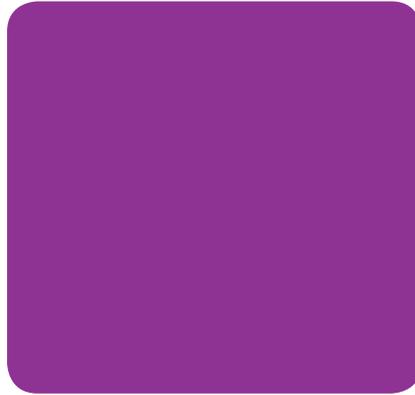


Travel Finance Conference

10-11 March 2020

etc.venues St Paul's, 200 Aldersgate, London, EC1A 4HG



Sponsors





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Agenda – day one

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

10:15 **Welcome and opening remarks**

Carolyn Watson, Director of Finance and Resources, **ABTA**

10:25 **Financial trends in the travel industry**

Reviewing the key financial trends and indicators to help you benchmark your business and identify opportunities

Martin Alcock, Director, **Travel Trade Consultancy**

10:55 **Accounting and reporting update**

- A look at the current accounting issues you should be aware of in 2020 and beyond
- Revenue recognition rules
- IFRS 9 – financial instruments
- IFRS 16 – property and leasing

Neil Kester, Accounting and Financial Reporting Director, Travel, **RSM**

11:20 **Networking tea and coffee break**

11:50 **Travel VAT and TOMS**

- An update on the effect Brexit will have on TOMS
- VAT issues to be aware of in 2020

David Bennett, VAT Consultant, **Elman Wall Bennett**

12:20 **Flybe update**

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

12:45 **Networking lunch**

13:45 **Welcome back**

13:50 **The future of payments**

- What to expect from the industry in the future
- Key tech innovations that are having a big impact on trends within payments

Anant Patel, Vice President of EMEA and APAC, **WEX**

14:20 **Update from the Payment Systems Regulator (PSR)**

- An overview of the PSR
- The card acquiring market review
- General developments in payments regulation

Steven Bisoffi, Payments Specialist, Regulatory Strategy & Policy, **Payment Systems Regulator**

14:45 **Technology for finance professionals in travel**

- Payment solutions for travel
- Research and development (R&D) tax credits and technology

Moderated by: **Carolyn Watson**, Director of Finance and Resources, **ABTA**

Alison Ralston CTA, R&D Tax Credits Consultant, **Elman Wall Travel Accountants**

Damian Alonso, Head of Payer Services, **Amadeus**

15:15 **Networking tea and coffee break**

15:40 **Future foreign exchange market view**

- Learn which events will have the biggest impact on currency in 2020 so you can plan ahead with confidence
- Will EU trade negotiations or the US election affect travel businesses? Understand the potential scenarios for currency and how to develop actionable strategies for your business to manage risk
- Find out how to leverage currency volatility to benefit your business

Hamish Mures, Senior Currency Strategist and Business Development Manager, **OFX**

16:00 **Financial instruments – industry case study**

- Practical tips for FX hedging

Matt Quinlisk, Finance Director, **DER Touristik**

16:20 **Foreign exchange risk Q&A**

Moderated by: **Carolyn Watson**, Director of Finance and Resources, **ABTA**

Matt Quinlisk, Finance Director, **DER Touristik**

Hamish Mures, Senior Currency Strategist and Business Development Manager, **OFX**

16:30 **Close and networking drinks**

Agenda – day two

- 09:30 **Registration, tea and coffee**
- 10:00 **Welcome and opening remarks**
Carolyn Watson, Director of Finance and Resources, **ABTA**
- 10:10 **Travel regulatory update for finance professionals**
Simon Bunce, Director of Legal Affairs, **ABTA**
- 10:35 **2019 with the benefit of hindsight – lessons on financial protection**
- Steps you can take to protect your business against a supplier failure
 - Lessons learnt from Short Breaks Limited, Superbreak Mini Holidays and Thomas Cook Group
 - Options for protecting the monies that agents collect on behalf of tour operators
 - Pipeline guidance and claims rules
- John de Vial**, Director of Financial Protection and Financial Services, **ABTA**
- 11:05 **The success of consumer financial protection in 2019 and some lessons from the Thomas Cook Group collapse**
- Corporate recovery plans (while also preparing for the worst)
 - Operation Matterhorn: phase one – the repatriation operation
 - Operation Matterhorn: phase two – claims on an unprecedented scale, accredited bodies and fulfilment
 - Communication and working with the industry
 - Early view of learnings to take forward
- Michael Budge**, Head of Operations – Aviation & Travel: Finance & Licensing, **CAA**
- 11:30 **Networking tea and coffee break**
- 12:00 **Managing risk with trade partners**
Each speaker will be given 5-10 minutes to present, followed by an in-depth panel discussion
- How do merchant acquirers, insurance companies and banks react to large supplier failures?
 - Do regulatory bodies need to make any changes to the protection offered to customers and travel industry operators?
 - How should tour operators protect themselves against situations such as supplier failures?
 - Following the recent supplier failures, have you updated your agency agreements to ensure you have robust payment terms?
- Supplier fraud prevention
- Moderated by:** **Carolyn Watson**, Director of Finance and Resources, **ABTA**
John de Vial, Director of Financial Protection and Financial Services, **ABTA**
Trevor Price, Managing Director, **CBF**
Daniel Stanbridge, Head of EU Risk and Global Credit Risk, **Paysafe**
Samuel Parker, Finance Director, **Cosmos**
Farina Azam, Partner and Travel Lead, **Kemp Little**
- 13:10 **Networking lunch**
- 13:55 **Welcome back**
- 14:00 **The current mergers and acquisitions (M&A) climate**
- An analysis of M&A in 2019/2020
 - Trends in travel M&A
- Peter Hemington**, Partner, National Head of M&A, **BDO**
- 14:30 **Mergers and acquisitions – panel discussion**
- Which sectors in travel are currently attractive to investors?
 - What differentiates one firm from another to make it more attractive and valuable?
 - What characteristics are investors looking for in travel companies?
 - Predictions for the future of travel M&A
- Moderated by:** **Mike McDonald**, Managing Director, **KPMG Corporate Finance**
Nick Newbury, Director, **Original Travel**
Leah McGimpsey, Investment Manager, **Waterland Private Equity Limited**
Deborah Potts, Director, **Summit Advisory**
- 15:10 **Networking tea and coffee break**
- 15:40 **Economic update from the Bank of England**
To be held under Chatham House Rule
Rob Elder, Agent, Greater London, **Bank of England**
- 16:00 **Managing a business in challenging times**
- Hear first-hand experience on how to be a good leader when faced with adversity
- Special guest speaker:** **Rachel Elnaugh**, **Entrepreneur & Former Dragon's Den Investor**
- 16:30 **Close**

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How to register

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

Benefits of attending

- Listen to an update on all the **key travel finance issues facing companies today**, including the latest accounting and tax issues
- Hear **first-hand experience** from **industry leaders and finance directors** from large and small businesses
- Understand how you can **better manage your foreign exchange risk** and take away practical tips for FX hedging
- Have the chance to **ask ABTA, industry speakers and finance and regulatory experts your burning questions**
- Hear an update on the **current financial trends** and listen to discussion on with the future might bring
- Use the two-day event to contribute towards your **Continuing Professional Development accreditation**

The conference

Returning in March 2020 ABTA's annual **Travel Finance Conference** provides a complete update on all the finance issues facing companies in the travel industry. It's vital that you keep well informed on the latest accounting, tax and regulatory issues as the implications of getting it wrong can be costly.

The last year has seen a number of higher profile failures, with **Short Breaks Limited; Superbreak Mini-holidays Limited and the Thomas Cook Group**, bringing to the fore issues for consumers, retailers and tour operators alike – as well as many successes with fulfilment, repatriation and refund operations. The conference will look at the key themes and lessons from a difficult year, overshadowed by Brexit and consumer uncertainty.

Hear from ABTA, finance experts, travel industry representatives and regulatory bodies on topics including understanding your legal responsibilities as finance professionals, **managing foreign**

Prices

ABTA Member/ABTA Partner rates*

Full two-day rate – **£395 plus VAT**

One-day rate – **£275 plus VAT**

Non-Member rates:

Full two-day rate – **£599 plus VAT**

One-day rate – **£399 plus VAT**

You may attend one day and nominate a colleague to attend the other day. Please register your place for both days then email events@abta.co.uk with the name and job title of your colleague and which day they would like to attend.

**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 Members or Partner visit abta.com/join*

Who should attend?

The event is ideal for large and small companies within the travel industry, including the following:

- CEOs and directors
- Finance directors and managers
- Finance, audit and commercial teams.

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

exchange risk, innovative technology for finance such as enterprise resource planning (ERP) software, the latest accounting and tax issues and the changes you may need to make following the Airline Insolvency Review.

Attend to hear first-hand experience from a panel of industry leaders and via a session on how to manage a business during challenging times.

Understand what the **implications of the new PSD2 Strong Customer Authentication legislation** might be to your business and hear an update on the future of payments. Listen to in-depth discussion on how to **manage risk with trade partners** and take away top tips on how to protect your business.

Make sure you don't miss the **industry's biggest finance event** tailored specifically for travel companies. Take this opportunity to question the expert speakers on the key issues you are facing.