**Annual Conference of SAF and Hospodárske noviny, 13th Annual Conference – “Corporate Financial Management”**

Date: 28 October 2015

Venue: Carlton Hotel, Bratislava

| Block | Topics | | Outline | | | Potential Partners | Time |
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|  | Prediction of development of the Slovak economy | | Quantitative easing –plan and expectations, Prediction of development of the Slovak economy  What are the business opportunities for banks in CEE? | | | Jozef Makúch, NBS    Milen Kassabov, Senior Strategic Planner, UniCredit | 9:00- 10:00 a.m.  Moderated by Andrej Révay |
| **Coffee Break 10:00 - 10:15 a.m.** | | | | | | | |
| **Panel Discussion** | **Defining the corporate strategy. Growth? Stability? Stagnation? If we have the sources, what should we do with them; if we don’t, how do we obtain them? Real stories of companies, model situations.** | | | | |  | 10:15-11:45 a.m. |
|  | Growth of sales and increase of the company’s value – acquisition vs. organic growth  Financing through banking debts    Private equity | | More equity, more business – strategies and options? Is a regular valuation of one’s own company important? Valuation as the basis of planning.  Financing organic growth – how?  More equity, more loans – am I a suitable candidate for a loan- Self-assessment matrix?  I lack equity, what should I expect from investors? | | | KPMG, Martin Kaša  VUB, Peter Magala  GIDE, Jaro Malach | Moderated by Arthur Bobovnický |
| **Coffee Break 11:45 – 12:00 a.m.** | | | | | | | |
|  | **Managing post-acquisition strategy, project management of expansion, internal communication and selecting the right people** | | | |  | | 12:00-1:30 p.m. |
| **Panel Discussion** | Project Management  Finance as a set of objectives, processes and functions to meet the shareholders’ expectations  Profile of an employee in finance  CFO and HR manager – strategic partners or enemies? | | We have granted a loan – what do we expect from the company?  We have been granted a loan or equity – what does it mean for a company – management by objectives and KPIs.  Meeting the stakeholders’ expectations as regards the budget, rolling forecast and strategic plan.  What qualities and abilities are we looking for in a CFO and in finance & treasury employees?  Do we have the right people to handle the changes? Methods of communicating objectives, direction, vision.  Different positions, different expectations – management of interests at the C level.  How does HR help CFO – besides utilisation of funds? | | UniCredit Bank, Štefan Brychta, Structured financing  Interim Partner, Iveta Griačová  Klemens Wersonig, TARGET Executive Search  Jana Karelová | | Moderated by  Arthur Bobovnický |
| **Obed 1:30 – 2:30 p.m.** | | | | | | | |
| **Lecture** | | **Technological vision (also in funds)** | | **Aleksandra Mojsilovic, IBM** | | | 2:30-2:50 p.m. |
|  | | **Parallel workshops** |  |  | | |  |
| **Workshop I** | | Cash flow management | Do I have enough funds on my account? For how long? Do I know it?  To centralise or decentralise available funds?  Do I have a sufficient IT support? | Iveta Bubeníková, SPP  Marian Kurčík, Železiarne Podbrezová  Michal Ebrle, Salmon Software | | | 2:50-4:30 p.m.  Moderated by Roman Dvorčák |
| **Workshop II** | | Coaching in practical work of financial managers | There is a little coach in every manager.  How does the coaching approach look like?  Managerial roles – use and usability of coaching.  Coaching sneak peek. | Jana Karelová  Iveta Uhrová, a\_set | | | 2:50-4:30 p.m. |

**Conference 4.30 p.m. – end of the conference**