

BBA Special Event

# Global Banking Industry Forum 2002

Complexities and Challenges of Globalisation for Banks – The Road Ahead

**SPEAKERS INCLUDE:**

*Klaus-Peter Müller, Chairman, Commerzbank*  
*Mervyn Davies, Chief Executive, Standard Chartered*  
*Peter Weinberg, Chief Executive, Goldman Sachs*  
*Frank Cicutto, Chief Executive, National Australia Bank*  
*Pascal Boris, Chief Executive, BNP Paribas*  
*Michael Kirkwood, Managing Director, Citigroup Europe*



Full-Day Event
3 December 2002
Bernard Shaw Park Plaza, London
British Bankers' Association



*A rare and unique opportunity to hear leading CEOs and Chairmen from major banks around the world speaking at a special one-day forum in London*

Gold Sponsor:



Silver Sponsor:



Media Sponsor:



# Global Banking Industry Forum

## Gold Sponsor Information:

National Australia Bank Limited is an international financial services group, providing a comprehensive and integrated range of financial products and services across four continents and 15 countries. As at September 30, 2001, the Group had:

- total balance sheet assets of \$375 billion;
- \$64 billion in assets under management and administration;
- \$345 billion in assets under custody and administration; and
- more than 8.2 million banking customers and 2.8 million wealth management clients.

Wholesale Financial Services is the division of the Group responsible for managing relationships with large corporations, financial institutions, supranationals and government bodies.

The business has over 2000 employees and operates in Australia, New Zealand, Europe, the United States and Asia. Key areas of Wholesale's activities include the provision of corporate finance, project finance, structured finance, risk management solutions and custody services.

Wholesale also operates a Markets Division globally, which focuses on traded products and structured solutions. It provides foreign exchange, money market, commodities, derivatives and capital markets products.

For further information, contact the National on 44 (0) 207 710 2100 or visit our website at [www.national.com.au](http://www.national.com.au)

## Do not miss this opportunity...

Bringing together leaders of the banking industry has created a unique opportunity for the BBA and also the banking industry. It is difficult enough to arrange for one CEO to speak at a public forum, but to bring six leaders from some of the biggest banks in the world into one place, for a day and for the benefit of hearing their collective views is a very special opportunity for every participant involved in banking.

## Forum Overview:

The growing complexities of the industry and the issues that globalisation have created within the industry challenge all of us. There are no easy answers and ultimately these issues and their implications must be dealt with by those at the top who make the decisions.

The Global Banking Industry Forum will take a thought leadership approach in sharing information, provoking issues and hearing from some of the leaders of the key banking groups within the global financial services sector.

An event like this has not been held before and the aim is to contribute substantial benefits to the industry by collectively tackling some hard issues and discussing them together at a focused industry level.

The speakers' task will be to analyse and discuss how they plan to deal with the current complexities and constraints of their businesses in an increasingly globalised environment and importantly - how they intend to face the challenge of growing those businesses in the future.

The issue for you, therefore, is not whether you should attend but whether can you afford to miss this very rare opportunity to have an insight into global banking in various regions of the world at the highest level in one day.

## The British Bankers' Association

The British Bankers' Association is the principal representative body for the banking and financial services sector in the UK. The BBA seeks to: influence the legislative and regulatory environment in which its members operate; facilitate the development of best practice within the marketplace and promote understanding of the banking industry, its contribution to the economy and the importance of London as a leading international financial centre.  
[www.bba.org.uk](http://www.bba.org.uk)

## B@nkfin

B@nkfin is an Australian-based consultancy that specialises in providing strategic and marketing services to financial service providers and technology companies. Managing Director of B@nkFin, Bryan O'Connell, has worked with the BBA in helping to produce the Global Banking Industry Forum.  
[www.bankfin.com.au](http://www.bankfin.com.au)

## How to book:

Please fill in the form on the back page of this flyer and return it to Sue Dow at the British Bankers' Association (fax: 020 7216 8894).

## Sponsorship opportunities:

If you are interested in any form of sponsorship at this event, such as table-top stands or more, then please contact Nigel Shattock on 020 7216 8814 or [nigel.shattock@bba.org.uk](mailto:nigel.shattock@bba.org.uk)

[www.bba.org.uk](http://www.bba.org.uk)

# Global Banking Industry Forum

*Complexities and Challenges of  
Globalisation for Banks – The Road Ahead*

Full-Day Event

3 December 2002

Bernard Shaw Park Plaza, London

British Bankers' Association

## AGENDA

08.30 Registration

09.20 **Chairman's opening remarks**  
**Ian Mullen**, *Chief Executive,*  
*British Bankers' Association*

09.30 **Session I:**  
Strategy and structure in a global market:  
what are the key issues in becoming a truly  
integrated and efficient bank?  
**Klaus-Peter Müller**, *Group Chairman,*  
*Commerzbank*

10.10 Q & A

10.15 **Session II:**  
What complexities and opportunities,  
associated with growing an international  
banking business, is BNP Paribas grappling  
with going forward? What are BNP Paribas's  
expected international market, regional and  
product growth areas over the next few  
years? How does BNP Paribas aim to  
position itself within the international  
marketplace to take advantage of the global  
opportunities arising?  
**Pascal Boris**, *Chief Executive,*  
*BNP Paribas, UK*

10.55 Q & A

11.00 **Coffee Break**

11.30 **Session III:**  
Approaching the financial services industry  
as a single, global market; Goldman Sachs's  
worldwide strategy going forward; future  
challenges for US investment banks.  
**Peter Weinberg**, *Chief Executive,*  
*Goldman Sachs*

12.10 Q & A

12.15 **Session IV:**  
Facing the challenge and constraints of  
growth in global markets - the Australian  
experience. How National Australia Bank  
intends to sustain its growth in domestic and  
global markets that it operates in.  
**Frank Cicutto**, *Group Chief Executive,*  
*National Australia Bank*

12.55 Q & A

13.00 Lunch

14.00 **Session V:**  
Major issues of Governance and  
Compliance for the Banking Industry.  
**John Hitchins**, *UK Banking Leader,*  
*PricewaterhouseCoopers*

14.40 Q & A

14.45 **Session VI:**  
What are Citibank's European customers  
currently focussing on in Asia? How is  
Citibank reflecting this customer base  
internally with regard to providing an ever  
improving and responsive service?  
**Michael Kirkwood**, *Managing Director, UK,*  
*Citigroup Europe*

15.25 Q & A

15.30 Tea

15.55 **Session VII:**  
The growing influence of China within Asia.  
Standard Chartered's own position going  
forward with regard to growing its business  
in Asian markets. What new business  
models are emerging from Asia's recession for  
international banks?  
**Mervyn Davies**, *Group Chief Executive,*  
*Standard Chartered*

16.35 Q & A

16.40 **Panel Debate**

17.00 **Close followed by Cocktail Reception,**  
**sponsored by National Australia Bank**

PLEASE CUT ALONG THE FOLDED EDGE

# Global Banking Industry Forum Registration form

Please register the following delegates for the BBA's Global Banking Industry Forum on Tuesday 3 December 2002 at the Bernard Shaw Park Plaza, London.

- 1 Name: .....Mr/Mrs/Miss/Ms  
Position: .....
- 2 Name: .....Mr/Mrs/Miss/Ms  
Position: .....
- 3 Name: .....Mr/Mrs/Miss/Ms  
Position: .....  
Organisation:.....  
Address: .....  
.....  
City.....Postcode.....  
Telephone: .....  
Fax: .....

### BBA Member Forum Fee

£350.00 (plus £61.25 VAT) = TOTAL £411.25 per delegate

### Non-Member Forum Fee

£450.00 (plus £78.75 VAT) = TOTAL £528.75 per delegate

Registration fee includes refreshments, lunch and full conference documentation.

### Special Needs

If you have any special needs (ie dietary), please complete this section.

- Name:.....
- Needs.....
- .....

### IMPORTANT! YOU MUST COMPLETE THIS SECTION

I enclose a cheque/ I provide my credit card details/ I provide my BACS details (delete as applicable) made payable to BBA Enterprises Ltd.

I have read and understood the terms and conditions on the back page of this flyer and confirm my acceptance.

- Signed: .....
- Dated:.....

### Data Protection

BBA Enterprises Ltd (BBAE), the trading arm of the BBA, will use the data you provide to process your registration. By completing this form you consent to our use of the data, and to our contacting you by post, fax, e-mail or telephone. Unless you tick the box below, we will also use this data to provide you with additional information relating to other BBAE products and services.

- Please tick this box if you do not wish to receive further information on BBA / BBAE products or services.

### Credit Card Details

Please specify which credit card:

- Visa  American Express  Eurocard
- MasterCard  Switch

Cardholder's name: .....

Cardholder's signature: .....

Cardholder's number: .....

Switch issue number: .....

Expiry date: .....

Billing address: .....

.....

.....

.....

Total amount to be debited:.....

### BACS Details

Please use reference 'BIF' and delegate surname when paying BBA Enterprises Ltd through BACS. Bookings will **not** be processed until the Conference Unit has received a remittance advice.

Bank: .....

Delegate's name: .....

Total amount paid:.....

Bank: **Coutts & Co, Roberts Office, 440 Strand, London WC2R 0QS**

Account: **08816511** Sort code: **18 00 02**

### Venue Location

Address: Bernard Shaw Park Plaza Hotel, 100-110 Euston Road, London, NW1 2AJ. Tel. 020 7666 9000 Fax. 020 7666 9001. www.parkplazaww.com



**BRITISH BANKERS'  
ASSOCIATION**

Please return to:

Sue Dow, BBA Conference Unit,  
British Bankers' Association, Pinners Hall,  
105-108 Old Broad Street, London EC2N 1EX

**Tel: 020 7216 8817  
Fax: 020 7216 8894**

Organised by:



BRITISH BANKERS'  
ASSOCIATION

Full-Day Event

3 December 2002

Bernard Shaw Park Plaza, London

British Bankers' Association

## A BBA Special Event

A rare opportunity to hear leaders from key banks around the world in a one day forum

Facing the challenges of growing a banking business in an increasingly complex and globalised environment

### The Audience

This special Forum will give financial institutions of any kind a chance to come and hear what the banks involved are doing in their markets and how they are going about it. It will allow those who attend to make comparisons and gain an insight into what these banks are doing both locally and globally. It is also a chance for those involved to find out what the current thinking is within these institutions that operate in so many markets, and to discern how they are going to overcome the regional difficulties and economic uncertainties that currently exist.

The event will be of particular value to those involved at the level of strategic decision-making with regard to the planning, modelling, direction and growth of their businesses. Those likely to attend will either have an

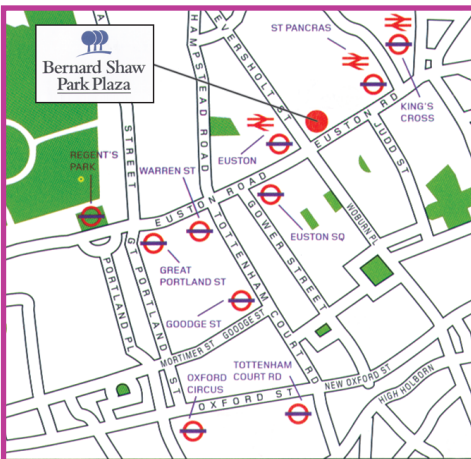
interest in, or hold management responsibilities at:

- Board Level
- Business & Strategic Planning
- Communications
- Emerging Markets
- Finance
- Product Streams
- Research
- Regional Level
- Risk Management
- Wholesale Markets

## IMPORTANT INFORMATION

1. Registrations must be made in writing and **accompanied by full payment to guarantee a place**. If you are registering via your accounts department, please fax a copy of your completed registration form. Provisional or phone bookings will not be accepted. Any change of delegate details must be received in writing.
2. We cannot invoice due to system and resource restrictions. We will, however, issue a VAT receipt after the event.
3. Membership of the British Bankers' Association is corporate rather than individual. If your bank or organisation is a member so are you.
4. An administration charge of £25 will be levied on all cancellations received 14 days prior to an event. If a cancellation notice is received later than 14 days before, no refunds will be made. In such cases, registration cannot be transferred to other events.
5. Letters of Confirmation of Attendance will be sent within 5 working days of receipt of completed registration form and payment.  
  
**THIS IS AN IMPORTANT DOCUMENT AND SHOULD BE RETAINED**  
  
Due to increased security measures at Pinners Hall, all delegates will be required to present their Letter of Confirmation at reception. Failure to do so may result in being denied access to the event.  
  
If you have not received your Letter of Confirmation prior to the event, please contact the conference administrator.
6. In certain circumstances, the BBA reserves the right to change the programme without prior notification.

[www.bba.org.uk](http://www.bba.org.uk) One Address. One Resource



### BERNARD SHAW PARK PLAZA:

#### Accommodation:

- 312 luxurious air conditioned rooms, including executive rooms and suites.

#### Location:

- Situated on the Euston Road, midway between Euston and St.Pancras/Kings Cross Main Line train stations, each station is a 5 minute walk.

- The hotel is directly opposite the British Library with both the City and West End less than 15 minutes away.

#### Main Line Train/Underground:

- Upon leaving Euston Station, turn left onto Euston Road, and the Shaw Park Plaza is a 5 minute walk on the left.
- Upon leaving Kings Cross/St. Pancras Station turn right onto Euston Road, and the Shaw Park Plaza is 5 minutes on the right.

#### By Car:

- The hotel is near two NCP car parks: one is at Euston Station and the other is at St.Pancras Station.
- There is metered car parking in the roads adjacent to the hotel.

#### AIRPORT CONNECTIONS:

##### From Heathrow

- Take the Piccadilly Line from Terminals 1-4 to Paddington Station.
- Then the Circle Line Underground to Kings Cross/St.Pancras.
- Alternatively, the hotel is situated on the airport buslink route connecting the hotel to Paddington Station, for easy connection to the Heathrow Express.

##### From Gatwick

- Take the Gatwick Express Train to Victoria Mainline Station (30 minutes)
- Then take the Victoria Line Underground to Euston or Kings Cross/St.Pancras Station.