

MACM Conference



MACM
MALTA ASSOCIATION OF CREDIT MANAGEMENT

MACM Annual Conference

Order-to-Cash in 2019 and beyond!

Thursday, 2nd May 2019

Corinthia Palace Hotel and Spa - Attard



This Conference will focus on:

- ✓ Brexit and its effect on Maltese businesses & trade
- ✓ Tips: Granting credit & collection of dues
- ✓ GDPR: are we compliant?
- ✓ Automation in credit management & collection



This Conference is ideally suited for the Maltese business community, accounting profession, credit management practitioners, financial controllers, bankers and students of accountancy, commerce, banking and law.

Fees:

MACM Members: €83.90 + VAT = **€99.00 incl VAT**
Non-Members: €120.00 + VAT = **€141.60 incl VAT**

Networking Coffee, Literature & Gifts are included

MIA CPE hours: 3 hours (1.25 hours Core + 1.75 hours Professional Development)

Registrations at MACM by not later than Friday, 26th April 2019.

Contact us on 21423638 or info@macm.org.mt

www.macm.org.mt

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Agenda

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Programme

- 1:15 Registration
- 1:45 Opening speech – **Charles Xuereb** , MACM President
- 1:55 Opening address by the Minister (TBC)
- 2:15 The effect of Brexit on Maltese Businesses and Commerce – **Josef Portelli**
- 2:45 Selling on Credit – *Shall I take the risk?* Practical Tips to grant credit and collection of dues – **Declan Flood**
- 3:15 **Networking Coffee Break**
- 3:45 GDPR: *A year after* – **Dr Antonio Ghio**
- 4:15 The future of credit management and cash collection: automation or customer relationship? – **Philip King**
- 4:45 Q & A and Closing by the Chairperson

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Speakers' Profile



Charles Xuereb, B.A. (Hons) Accty, CPA, FIA, MIM, was appointed Chief Executive Officer of Trident Estates plc in 2017 and is responsible for the group's property interests.

After graduating in Accountancy in 1991, Charles started off his professional career with PricewaterhouseCoopers. He joined Simonds Farsons Cisk plc ("SFC") in 1995 and between 2005 and 2017 served as the Chief Financial Officer of SFC, being responsible for the Group's overall financial management, direction and governance as well as the Group's Credit Control, Information Technology and Business Services. He was a member of the Group Executive Board and sat on the board of ten companies.

Mr Xuereb was elected President of the Malta Association of Credit Management in 2013, a position he still holds to date.



Declan Flood FCICM is a lifelong credit professional and Chief Executive of Irish Credit Management Training, he is a Fellow of the Chartered Institute of Credit Management. Over the past sixteen years he has become the Leading provider of Education & Training in all aspects of Credit Management in Ireland.

He is passionate about the importance of the role of credit combining excellent customer service with the expectation of full and timely payment.

He shows businesses how to manage their credit function by ensuring the correct level of credit is granted to the right customers and then collected effectively and professionally, to increase overall profitability. Declan enthusiastically shares his knowledge and experience with all.



Philip King has been the Chief Executive of the Chartered Institute of Credit Management (CICM), the largest recognised professional body in the world for the credit management community, since 2006. Prior to that, he had 26 years practical experience in trade, consumer, and international credit management.

He is widely recognised in the UK and internationally as an expert and speaker on good business practice and, in particular cash-flow and credit management for businesses of all sizes. Philip is the author of the Managing Cashflow Guides which were produced for the Department for Business, Energy & Industrial Strategy (BEIS) and of which there have now been over 580,000 downloads.

In addition to leading the Chartered Institute of Credit Management in its work to raise the profile and professionalism of credit management, Philip sits on a number of industry and UK government-led bodies, and is a Vice President of FECMA.

The Chartered Institute of Credit Management is at the forefront of developing its members in roles that sit within the credit management lifecycle providing ongoing support, qualifications, and access to a wide range of resources. CICM also administers the Prompt Payment Code for BEIS, and works closely with it in supporting the development of late payment and enterprise policy.

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Speakers' Profile



Dr. Antonio Ghio is a partner at Fenech & Fenech Advocates and heads its TMT Law Department. He destroyed his first computer at the age of seven and his professional life has solely revolved around ICT law issues, trying to find solutions to the constant struggle existing between law and technology, both inside and outside of the courtrooms.

Ghio also lectures ICT law and Cyber Crime at the University of Malta and held the position of Chairman of the Malta Communications Authority after having served as a member of the Board of Directors for five years. He also served as EU Digital Champion for Malta.

Ghio is a founding member and current President of the Malta Information Technology Law Association - MITLA.

Antonio is also a member of the International Technology Law Association and sits on the board of the Malta Law Academy. Ghio is a Fellow of the European Law Institute.

Ghio is the Malta contributor for Electronic Signatures in Law (Cambridge University Press) and author of the Malta chapter of Data Protection: Laws of the World (Sweet and Maxwell).



Mr. Josef Portelli has a degree in Accountancy from the University of Malta and was awarded the CFA designation in 2005. Josef started his portfolio management career with HSBC in Malta in 2002 subsequently moving to London in 2005 where he managed bond portfolios with ACPI Investments. He then went on to head the discretionary bond portfolio offering at RBC Investment Management UK. In 2012 Josef joined Invesco Asset Management in their London office where he was responsible for managing the firm's flagship global bond funds. His experience covers the global markets and he is well versed with all types of investments. In 2018 Josef returned to Malta to head Investment Management with APS Bank. Throughout his career Josef has received numerous awards for his fund returns and, prior to his return to Malta, was rated AA by Citywire Fund Manager Rating.

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Registration Form

Conference Fees:

MACM	€99.00 incl VAT
Non-Members	€141.60 incl VAT

Preliminary bookings are accepted by telephone or e-mail. However, full payment is required prior to the event, which has to be sent together with the completed Registration Form by not later than Friday, 26th April 2019. A fiscal receipt will be issued following remittance.

Substitution of delegates will be accepted but cancellations or not showing up for the Seminar will not be entitled to any refunds.

Delegates' Names:

Company Name:

Address:

VAT Number: _____

Tel: _____

e-mail: _____

Cheque No. _____ **Dated** _____ **Amount €** _____

Tick as appropriate: ___ **APS** ___ **BOV** ___ **Lombard** ___ **BNF** ___ **HSBC** ___ **Other**

Signature: _____ **Date:** _____

Payments by Cheques are to be made payable to: **Malta Association of Credit Management**