

Essential Travel Finance for Non-Financial Directors

5 December 2019 • The Science Gallery, Great Maze Pond, London, SE1 9GU

Agenda

09:30 **Registration, tea and coffee**

10:00 **Welcome from the moderator**

Carolyn Watson, Director of Finance and Resources,
ABTA

10:05 **The responsibility of company directors**

- Statutory financial requirements
- Company accounts and your responsibilities
- Why have an audit and who needs one?
- Which records do you need to keep, and which reports should you be producing?

Ian Palmer, Director – Head of Audit, **Elman Wall Travel Accountants**

10:40 **The importance of having the right in-house financial support**

- What level of support is right for you and your business?
- Top five qualities for a financial director to have

Yasin Khandwalla, Audit Director, **Elman Wall Travel Accountants**

10:50 **Travel industry case study: the role of a financial director**

- What do CEOs rely on their financial directors for?
- Lessons learnt

Julia Lo Bue-Said, CEO, **The Advantage Travel Partnership**

11:10 **Tea and coffee**

11:35 **The importance of stakeholders and how to work with them**

- Banks (general business)
- Merchant acquirers
- Bond obligors (bank or insurance company)
- Financial failure insurers
- Credit insurers

Jonathan Wall, Managing Director, **Elman Wall Travel Accountants**

11:50 **Keeping the travel regulators happy**

- CAA ATOL considerations
- IATA considerations
- ABTA as a Department for Business (BEIS) approved body
- ABTA as a trade association (non-packages / non-Linked Travel Arrangements)

John de Vial, Director of Financial Protection and Financial Services, **ABTA**

Elena Ciuperceanu, Manager Industry Relationships UK & Ireland, **IATA**

Additional regulatory speaker to be announced

12:35 **Q&A**

12:50 **Lunch**

13:45 **Management accounts v financial accounts**

- Understanding the differences
- Demystifying your financial accounts: what every owner and managing director needs to know
- Management accounts: avoiding surprises when it comes to your financial accounts

Deborah Potts, Director, **Summit Advisory**

14:30 **Travel industry case study – the financial implications of different business models**

- Things to think about when changing or mixing business models from a commercial and taxation perspective
- The importance of keeping your reporting straight

Representative from a travel company

14:50 **Understanding Research and Development (R&D) tax relief**

- What are R&D tax credits?
- Who is eligible for R&D tax credits?
- How can this be a benefit to your travel business?

Alison Ralston CTA, Development Advisor, **Yes Tax** and R&D Tax Credits Consultant, **Elman Wall Travel Accountants**

15:05 **Tea and coffee**

15:25 **VAT and TOMS made simple**

- An introduction to Travel VAT
- Are you overpaying VAT unnecessarily?
- What is TOMS and why is it an important scheme to understand?
- What impact will Brexit have on TOMS?

Laura Chipp, Director, **VATNAV** and Consultant, **Elman Wall Travel Accountants**

16:05 **Q&A**

16:15 **How much is my business worth?**

- Numbers for valuation purposes
- What your accounts leave out
- The importance of the story, and the numbers, when selling a business

Deborah Potts, Director, **Summit Advisory**

16:50 **Close of seminar**

Event partner



Elman Wall
The Travel Accountants

Essential Travel Finance for Non-Financial Directors

5 December 2019 • The Science Gallery, Great Maze Pond, London, SE1 9GU



About the event

Are you a company shareholder, owner or director who wants a better understanding of their financial responsibilities?

ABTA's updated seminar will give you the fundamental finance principles that business leaders from travel companies should understand. This event will deliver key guidance about key financial issues and the latest regulations.

Hear first-hand experience from a CEO on the role of the financial director and understand the importance of the right in-house financial support, including the key qualities for a financial director. Understand the **financial implications of different business models**, in particular, if you are changing from a retail to a principal organisation.

Do you know what your accounts are going to show at the end of the year? You will be given **practical advice** on the **responsibilities of directors** and how to interpret your financial accounts. Hear invaluable guidance on what TOMS is and why it's an important scheme to understand.

As an owner or director, it is vital you understand the importance of stakeholders such as banks, merchant acquirers, financial failure and credit insurers and how to work with them. Listen to expert speakers give **you top tips on effectively working** with internal and external stakeholders.

There will be an emphasis on what the **CAA, ABTA and IATA** require of you and your business. You will have an opportunities throughout the day to **put your questions to the travel finance experts**.

Benefits of attending

- Understand the **language used by finance professionals** and **basic accounting concepts**
- Learn **financial strategies** to help grow your business
- Ensure that you **avoid any surprises** when it comes to your financial accounts
- Take away top tips for **recruiting the right in-house financial support**
- Get **practical advice on the basics of travel finance** so you can better understand your company processes
- Understand the **principals of IATA** from its industry relationships manager for UK & Ireland

Prices

ABTA/Member partner	£235 plus VAT
Non-Member/Partner*	£355 plus VAT

*To qualify for the ABTA Member/Partner discount you must have a current ABTA Member/Partner number or your application must be in progress when the event takes place. For details on becoming an ABTA Member or Partner visit abta.com/join

Who should attend?

This event is aimed at tour operators and travel agents from ABTA Membership and the wider travel industry:

- CEOs
- Owners
- Managing directors and company directors.

Register now

You can book online and pay by credit card or request an invoice.

Visit abta.co.uk/abtaevents to book.

You can view our terms and conditions on the event webpage at abta.com/eventstermsandconditions

Group booking discounts

Book **three places** and get **50% off the third place**

This discount will be automatically applied when you book online.

If you are looking to book for a larger group please contact events@abta.co.uk for a bespoke discount.

For information on sponsorship and exhibition opportunities please contact **Matt Turton** on **020 3693 0194** or email mturton@abta.co.uk

ABTA Conferences and Events

ABTA Conferences and Events delivers practical training for the travel industry. Our aim? To keep the industry up to date on the most important, business critical issues, with a key focus on practical learning outcomes.

ABTA is the UK's leading travel association with a membership of around 1,200 travel companies.

Our vision is to enable the British public to travel with confidence – supporting our Members as they build their businesses and acting as an emblem of quality and assurance for their customers. Our level of brand recognition and trust among consumers is high. 76% of people feel more confident booking with an ABTA Member.

Upcoming events

A Beginner's Guide to Travel Law

13 November 2019, Birmingham

A Definitive Guide to the Package Travel and ATOL Regulations

20 November 2019, London

Travel Finance Conference

10-11 March 2019, London