oxley engagements.



Chuck has previously worked in the New York and Toronto offices. He has led a number of engagements assisting North American financial institutions in assessing their corporate governance infrastructure, developing suitable governance frameworks and ensuring compliance with new corporate governance legislation and regulations, including Sarbanes Oxley.

1020 Trends in Effective Planning and Forecasting

- Avoiding the strategy & planning trap in 2006
- Closing the forecasting discipline gap
- Benefits of continuous driver based planning

Bruno Combe

CFO

CARTESIS

Bruno Combe leads the finance, legal, administration and information services functions at Cartesis. He plays a pivotal role in developing Cartesis' growth and consolidating its position worldwide. Previously, Bruno was Executive Vice President of Ingenico, the world's largest provider of secure transaction solutions for the banking and retail industries, where he led finance, development and partnerships



1100 Morning Coffee

1115

A Strategy Focused Planning System Instead of Traditional Budgeting

- Reasons for moving from traditional budgeting to a continuous management process
- Balanced scorecard to make strategy operational
- Rolling financial forecasts to ensure updated view on future performance
- Early warnings – need for corrective actions
- Service Level Agreements to ensure an internal business driven process
- Experiences and challenges

Sven Edvinsson Senior Vice President of Finance, Head of Planning NORDEA

Sven is Head of Group Planning and Senior Vice President in Nordea and has worked for Nordea since 1992. Group Planning is responsible for effective use and development of PPMM (Planning and Performance Management Model) and the overall model for "Managing for value" in the entire Group. Coordination of the planning process throughout the Group, effective use of Balanced Scorecard (BSC) as the central management tool in the whole Group, coordination and monitoring of the SLA (Service Level Agreement) process and continuous development of the BSC and SLA concepts as part of PPMM.



1155

Finance Re-Design Within Informa Group

- Redesign of the Informa Group consolidation and reporting process
- The value of high quality central and local financial and KPI information
- Driving change through local finance teams and reporting processes
- The impact of systems, culture and control

Mark Kerswell Deputy Finance Director INFORMA PLC

Mark joined Informa in July 2005 following their acquisition of IIR. As Deputy Finance Director, Mark manages the central finance team and is also responsible for local finance teams across the Group. Currently based in London, Mark has lived and worked in The Netherlands, Australia, Hong Kong and the USA. Mark joined IIR in 1996 and prior to being appointed as Chief Financial Officer in May 2000, he held a number of finance roles within IIR including Head of Corporate Finance.



1235

Blowing up the Budget: Statoil's Journey Beyond Budgeting

- Why is traditional budgeting a barrier for good performance management?
- What are the alternatives – the Statoil case
- How to overcome resistance, and implement an effective measurement tool
- Why should Finance and HR join forces: – integrated performance management

Bjarte Bognes Group Controller STATOIL

Bjarte Bognes has worked internationally most of his career, both in Finance and in HR. As Group Controller for the petrochemicals group Borealis he headed the abolishment of traditional budgeting in this company. Bjarte has been advocating the abolishment of traditional budgeting since then, speaking at numerous conferences across Europe. He is currently Group Controller with the oil company Statoil's international upstream business. Statoil is Scandinavia's largest company, with operations in 25 countries and a turnover of 40 bn USD



1315

Lunch

Stream C: IT & PROCESS IMPROVEMENT

1430

Systems that Deliver on the Strategic Promise of Business Performance Management: Do They Exist?

- Do BPM systems live up to their strategic promise:
 - Better execution of strategy or not?
 - Gaining competitive advantage?

- A brief review of available software packages
- Why implementers achieve only tactical, incremental improvements
- Bridging the BPM gap
- An complimentary approach to centralised BPM
 - Time for team-owned BPM solutions
 - How does this work?
- Achieving strategic BPM processes and systems
- Case study examples

Alistair Shaw Founder CO-OPTIMUM MANAGEMENT FRAMEWORK TECHNOLOGIES

Alistair has been involved exclusively in providing business performance management (BPM, also known as CPM, EPM, and SEM) solutions since 1991. He has experience in North America and Europe, working with both PricewaterhouseCoopers Consulting and Hyperion Solutions. In March 2004 Alistair founded coOptimum Management Framework Technologies LLC (coOptimum), based in Connecticut, USA. coOptimum's mission is to perform research into and development of visionary software applications for addressing the performance management needs of business teams operating in the context of the large, complex organizations – Integrated Team Performance Management (ITPM).



1510

It's all About Process: Data Driven Management of a Global IT Organisation

- Cost effective, reliable and secure IT is critical to achievement of business strategy
- IT Strategy, the right technology and the right people are all important but process is the glue
- How we globalised process in BP for IT
- Aligning processes, people, technology to provide data driven management of IT

Len Williamson Formerly Director of Global IT Operations BP

Len is a senior manager with a strong P&L track record in Trading and success delivering large scale global transformation programmes within Trading and IT. An International manager who has held senior leadership roles in the UK, Belgium, USA and Singapore. He enjoys taking on major challenges and seeing through the delivery of solutions through bright and motivated people. Recently Len's team in BP won the prestigious ITIL project of the year award in Las Vegas for delivery of its global IT process project



Stream D: CORPORATE FINANCE & COMPANY TRANSFORMATION

1430

Managing Rapid Growth in an Organisation & Making Acquisition Work

- The CFO role - in a rapidly growing company.
- Acquisition challenges – beating the clock.
- Risk/Rewards – for the company & the CFO.
- Key Success factors – what to focus on

Stefan Ammann CFO

Capital Dynamics provides uniquely structured investment solutions to institutional investors around the world. Stefan Ammann is a Managing Director and is Chief Financial Officer/Chief Operating Officer. Prior to joining Capital Dynamics, Stefan was CFO for a telecommunications joint venture company in Switzerland. From 1997 through 2001, he was with Trafigura Beheer, a large international trading company.



1510

Offshoring & Outsourcing the Finance Function, IT and Business Processes

- Establishing what outsourcing actually is and the kind of activities and processes that can be outsourced
- How did outsourcing play a role in LogicaCMG's business transformation
- Discussing the outsourcing trends and changes in the outsourcing arena
- Why did LogicaCMG and other companies decide to outsource

- What do companies outsource
- How can your organisation make use of offshore

Bert van der Schelde CFO

LOGICACMG

LogicaCMG is a major international force in IT services. It employs 30,000 people across 36 countries. Since 2001 Bert van der Schelde is Chief Financial Officer of LogicaCMG Nederland. Within LogicaCMG he has a broad portfolio of responsibilities: finance & controlling, acquisitions, risk management, tax, treasury, IT, facility management, procurement and security. He played an important role in the turnaround to adapt the organisation to the changing market conditions. He is also process owner of the corporate governance process.



FINAL PLENARY SESSIONS

1550

Afternoon Coffee

1605

Roche's Finance Transformation Journey Over the Last Five Years

- Fast Close
- Top Information Quality
- Implementing a monthly accruals process across the Group
- Internal Controls over Financial Reporting - implementation on Group closing process
- Bottom up Cash Flow reporting

Anne Stiehl

Head of Reporting Process Management, Corporate Finance, Accounting & Controlling F. HOFFMANN LA ROCHE

Headquartered in Basel, Switzerland, Roche operates in more than 100 countries and has over 200 separate reporting entities. Anne Stiehl is the head of financial reporting process management within Roche. As a key member of the Fast Close project she was responsible for the implementation of a 3-day "right first time" closing process in all Roche subsidiaries around the world. Following the Syntex acquisition in 1995, Anne Stiehl joined Roche to support the worldwide implementation of SAP and subsequently has held various positions in Roche Corporate Finance Information Management and Business Planning.

1645

The Interplay Between Finance & Operations: Close Ties Lead to a Stronger Business

- Sharing common objectives to encourage teamwork
- Aligning finance with operations by taking finance to the coal face
- Understanding the underlying reality behind the figures
- Creating operational action plans from financial reports.

Peter Howes Finance Director ARICOM PLC

Aricom plc was formed in late 2003 in order to acquire from Peter Hambro Mining plc, the gold miner, and develop the Kuranakh ilmenite and titanomagnetite deposit, situated in the Amur Region of Russia's Far East. Aricom owns, or has the right to acquire, interests in four deposits in the Far East of Russia – the Kuranakh and Bolshoi Seym iron ore and ilmenite deposits in the Amur Region, and the Kimkanskoye and Sutarshoye iron ore deposits in the Evreyskaya Avtonomnaya Oblast (EAO). The company is headquartered in London, with a board of directors composed of UK and Russian citizens. Peter Howes, who joined Aricom plc as Finance Director in December 2003, has over 7 years of experience working in Russia and Eastern Europe, initially as an auditor and management consultant and subsequently as Finance Director of a Latvian cement producer.



1725

Champagne Draw & Close of Conference

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BPM International is Europe's only integrated Business Performance Management consulting network. Its members are leading practitioners in the processes, methodologies, metrics and systems needed to create high performance and reliable BPM solutions. We work with many diverse companies across multiple industries including some of Europe's largest multinational corporations to deliver BPM solutions. We have expertise in and work closely with all the leading BPM solution vendors including Cartesis, Hyperion, OutlookSoft and SAP. We collaborate on thought leadership, best practices, training and real life experiences to create a unique perspective on the successful implementation of BPM Solutions. This perspective combined with our common approach to BPM projects delivers real, differentiating value to our clients. **BPM International:** David JH Jones +44 (7711) 063 722 david.jones@pcong.com

The founding members of BPM International include:



Centre Consulting is headquartered in The Netherlands and is founded on more than 30 years proven experience of implementing state-of-the-art BPM solutions at the Corporate Centre's of leading Dutch and European corporations. It consists of a team of trained and certified consultants who have a focused skill set of performance management and analytics, particularly as applied to group finance and the integration of business processes with information technology. Centre works with its clients to improve their group finance processes by providing experts on BPM processes and experts on the leading BPM software packages. Centre is renowned for establishing long term and highly valued relationships with its clients and is the leading Dutch consultancy in Business Performance Management for group finance.

Centre Consulting: Klaas van de Geest +31 (0)653132666 Klaas.van.de.Geest@centreconsulting.nl



ifb was founded in Germany in 1989 and has 240 staff located in Germany, Switzerland and China. ifb offers consulting services and software solutions based on highly developed expertise in both business knowledge and IT to assist banks, insurance companies and corporates in strategy, Business Performance Management, risk management and finance. Our Financial Management consultants carry out a broad range of assignments to help clients improve their finance organisation, finance processes and finance systems. In particular, we have worked extensively on IFRS and BPM implementations projects. Since 1995 ifb has had a partnership with SAP focusing on the banking and risk management area, ifb implements SAP banking solutions on an international basis and contributes to the development of the SAP Banking solution. Over 1600 clients rely on ifb Consulting Services and Software Solutions in the Risk and Financial Management area. **ifb Germany:** Claus Stegmann +49 (0)221 92 1841-120 claus.stegmann@ifbag.com
ifb Switzerland: Johannes Balling +41(0)55 416 2646 johannes.balling@ifb-group.com



Paragon Consulting Group is headquartered in London and provides services and solutions focused exclusively on Business Performance Management (BPM). We have extensive experience of creating high performance and reliable consolidation, reporting, planning, budgeting, executive information and analytical solutions. We also have extensive experience of defining BPM transformation roadmaps, designing BPM processes (fast close, better budgeting), performing system selection exercises and providing end-to-end BPM project implementation. In addition we have a successful track record in providing BPM Application Management services for corporations who wish to outsource these tasks. We have been involved in numerous BPM finance system implementations with some of the Europe's largest companies including many UK and Danish top 50 corporations.

Paragon Consulting Group: Richard Wyles +44 (0)20 7224 0329 richard.wyles@pcong.com



Infineo, a leading French Management Consulting and Advisory Services Company was founded in 2004 by the Business&Decision Group and is comprised of former ex-partners and directors from the Big Four Consulting and Auditing firms. Infineo focuses primarily on the CEO, CFO, Controllers and other Senior Managers of Finance Departments, but has recently extended its coverage to incorporate CRM and Supply Chain Services. Infineo has positioned itself to become the French leader in management advisory services, providing sustainable performance to its clients. Our Management Advisory Services are driven by the identification and cross-fertilization of best practices in the profession, on the recasting of organization and processes, the management of change (communication, training and coaching), professional assistance in decision-making and systems implementation. Infineo consultants bring a structured framework and methodology of problem identification, which permits them to suggest improvements for each of the different actors in the firm, rendering their processes and information systems more efficient. Contact INFINEO: Benoît Heitz: +33 6 19 66 37 48 . benoit.heitz@infineo.fr



Valor Gest is Portugal's largest consultancy providing focused services and solutions for Business Performance Management (BPM) and is built on many years of experience gained at PricewaterhouseCoopers. We help our clients design and build effective BPM solutions which accommodate local GAAP, International Financial Reporting Standards (IFRS) and integrate legal and management information requirements. We have particular expertise in bridging the complexities of demanding local GAAP's, such as Portuguese GAAP, with the requirements of IFRS and of systemising complex legal holding structures in BPM tools. Our clients include the majority of Portugal's largest groups, including banking, retail, utility and manufacturing companies.

ValorGest: Paulo Honório Ferreira +351 (0)249 541 792 paulo.ferreira@valorgest.pt

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PwC Risk Assurance services helps companies to do business with confidence by identifying, measuring and managing risk more effectively. PwC can help in the following three key areas:

Confident performance: We build a thorough understanding of risk to improve a company's ability to achieve its business ambitions.

Confident processes: We help make business processes more reliable by taking a pragmatic approach to risk.

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PwC has a wealth of experience in risk management. Many of our specialists are leaders in their respective fields. Risk assurance services has a strong track record of working with businesses from all industries and our in-depth industry knowledge enables us to tackle industry-specific risks and offer benchmarking opportunities. Our approach is based on providing advice and assurance focused on individual client issues and problems.

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Post Conference workshop 29th November 2006

Driving efficiency in the finance function by Implementing an accelerated close

How Will You Benefit?

This workshop, which will operate on an interactive basis, will give you:

- An approach you can use to implement an accelerated close
- An analysis of where you are now with your reporting process
- A checklist of accelerated close quick wins
- The tools to design a new process and systems
- Accelerated close implementation guidance
- Real life illustrations of how systems can help deliver an accelerated close

- Examples through case studies of companies who have already reaped the rewards of accelerated close
- Understand why the accelerated close can drive finance process efficiency across the whole transaction recording cycle

As a Group Financial Professional, for whom a great deal of importance is now placed on adding value for both your internal and external stakeholders, delivering more timely

information at the right time is essential.

One of the best ways you can do this is to ensure your processes and systems are more streamlined across the reporting cycle so that you can deliver an accelerated close. After all who wants to spend more time, money or effort than necessary to gather and consolidate data for monthly, quarterly and annual reporting?

Workshop Programme

0900 Registration & Coffee

0930 Workshop Commences

Session One

Understanding Where You Are Now

- An approach for delivering accelerated close
- Mapping the current process and analysing how time is spent
- Evidence of wasted activity
- Root-cause analysis of errors and adjustments
- Motivating the change - benefits and costs

Session Two

Designing The New Process

- Eliminating wasteful activity
- Crunching the timeframe
- Fixing the basics
- Chart of accounts and department structures
- Reporting issues
- Shared service centres
- Organisation structure for the new process

Session Three

Implementing The New Process

- Training for implementation

- Documentation including policies and procedures

- Monthly post close meeting
- Managing the change
- Systems support for the new process - real life examples

Session Four

Case Studies Will Cover

- A self-contained accounting unit
- A global accounting unit

1630 Workshop Closes

The workshop will start at 0930 and conclude at 1630. There will be breaks for coffee throughout the day and a 3 course lunch will be served at 1300

Your Workshop Leaders

David J.H Jones, Director of Services, Paragon Consulting Group. David is one of Europe's leading experts in management information systems, performance management and financial management processes, particularly as applied to the corporate centre. He has worked in this area for 17 years and before joining Paragon was an Associate Partner with the Financial Management team at IBM Business Consulting Services (Formerly PricewaterhouseCoopers Consulting). He has specialised in the design and implementation of group-wide management and financial reporting processes using the latest techniques and technologies available. He has particular expertise in the fast close, better budgeting and performance management. At Paragon he is Director of Services and is helping to drive the rapid growth of Paragon's Business Performance Management (BPM) services.

Klaas van de Geest, Managing Director, Centre Consulting Netherlands. Klaas is an expert in the area of group reporting and consolidation. He has broad experience in best practice around "Fast Close" and the implementation of BPM applications. He has worked in this area for more than 15 years and was managing the performance management practice at IBM Business Consulting Services (Formerly PricewaterhouseCoopers Consulting) before he started his own BPM consulting practice in The Netherlands. As a project manager he has been involved in various implementation projects of management information, group reporting and consolidation systems, including reporting on multi-GAAP, IFRS and Fast Close. He has worked in the Corporate Centres of organisations across all sectors.

Johannes Balling who is the Managing Partner of IFB in Switzerland, has particular experience in helping international clients improve their closing process and achieve substantial cycle time reductions. His experience in this context has covered redesign of processes and organisations as well as systems aspects and implementation. Johannes' specific experience is focused on the financial services industry and retail groups both in Switzerland and Europe.

Andreas Fuchs is a Managing Consultant at ifb Group and an expert in management information and group reporting systems. He has wide experience in supporting multinational companies in the selection, design and implementation of leading-edge financial information systems. In particular, he helps clients implement solutions that support the fast close processes and deliver significant cycle time reductions.

Benoît Heitz, lead partner for BPM and Financial services joined Business&Decision Group two years ago to create the Management Consulting firm named INFINEO. Benoît has been a finance function consultant for 15 years. He spent 6 years at the heart of financial management for a major French bank (BNP Paribas), where he was responsible for the consolidation process and reporting, and for the design and administration of group information systems. Benoît also spent 9 years in audit and Consulting firms, advising on various engagements related to audit, consolidation and Group Information Systems. Until May 2005, Mr Heitz was the cross-sectoral leader at PricewaterhouseCoopers (IBM) Business Consulting Services, in charge of the development and co-ordination of the Financial Management/Group Reporting/Group Management practice, where his work covered: IAS/IFRS projects, fast close, finance function overhaul /optimisation, accounting closing and AMS, outsourcing.

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CFO & FC **CFO & Financial Controllers Congress 2006**

27th & 28th November 2006, London

A Unique event created specifically for senior financial executives across all major industries

Dear Colleague,

Keeping a major business on a solid financial footing has never been more complex. If IFRS and global accounting convergence were not enough, CFOs and FDs now have to contend with the enhanced narrative disclosures of strategy and operational performance.

Again, there might be a number of different drivers compelling companies to review their KPIs and associated risks whether that be through SOX, the Combined Code or the EU Accounts Modernisation Directive.

Then of course, there is the business of actually driving corporate financial strategy, evaluating and driving value-added projects as diverse as acquisitions, outsourcing IT implementation and funding corporate pensions.

IIR's unique way of handling this complicated balancing act, has been to develop this critical event that is both **led by** CFOs and Financial Controllers, **for** CFOs and Financial Controllers, **based on exclusive research with** CFOs and Financial Controllers

Following last years successful CFO event, IIR's congress will return with an equally impressive line up of CFOs and senior Finance Executives on stage and in the audience, creating a dynamic and inspiring environment.

The event will offer participants the opportunity to learn and network with financial visionaries from industry and government in a **case study driven programme**. The sessions will discuss best practices & the latest techniques for dealing with:

- **Financial Leadership & Clarity:** To generate confidence within your team and the board
- **Taking Finance to the Next Level:** Strategies and best practices for achieving World-Class Finance Performance
- **Finance International Benchmarking Survey 2006**
- **Building Operational Excellence** as CFO
- **Internal Controls:** Improving governance and risk management
- **Strategy Focused Planning:** Moving away from traditional budgeting
- **Aligning Processes, People and Technology:** Provide data driven management of IT
- **Software Selection:** Getting to grips with strategic solutions that BPM vendors provide
- **Dealing with the Talent Crisis:** Developing the skills and capabilities of your finance staff
- **Making Acquisition Work**
- **Managing Pension Risk**
- **Compliance:** Meeting the requirements of Basel Pillar II

This is a perfect opportunity to interact with Financial officers from some of the largest global corporations, on how they **steer their organisations** and implement new legislation as well as growing the business.

I look forward to seeing you in November.
Kind regards

K.M. EVANS

Karen Evans, Conference Producer

"The depth & breadth of the quality of speakers and participants aligned with an innovative programme enables IIR's conference to achieve a constant high quality."

Bill Ward

Internet Finance Services Director
CISCO SYSTEMS

"IIR's conference is a great opportunity for networking and provides a critical look at all aspects of the business."

Malcolm Cheetham

Head of Group Financial Reporting & Accounting
NOVARTIS

With special thanks to the Conference Advisory Panel:

Benoît Heitz,
Managing Partner,
INFINEO

Klaas van de Geest,
Director,
CENTRE CONSULTING

David Jones,
Director of Services,
PARAGON CONSULTING GROUP LTD

Johannes Balling,
Partner, **IFB GROUP**

Lindsey Dedman,
UK Marketing Manager,
CARTESIS

These days CFOs, FDs and FCs are placed under a huge position of responsibility and the need for such individuals to share concerns, experiences and best practices is paramount.

"You need to be a deal-making CFO, but you can't walk away from being the prudential CFO who helps establish the ethical tone."

David Odell, CFO, HYPERION

IIR's unique way of handling this complicated balancing act, has been to develop this critical event that is both **led by** CFOs and Financial Controllers, **for** CFOs and Financial Controllers, **based on exclusive research with** CFOs and Financial Controllers

Following last years successful CFO event, IIR's congress will return with an equally impressive line up of CFOs and senior Finance Executives on stage and in the audience, creating a dynamic and inspiring environment.

This year's speakers include CFOs, FDs & Controllers from all sectors including:

- **ALLIANZ**
- **BT**
- **ALLIANCE PHARMA**
- **ARICOM**
- **STATOIL**
- **CAPITAL DYNAMICS**
- **BP**
- **LOGICACMG**
- **HOFFMANN-LA ROCHE**
- **CARTESIS**
- **BASF**
- **AIB GROUP**
- **PGGM**
- **NORDEA**
- **ACCARDA**
- **FLAMEL TECHNOLOGIES**
- **INFORMA**
- **ABN AMRO VERZEKERINGEN**

Some of the featured discussions at this year's event include:

- **CFO from FLAMEL** – discussing the importance of the communication role of the CFO to renew trust and generate confidence

- **CFO from CAPITAL DYNAMICS**, focusing on the key successful factors to make acquisition work

- **CFO from PGGM**, speaking about improving governance control

- **CFO from ABN AMRO Verzekeringen**, based on his own experience in building a new finance function, will discuss how they organised performance

- **CFO from ACCARDA GROUP**, exploring how to achieve operational excellence and building a responsive business performance management ecosystem

- **Finance Director from INFORMA PLC**, discussing the redesign of the Informa Group consolidation & reporting processes

- **Director of Financial Control**, from **BT**, sharing their experience in dealing with Pensions risk and the balance sheet

- **Financial Controller**, from **BASF**, looking at techniques to ensure that Finance can win the trust of non-accountants

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CFO & Financial Controllers Congress

Conference: 27th & 28th November 2006, Hilton Paddington, London

Workshop: Accelerated Close, 29th November 2006, London

KM1732

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KM1732
27th & 28th November 2006
KM1732W
29th November 2006

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