

# Network Management 2010

## 10TH ANNIVERSARY

# NeMa

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"NeMa is the only event in the year where you can meet all your providers and competitors at the same time"  
Hans Koek  
KAS BANK

## Realigning Your Network In The Emergent New World Order

Top Level Insights Will Be Made By The Following Industry Leaders:

- HSBC SECURITIES SERVICES
- UNICREDIT
- THE BANK OF NEW YORK MELLON
- BANK OF AMERICA MERRILL LYNCH
- BROWN BROTHERS HARRIMAN
- STATE STREET
- NORTHERN TRUST
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- MALTA FINANCIAL SERVICES AUTHORITY
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- SOCIÉTÉ GÉNÉRALE SECURITIES SERVICES
- NATIONAL DEPOSITORY CENTER
- INFORMATION MOSAIC
- ROYAL BANK OF SCOTLAND INTERNATIONAL
- GANADO & ASSOCIATES
- CLIFFORD CHANCE
- NORDEA
- BNP PARIBAS SECURITIES SERVICES
- THOMAS MURRAY LIMITED
- EUROPEAN CENTRAL BANK
- EUROCLEAR
- SEB
- GLOBAL CUSTODIAN
- CLEARSTREAM
- FINANCIAL SERVICES RESEARCH
- UBS INVESTMENT BANK
- EUROCCP
- HBL CONSULTANCY SERVICES
- CENTRAL DEPOSITORY AND SETTLEMENT CORPORATION LIMITED (KENYA)
- GSE SECURITIES DEPOSITORY CO. LTD (GHANA)
- UNITED BANK FOR AFRICA PLC
- ITAU UNIBANCO

Special Guest Speakers



**The Hon. Tonio Fenech**  
Minister of Finance,  
the Economy And  
Investment  
GOVERNMENT  
OF MALTA



**Sir Ranulph Fiennes**  
Bt, OBE  
"Personal  
Motivation &  
Determination"

### Key Industry Speakers Taking Part This Year Include:



Colin Brooks  
HSBC



Dominic Hobson  
GLOBAL CUSTODIAN



Andy Osborne  
NORTHERN TRUST



Andrew Rand  
BROWN BROTHERS  
HARRIMAN



Beatriz Molina Aragones  
THE BANK OF NEW  
YORK MELLON



Heinz Fischer  
CREDIT SUISSE



Tom Isaac  
CITI



John Whelan  
BANK OF AMERICA  
MERRILL LYNCH



Lilla Juranyi  
ING COMMERCIAL  
BANKING SECURITIES  
SERVICES



David Penstone  
DEUTSCHE BANK



Attila Szalay-Berzeviczy  
UNICREDIT



Kevin Molloy  
STATE STREET

### 5 Reasons Why You Simply Have To Come To NeMa 2010:

1. All Your Peers Will Be Here. This Is The Most Important Gathering Of Network Managers – Bar None
2. More Interactive Electronic Polling Sessions – Find Out How Your Views Compare With Those Of Your Contemporaries
3. New "Off The Record" Roundtable Lunch Discussion Groups – Your Chance To Network With Those Most Relevant To Your Prime Business Focus
4. Hear Fresh Perspectives From Our Guest Out-Of-The Box Speakers – And Take Away Practical Advice To Stay Ahead Of The Pack
5. Find Out How Malta Is Emerging To Be A Major European Financial Centre – And What Implications This Has For Your Business Strategy

**PLUS**  
Pre-Conference Summit:  
**Africa Securities Summit**  
Tuesday 8 June, 2010

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Main Conference -  
9 & 10 June, 2010  
Africa Securities Summit -  
8 June, 2010  
Hilton Malta Hotel, Malta

To Register: Tel: +44 (0)20 7017 7200 Fax: +44 (0) 20 7017 7807 Email: info@icbi.co.uk  
For the latest agenda please visit: www.nema-event.com

## Day One: 9 June 2010

8:20 Registration & Coffee

9:00 Chairman's Opening Remarks



**Attila Szalay-Berzeviczy**  
*Global Head of Global Securities Services*  
**UNICREDIT**

Attila started his career in 1990 at Budapest Bank before joining Bank Austria Creditanstalt. After managing the Hungarian custody and settlement units of these banks for 15 years he was appointed as Global Head of Global Securities Services of UniCredit Group in 2009. Between 2004 and 2008, he was also the Chairman of the Budapest Stock Exchange. He graduated in the field of finance and international economics at the Budapest University of Economics.

9:10 **SPECIAL GUEST WELCOME**



**The Hon. Tonio Fenech**  
*Minister of Finance, the Economy & Investment, GOVERNMENT OF MALTA*  
In March 2004, Tonio Fenech was appointed Parliamentary Secretary in the Ministry of Finance by Prime Minister and Minister of Finance Dr. Lawrence Gonzi. During these four years, Tonio Fenech was responsible, amongst others, for the accession into the euro zone, the achievement of the Maastricht convergence criteria and the successful termination of the contractual agreements and the finishing of work at Mater Dei Hospital. In March 2008, Tonio Fenech was appointed as Minister of Finance, the Economy and Investment.

9:20 **PARTNER ADDRESS**

**Malta: A Model Of Stability In A Changing Landscape**



**Professor Joe V. Bannister, Chairman MALTA FINANCIAL SERVICES AUTHORITY**

Professor Bannister has been Chairman of the MFSA for the past ten years. He managed reforms that put Malta's financial services sector in a strong position to capitalise on the country's EU entry. He has been a key figure in negotiating and working with the EU, OECD, FATF, IMF and the key supervisory organisations. He represents the Authority on the Committee of European Securities Regulators (CESR) and chaired Malta's inward investment agency between 1990 and 1994.

9:40 **KEYNOTE ADDRESS**

**NeMa 2010 - Gauging The Lay Of The Land And Charting The Journey Ahead**

- What have we learnt/ not learnt from the crisis?
- NeMa 2015 – what may the shape of the industry look like?



**Colin Brooks**  
*Global Head of Sub-Custody and Clearing HSBC SECURITIES SERVICES*

Colin Brooks has been closely involved in the development of securities services in HSBC for almost 20 years. Currently the global head of Sub-Custody and Clearing, Colin is responsible for the business in the 39 markets worldwide in which it currently provides services, spanning four out of the five continents. He is a member of HSBC's Securities Services Management Committee and represents HSBC on SWIFT's Securities Council.

10:10 **INTERACTIVE VOTING SESSION**

**Future Of Regional Custody Offerings: What Are The Benefits To Using A Multi-Franchise Custodian?**

- Regional service levels vs. service levels per markets and clients' satisfaction
- How to manage your network in a cost conscious environment
- Shadow sub-custodian networks
- Where do we go from here?



Moderator:  
**Dominic Hobson, Editor in Chief GLOBAL CUSTODIAN**

Dominic Hobson is Editor-in-Chief of Global Custodian magazine. Born and educated in Southern Rhodesia, Dominic graduated from Cambridge University in 1980. He spent four years in investment banking with Morgan Grenfell before leaving to help found Asset International, publishers of Global Custodian and Plan Sponsor magazines. Dominic is also a published author, with three books to his credit.

Panelists:



**Philippe Vanin, Head of Correspondent Banking & Network Management PICTET & CIE**

Philippe is currently responsible for Pictet Correspondent Banking and Network Management department since August 2007. Prior to joining Pictet, Philippe was been working with BNP Paribas Securities Services in Paris where he was head of Global Custody operations between 2001 and 2004 and Asset Servicing operations between 2004 and 2007.



**Andy Osborne, Senior Vice President - Head of Worldwide Network Management NORTHERN TRUST**

Andy is based in London. From here he strategically manages Northern Trust's multi-region Network Management group which globally oversees Northern Trust's entire sub-custodian network of sub-custodian and payment banks



**Kevin Molloy, Vice President STATE STREET**

Kevin is responsible for State Street's Global Correspondent Banking and the regional Network team for the Asia, Africa and Middle East markets. Prior to this he managed the Network team responsible for the Americas and European sub-custodian and cash agent bank relationships. Kevin's earlier experience includes management responsibilities in servicing Mutual Fund Services, Global Markets, Foreign Exchange, and Cash & Securities Operations.



**David Penstone, Director, Head of Sales & Client Management, Austria & Eastern Europe, DEUTSCHE BANK**

David Penstone joined Deutsche Bank's Domestic Custody Services business in May 2009 as Head of Sales & Client Management for Austria & Eastern Europe and is based in Vienna. David has over 20 years experience in the securities industry. Prior to joining Deutsche Bank, David held the position of Global Head of Sales and Relationship Management at the Bank of Austria Creditanstalt/UniCredit in Austria.

10:50 Morning Coffee

11:20 **Risk Focus: What Does the Network Manager Expect From His Sub-Custodian In Differing Markets? And Has The Appetite For Risk Increased?**

- Fees vs. Risk – are fees adequate to cover increased demands on risk mitigation and regulation?
- Product and market diversity
- Reviewing safety of assets



**Ulf Noren, Head of Client Relations, SEB**

Ulf has worked with both Global Custody and Sub-Custody for more than 26 years. He is now mainly working in the sub-custody field by taking care of the Client Relations and Sales force in this business for SEB's venture in Denmark, Estonia, Finland, Germany, Latvia, Lithuania, Norway, Sweden, Russia and Ukraine.



**Andrew Rand, Senior Vice President BROWN BROTHERS HARRIMAN**

Since joining BBH in 1998 Andrew has worked in Network Management, where he is currently responsible for sub-custodian relationship management and due diligence in 100 countries; market practice expertise and information products; and the establishment of sub-custodian service levels. In 2007 he was also asked to lead the firm's supply chain efforts, engaging sub-custodians and vendors in the creation of workflow redesigns to improve productivity across the firm.



**Heinz Fischer, MD - Head of Global Network Management, CREDIT SUISSE**

Heinz has been Global Head Network Management for cash and securities since 2009, and represents Credit Suisse in various external bodies/working groups. His previous role from 2001-2008 was Head of CS PB Global Network Management Sector.

**Nigel Butler, Vice President - Head of Network Management BANK OF AMERICA MERRILL LYNCH (tbc)**

12:00 **Value Added Services: Are They Really Required By The Client In Emerging Markets?**

- Adding value in times of crisis - how can a custodian help its clients?
- What are the critical areas of assessment for network managers in their market reviews and why?
- How should these areas be looked at?

Moderator:

**Bob Currie, Editorial Director FINANCIAL SERVICES RESEARCH**

Bob Currie is Editorial Director and co-founder of Financial Services Research, a quarterly journal that reports on investment performance, risk and operational efficiency in the financial services industry. Prior to his current role as financial commentator, Bob worked for much of the 1990s as lecturer and researcher in the UK university sector, specialising in international political economy and development strategy for emerging markets.

Panelists:

**Beatriz Molina Aragonés, Head of Global Network Management THE BANK OF NEW YORK MELLON**

Beatriz joined securities operations at JP Morgan in 1992. When The Bank of New York took over JPM's Global Custody in 1996, she moved to Global Network Management where she has had several roles in the Europe, Middle East and Africa team. Currently Beatriz is Head of Global Network Management in Asset Servicing at The Bank of New York Mellon, based in Brussels. In this role, she is responsible for the subcustody network across 105 markets.



**Lilla Juranyi, Global Head Custody ING COMMERCIAL BANKING SECURITIES SERVICES**

From the start up period until Lilla's appointment in Amsterdam as the Global Head Custody, ING's Securities Services became a top provider in the Hungarian market. As an elected member of the Settlement Committee of the Budapest Stock Exchange, she has also been instrumental in the development of the Hungarian capital markets between 2001 and 2007. She resigned from this position when she extended her contract in The Netherlands after the first termination period. As of September 2006 she was invited to a regional position and appointed at ING as Global Head Custody, being responsible further developing the regional capabilities of the Securities Services business with focus on Central Eastern Europe.



**Ramy Bourgi, Head of Emerging Markets SOCIETE GENERALE SECURITIES SERVICES**

Ramy Bourgi is a member of the Société Générale Securities Services (SGSS) Management Committee and is responsible for Emerging Markets. He joined Société Générale Securities Services in 2007. Previous assignments included Co-Head of Worldwide Securities Services in EMEA, JPMorgan Chase Bank, and Co-Head of Business Development, Institutions, EMEA at Cambridge Place Investment Management.



**Simon Cleary**  
*Global Product Head for Custody Services*  
**STANDARD CHARTERED**

Simon Cleary is the Global Product Head for Custody Services at Standard Chartered Bank, based in Singapore, having joined SCB in October 2008 with a primary mandate to lead the strategy across the entire Custody product suite – a key focus and growth area for the Securities Services business. Simon has more than 25 years experience in the Securities Services industry, primarily specializing in the custody space at both global and local levels. Simon has worked in operations, account management, business and product management, and strategic development roles with BBH, SWIFT, Citigroup, Bank of New York and JP Morgan.

12:40 **Changing Market Dynamics - How Do They Affect The Sub-Custody Business?**

- The fallout of the credit crunch
- Risk management focus
- Cost focus
- Regulatory changes
- Technological initiatives



**Tom Isaac, Global Head Client and Sales Management, Intermediaries Global Transaction Services, CITI**

Prior to his current position, Tom was the Head of Client Management for Financial Institutions, EMEA. Tom joined Global Transaction Services (GTS) in January 2003 and before his move to GTS he was the Head of UK Banks and Brokers for Global Relationship Banking (GRB), where he was the team leader and relationship manager for 6 years. He began his banking career in 1993 in London with Citic.

13:10 Lunch

14:30 Streams Commence

## STREAM A REGIONAL EMERGING MARKETS SHOWCASE

14:30 **ASIA - Boom, Boom, Boom: But Will There Be A Bust?**

**Jordan Himel, Director, Head of New Business Origination, Asia, DEUTSCHE BANK**

Jordan is Head of Sales & Origination Asia for Domestic Custody Services, part of Deutsche Bank's Global Transaction Banking division. Jordan has extensive experience in the industry having been a member of Deutsche Bank's regional custody and fund services sales team for six years. Prior to joining Deutsche Bank, Jordan worked for Manulife Financial, both in Toronto and in Hong Kong, where he developed his industry experience as a buyer of asset servicing products/solutions.

15:00 **MIDDLE EAST - Where To Now Post-Dubai 2009?**

**Arindam Das, Regional Head of Custody & Deputy Head HSBC Securities Services, MEA, HSBC BANK MIDDLE EAST LTD**

Arindam Das is the Regional Head of Custody for HSBC Securities Services, Middle East and Africa, which more than 17 years' experience as a banker, of which more than 14 years have been with HSBC. Arindam has extensive experience in the securities services industry ranging from sub-custody and clearing to fund administration services. In the last five years under Arindam's stewardship, HSBC Securities Services has grown significantly in terms of market coverage, scale of operations, breadth of product lines, staff strength, diversity of client base, overall alignment of the MEA operations with HSBC's global best practices, and is today the leading provider of securities services with a pan-regional presence.

15:30 **AFRICA - Is The Lion Awakening To The World?**

**Mark Kerns, Managing Director, STANDARD BANK**

Mark Kerns is the Managing Director for Standard Bank Corporate and Investment Banking Services division. The Investor Services division is currently the leading provider of custody and investment related products and services across the twelve sub-saharan markets to local and foreign institutional investors. He has extensive experience in investment administration both as a provider and a user of custody, investment accounting, performance measurement and other related services.

16:00 Afternoon Break

16:30 **CENTRAL EASTERN EUROPE: Harmonising CEE: What Can Be Done Further To Enhance The Markets As A Whole? And Is The Recent Return To Growth Sustainable?**



**Elena Gusalova, Managing Director - Custody, Product Development, VTB**

Elena is a Managing Director who supervises VTB Custody business development, new products and sales. She and her team are responsible for development and promotion of custody products and relationships with service providers. She has a doctorate in Finance and 15 years experience in custody business.



**Eddie Astantin, Chief Executive Officer NATIONAL DEPOSITORY CENTER**

Mr. Astantin was appointed NDC Director General and Chairman of NDC Directorate on 28 November, 2009. He joined NDC in 2004 as Deputy Director/Chief Operating Officer. From 1994 till 2004 he held different positions at MCCA, each his career way from the Head of Operating Department to the Director of Government Securities and Money Market Division.



**John Byrne, CEO INFORMATION MOSAIC**

John Byrne has over 20 years experience in the IT industry. He founded Information Mosaic in 1997 to develop Internet applications in the Capital Markets sector.

# Network In The Emergent New World Order

## 17:10 LATIN AMERICA - Is Harmonisation Of The Securities Infrastructure Possible?



**Don George Linford, Head of International Securities Solutions (Regional Business Head - Sales and Relationship, Product Management, Operations & Customer Service), ITAU UNIBANCO**

Mr. Linford has been with Itaú Brazil for over 2 years as the head of International Securities Solutions, in charge of the client management, operations and customer services areas, exclusively dedicated to and focused on the international custody business and offshore fund services. Mr. Linford joined Itaú from JPMorgan where he was the Regional Executive for the Western Hemisphere Network Management and responsible globally for the Network Management Program Management Office.

## 17:40 Chairman's Closing Remarks

### STREAM B CLEARING, SETTLEMENT & OPERATIONS TASKFORCE

## 14:30 Extended Session & Voting Panel: NeMa T2S - Impacts On The Infrastructure, How Is Each Market Segment Getting Ready For T2S?

- How will T2S impact operating models?
- Consolidation issues?

**POLLING**



**Moderator: Satvinder Singh MD of Direct Custody & Clearing EMEA, Global Transaction Services, CITI**  
Satvinder is Managing Director and Direct Custody and Clearing Business Head for Citi's Global Transaction Services Business across Europe, Middle East and Africa. Satvinder joined Citi in January 2008 after 14 years with HSBC, where he was most recently Global Head of Sales and Relationship Management for the Direct Clearing and Custody Business. Satvinder's experience at HSBC includes various roles in the Direct Clearing and Custody Business across multiple geographies, including India and Hong Kong.

**A) GLOBAL CUSTODIANS** - How will this change the way business is done in Europe? Has consolidation of agent banks started? *(speaker to be announced)*

**B) SUBCUSTODIANS** - What will be the new buying criteria for your services? Who is getting ahead?



**Janne Palvalin, Manager - Securities Services, NORDEA**  
Janne supports the Group's management and business units regarding development of the securities infrastructure and business. He has established strong relationships with both European and Nordic infrastructure organisations, authorities and other policy makers. He is a member in various working groups driving initiatives on developing the securities infrastructure, such as Target2-Securities.

**C) CSDs** - How will CSDs position themselves? Competition issues



**Guido Devries, Director - Senior Relationship Manager, EUROCLEAR**  
Guido is responsible for managing relationships with Euroclear's US global custodian clients. As part of the Commercial division, he leads a team of relationship managers from his base in Brussels. Prior to this, he led a team of relationship managers covering clients based in Belgium, Luxembourg, Eastern Europe and Russia.

**D) BROKERS** - Where does it all leave you?



**John Whelan, SVP, MERRILL LYNCH**  
John Whelan is a Senior Vice President of Collateral Management, Client Valuations and Liquidity Management for the EMEA and Asia Pacific Region. His role also encompasses Cash Management Operations in EMEA and Network Management globally. He is also a member of the Euroclear UK Market Advisory Committee the Association of Foreign Banks Operations Committee as well as the T2S Advisory Group.

**E) CENTRAL BANK** - How far have we come now?



**Jean-Michel Godefroy**  
Chairman - T2S Programme Board  
**EUROPEAN CENTRAL BANK**  
Jean-Michel Godefroy is Director General at the ECB and Chairman of the T2S Programme Board (since May 2009). In this capacity, he also chairs the T2S Advisory Group. From July 1998 until May 2009, Mr Godefroy has been Director General for Payment Systems and Market Infrastructure at the ECB.

*Each of the above will make a 10 minute presentation followed by 40 minute panel discussion with all participants*

## 16:00 Afternoon Tea

## 16:30 Panel: Buy-Side Clearing - Reducing Counterparty Risk And Settlement Cost For Institutional Investors



**Diana Chan, CEO, EUROCCP**  
Diana most recently served with Citi in London as Managing Director for Market Strategy, Global Transaction Services EMEA (Europe, Middle East and Africa) and global head of Market Policy for Securities and Fund Services, a position she assumed in 2005. She also has worked with Citi in Paris as Managing Director for Direct Custody and Clearing, in New York as global product manager for Securities Services, Broker Dealers and Emerging Markets, and in Singapore as regional product management head, Securities Services, Asia.



**Alistair Jones, Head Of Sales & Relationship Management, Europe, HSBC**  
Alistair is the Head of Sales and Relationship Management at HSBC within their Sub-Custody and Clearing business, which currently operates in 39 countries. He is a member of the BBA Custody Council and an active member of various Trade Associations and User Groups. Before joining HSBC, Alistair worked at ABN Amro for seven years where he was the Global Head of Network Management and a member of their Securities Operations Management Team. Prior to that, he worked in a variety of senior Operational roles at Dresdner Kleinwort, Deutsche Bank and Goldman Sachs and has lived and worked in places such as Frankfurt, Hong Kong and New York.

## 17:10 Who Should And Who Will Carry Sub-Custodian And Depository Risk?

*(Speaker to be announced)*

## 17:40 Chairman's Closing Remarks & Close of Day One

## 18:00 Evening Reception - All Delegates Welcome

Hosted by:



## Day Two: 10 June 2010

### 08:40 Morning Coffee

### 09:10 Chairman's Opening Remarks HSBC SECURITIES SERVICES

### 09:20 KEYNOTE ADDRESS:



**John Gubert, External Advisor - Global Securities Services UNICREDIT**  
John is external advisor to Unicredit Group's Global Securities Services. He was, until end 2006, Global Head of HSBC Securities Services. Since then, he has acted as an independent consultant for the securities and payments' markets, working with a small group of major financial institutions on strategy, business process and risk issues. He served on the Euroclear, ISSA and LCH boards and on committees at SWIFT and G30. He is currently chairman of ISMAG, the International Securities Markets Advisory Group.

### 09:50 Prime Services Roundtable

- Should network managers cover fund and brokerage relationships too?
- Is the prime broker to be treated as a global sub-custodian?
- Should prime custodians actually provide custody or be limited to leveraging, trading and securities lending

**Iain MacKay, Head of Network Management & Market Development, ROYAL BANK OF SCOTLAND INTERNATIONAL**

**Ben Parker, Commercial Manager, UBS**

### 10:30 Where Next for Securities Servicing? Is The Past A Good Indicator For The Future?



**Philip Brown, Head of Client Relations Europe and Americas and Member of the Executive Board CLEARSTREAM**  
Philip Brown is Head of Client Relations for Europe and the Americas, and is a member of the Clearstream Executive Board. He moved to his current position from the London office in 2008, where he was General Manager and Headed Client Relations for United Kingdom, Ireland, Nordic and the Americas. He joined the company from The Bank of New York in July 2005 after 12 years in the securities services business in a variety of international positions.

### 11:00 Morning Coffee

### 11:30 How Can The Sub-Custodian Assist In Shaping A New Framework? Investigating Potential Impacts Of A Tighter Regulatory Environment On Network Expansion Plans/Function

- How can we ensure regulation actually achieves what it is supposed to?
- Could Network Managers have prevented Madoff?

Moderator: **Tim Reucroft, Director THOMAS MURRAY LTD**



Tim joined Thomas Murray in January 2001 as director with responsibility for research and risk analysis in the European securities markets. Prior to joining Thomas Murray he has worked for Capco and KPMG as a consultant, Salomon Brothers as Head of Derivative Operations and at LIFFE (the UK derivatives exchange) where he was Head of Compliance.

Panellists:



**Dr Max Ganado Managing Partner GANADO & ASSOCIATES**  
Max is one of the senior partners at Ganado & Associates, Advocates and is the managing partner of the firm, previously partner for financial services, covering banking, insurance, investment services and trusts. Dr. Ganado has, since 1994, focused more specifically on investment services and funds being regularly engaged to advise on the establishment and authorisation in Malta of collective investment schemes of all types, including hedge funds, and their on-going compliance with regulatory requirements. He was professionally engaged in relation to the development of Maltese legislation particularly in the area of secured finance, custody of securities, netting and set-off and trusts.

## Wim Moellker, COMMITTEE OF EUROPEAN SECURITIES REGULATORS *(invited)*



**Habib Motani, Partner CLIFFORD CHANCE**  
Habib Motani is a partner and heads the Financial Markets and Structured Products group in Clifford Chance's London office. He focuses on advising securities firms, banks and other financial markets participants on derivatives, structured products, structured capital markets work, Islamic Finance, risk management such as netting and collateral as well as market infrastructure projects in the clearing and settlement field. He has participated in many financial markets industry documentation, risk management and regulatory initiatives.

## 12:10 Special Guest Speaker:

### Living Dangerously - Winning Through Personal Motivation & Determination



### Sir Ranulph Fiennes OBE

An innate planner, Ranulph illustrates what it takes to achieve outstanding goals. Not the solitary achiever that you might think he is, his experiences reinforce the power of determination. The world's most celebrated contemporary adventurer and explorer, he is a man of astonishing force who has been voted one of the world's top ten speakers. Ranulph has led over twenty expeditions to remote parts of the world. In 2009 he reached the summit of Mount Everest, succeeding after two previous attempts ended in failure. He is the first man to cross both the polar ice-caps and climb 8,850 metres (29,035ft) to the world's highest peak. In 2003, he undertook the ultimate endurance test completing 7 marathons in 7 days, in 7 different countries. What's more he did this just 4 months after suffering a heart attack.

## 13:00 Lunch & "Off the Record" Networking Roundtables - MEET THE EXPERTS

Each table will be hosted by a moderator and discussions will centre on the specifics of the particular topic in hand. A practical and informal way to get to meet colleagues in the industry who share similar areas of business focus. Spaces are limited and need to be signed up for at the registration desk on the morning of Day Two of the conference.

### Table A T2S - Where To Now?

Hosted by  
**EUROPEAN CENTRAL BANK**

### Table B Eastern European Market Developments, Opportunities And Hurdles

Hosted by  
**UNICREDIT**

### Table C Asian Market Developments, Opportunities And Hurdles

Hosted by  
**HSBC**

### Table D Malta - How Will Its Financial Services Development Impact Your Business?

Hosted by  
**Professor Joe V. Bannister, Chairman, MALTA FINANCIAL SERVICES AUTHORITY**

## 14:20 Leveraging Your Relationship With Market Infrastructure Providers To Manage Risk

- In pursuit of 'safe havens' during periods of financial stress
- The importance of safekeeping securities with a low-risk service provider
- Managing the move towards collateralised securities financing and central bank credit
- Getting the most out of your ICSD relationship



**Philippe Laurensy Director EUROCLEAR**  
Philippe Laurensy, Director, heads up a team of relationship managers covering clients in the Benelux, Northern and Eastern European regions. He also leads a separate team looking after the operational needs of issuers, lead managers and issuer agents. Previously, Mr. Laurensy headed a team of product managers responsible for managing and developing Euroclear's range of products and services for fixed-income securities. Mr. Laurensy's responsibilities included research, pricing and service quality across products. He is also in charge of product management for all Euroclear France (debt, equity and new issues) products and services.

# Africa Securities Summit

## Keeping Abreast Of Infrastructural Challenges In The Emerging & Frontier Markets Of Africa

Book by 30th Apr 2010 & SAVE up to £200

### 14:50 Consolidation Vs. Interoperability



**Alan Cameron, Head of Clearing, Settlement and Custody Client Solutions BNP PARIBAS SECURITIES SERVICES**  
Alan joined BNP Paribas in 2008 and his current role is to lead the clearing, settlement and custody business on a global basis. He is a member of the BNP Paribas Securities Services Management Comitex. He has over 25 years experience in Financial Services, in various senior management positions, primarily within the securities services environment. Prior to joining BNP Paribas, Alan worked for Citi's Global Transaction Banking division, undertaking a number of different management roles in sales, relationship management and product management.

### 15:20 Future Of Securities Lending And What Support Will Be Extended To The CCPs?

(Speaker to be announced)

### 15:50 Afternoon Tea

### 16:10 Wrap-Up Roundtable: NeMa 2010 Conclusions & The Roadmap Ahead - Solutions To Take Your Business Forward And Strengthen Your Network

(Speakers to be announced)

### 16:40 Chairman's Closing Remarks

### 17:00 Close of NeMa 2010

#### What Did Delegates Find Most Beneficial At NeMa 2009 Last Year?

**"Networking, seeing all the key people in one place and hearing what keeps them up at night"**  
Matthew Grabois, BNP Paribas

**"As always the key topics were covered from differing angles and giving great inside information"**  
Jean-Pierre Van Wesemael, KBC KBSC

**"The networking opportunities were first class, we have made a number of very useful contacts"**  
Adrian Somerville, BCS

**"Fabulous occasion to meet, discuss and network with key people from the industry"**  
Nino Giganovic, SIX SIG AG

NeMa is one of the most, if not the most, respected gatherings in the sub-custody and agent bank industry. It brings together delegates from all corners of the globe for a user-friendly and information rich networking gathering – while getting to grips with all changes in the industry. The first NeMa was held in Geneva in June 2001 with an attendance of 60 people, and since then has been held in Brussels, Paris, Budapest, Warsaw, Prague, Dubrovnik, Cyprus and Ljubljana. Now in its 10th year, NeMa has 270+ attendees and growing. This year brings us to Malta, which is fast gaining recognition as a Eurozone financial centre of choice: a strong legislative framework and a flexible, pro-business attitude are increasing the island's attractiveness to leading organisations.

We look forward to meeting new faces, as well as catching up with the NeMa veterans who have been to every NeMa since its inception back in 2001.

Andrew Barman, Programme Director, NeMa 2010

Don't forget that IIR has a number of sister events to NeMa that you and your colleagues may be interested in. Please visit [www.icbi-events.com](http://www.icbi-events.com) for full details

Middle East Securities Forum – Doha, March 2010

Russian Securities Forum – Moscow, June 2010

European Clearing & Settlement – London, June 2010

China Securities Forum – Beijing, September 2010

India Securities Forum – Mumbai, November 2010

Global Custody Forum – London, December 2010

This one day summit will explore the role of the securities and custody industry in the new and developing markets of this exciting region, and how they serve to minimise risk and support the growth of new portfolio opportunities. Just some of the key areas to be investigated will be:

- New developments in custody and the risk equation
- New capabilities in African markets and an assessment of the key drivers behind services and competition

- Separating out the good investments from the bad: Global Custody's role
- Political updates – Regional and global ambitions
- How are the markets evolving?
- The role of the central depository and stock exchange
- The regulatory environment
- What are the risks? And the opportunities?
- Settlement procedures

### 09:00 Registration & Coffee

### 09:30 Chairman's Opening Remarks



**Bruce Lawrence, Managing Director HBL CONSULTANCY SERVICES**

Bruce Lawrence provides consultancy, training and technical assistance principally focused at the Custody and capital markets arena. During his 34 years in the securities industry he has held the position of Managing Director of Zenith Pension Custodian, Lagos, Director of Credit Suisse First Boston in Moscow, The Chase Manhattan Bank in Moscow and London and for JP Morgan, London and Brussels. He was also instrumental in the development of the custody businesses for UBA and FCMB in Lagos

### 09:40 African Economies And Capital Markets: How Has The Region Fared During The Credit Crisis?

- Levels of activity low and interest high?
- What is the real picture?



**Mark Kerns, Managing Director STANDARD BANK**

Mark Kerns is the Managing Director for Standard Bank Corporate and Investment Banking Investor Services division. The Investor Services division is currently the leading provider of custody and investment related products and services across the twelve sub-saharan markets to local and foreign institutional investors. He has extensive experience in investment administration both as a provider and a user of custody, investment accounting, performance measurement and other related services.

### 10:20 African Capital Market Infrastructure: Market Snapshot And Regulatory Update (speaker to be announced)

### 11:20 Morning Coffee

### 11:40 Operational Council: Recent Developments In Regional Clearing & Settlement. How Can Securities Processing Become More Efficient In Africa?

- What is required?
- Who can drive these changes?
- What are the priorities?

Moderator:

**Tim Reucroft, Director, THOMAS MURRAY LTD**

Panellists:



**Rose Mambo, Chief Executive Officer CENTRAL DEPOSITORY AND SETTLEMENT CORPORATION LIMITED (KENYA)**

Rose is the Chief Executive of the Central Depository & Settlement Corporation (CDSC) Kenya. CDSC provides central clearing, settlement and depository services for securities listed on the Nairobi Stock Exchange. She has worked as a State Counsel at the Attorney General's Chambers in Kenya, and prior to taking up her current position as Chief Executive of CDSC in September 2007, she worked for seven years at the Nairobi Stock Exchange as the Company Secretary and Head of Legal and Compliance.



**Melvina Amofo, Executive Director GSE SECURITIES DEPOSITORY CO. LTD (GHANA)**

Melvina is currently the Executive Director of the GSE Securities Depository Company Ltd. She joined the Ghana Stock Exchange in August, 1990 and has worked in several departments of the Exchange i.e. Administration, Marketing and Listing. Before this appointment, she was the Senior Manager, Listings Department and also the Company Secretary.



**Nadia Hamdi, Manager - Product Management EUROCLEAR**

Nadia Hamdi is a member of Euroclear Bank's Commercial division, looking after clients located in Middle East and Africa. Ms. Hamdi first worked with BNP Paribas Securities Services, where she held a variety of positions within the Operations and Commercial divisions. She joined Euroclear in 2006, in the Product Management division, and was in charge of developing services for domestic debt instruments in Europe, Middle-East and Asia.

### 12:20 Investigating Partnerships With Local Players: Build, Buy Or Partner?



**Sanni Toyin, CEO, Trustees/Global Investor Services UNITED BANK FOR AFRICA PLC**

A Lawyer, Chartered Secretary and Stockbroker with over twenty years' experience in Trusteeship, Law, Asset Management and Corporate Finance, Oluwatoyin holds an LLB (Hons.) from the Obafemi Awolowo University Ile Ife and LLM (Hons) from the University of Lagos, Unilag. Prior to joining the UBA Group, she was an Assistant General Manager, with First Trustees Nigeria Limited and later Managing Director of Cornerstone Trustees Limited. She is the President of the Association of Corporate Trustees.

### 12:40 Lunch

### 14:00 Due Diligence Focus – Sub-Custodian Risk Management And Investment Monitoring: Establishing Risk Management Programmes For The Emerging Markets



**Tim Reucroft, Director THOMAS MURRAY LTD**

Tim joined Thomas Murray in January 2001 as director with responsibility for research and risk analysis in the European securities markets. Prior to joining Thomas Murray he has worked for Capco and KPMG as a consultant, Salomon Brothers as Head of Derivative Operations and at LIFFE (the UK derivatives exchange) where he was Head of Compliance.

### 14:30 Tracking The Growth Of Investments And The Type Of Asset Classes Emerging

**Guy Essome, IROKO SECURITIES**

### 15:00 Afternoon Tea

### Afternoon Geo-Strategy Session: Challenges And Opportunities Of Emerging & Frontier Markets

### 15:20 Nigeria & West Africa



**Kemi Adewole Nigeria Securities Country Manager CITI**

With over 22 years banking experience spanning wealth management, Personal and Private Banking, Kemi is currently the Securities Country Manager and Head, Securities and Funds Services Nigeria of Citibank Nigeria. She spent over a decade at Chartered Bank, Nigeria where she held various management positions in Personal Banking and Consumer Banking. In 2004, she joined the private and personal Banking department of First Bank of Nigeria and was instrumental in setting up the Bureau de Change subsidiary of First Bank. She was also involved in setting up the Custody Department of First Bank of Nigeria and led the Custody Department there prior to joining Citibank, Nigeria in 2008 as the Securities Country Manager. Kemi is currently the Vice President of the Nigerian Association of Custodians.

### 15:50 Roundtable Discussion: Egypt & North Africa: Gateway To Africa



**Amr Sonbol, Head of Custody & Clearing, HSBC BANK EGYPT S.A.E.**

Amr Sonbol, Head of Securities Services, HSBC Bank Egypt, joined the bank more than two years ago. With more than 11 years experience in capital markets in the Egyptian market to presenting the Egyptian Stock Exchange to foreign institutions and investors in Egypt and abroad.



**Ramy Bourgi Head of Emerging Markets SOCIÉTÉ GÉNÉRALE SECURITIES SERVICES**

Ramy Bourgi is a member of the Société Générale Securities Services (SGSS) Management Committee and is responsible for Emerging Markets. He joined Société Générale Securities Services in 2007. Previous assignments included Co-Head of Worldwide Securities Services in EMEA, JPMorgan Chase Bank, and Co-Head of Business Development, Institutions, EMEA at Cambridge Place Investment Management.

### 16:30 South Africa

(to be confirmed)

### 16:55 Final Q&A Panel Discussion

### 17:00 Summit Closes

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