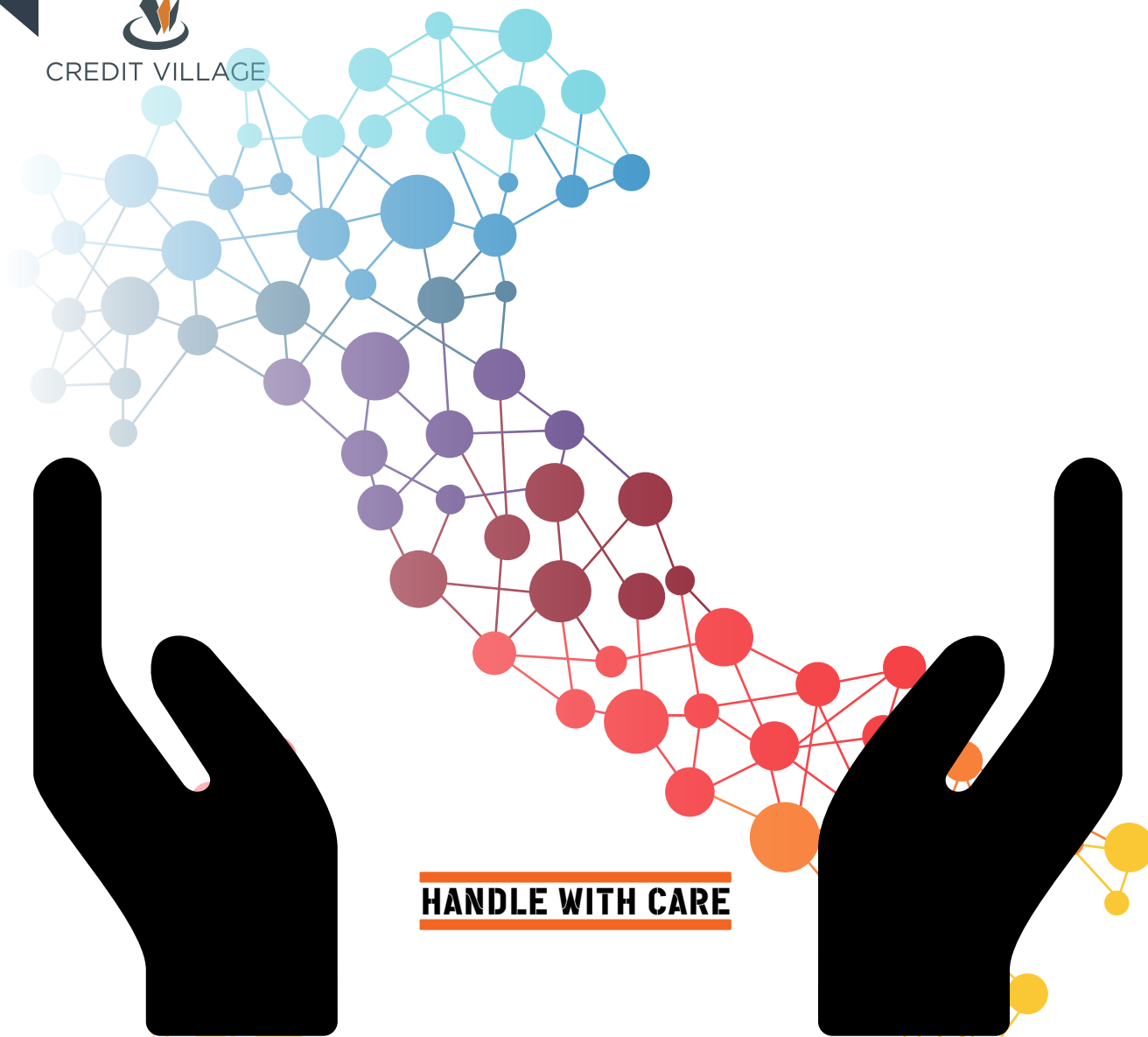




**NPL INVESTING
& COLLECTION
SUMMIT**



CREDIT VILLAGE



HANDLE WITH CARE

PORTFOLIOS, PLATFORMS AND SERVICERS FOR SALE

MARKETPLACE ITALY

APRIL 13 2017

**MILAN - PALAZZO MEZZANOTTE
ITALIAN STOCK EXCHANGE BUILDING**





PORTFOLIOS, PLATFORMS AND SERVICERS FOR SALE MARKETPLACE ITALY

The Italian NPL market and more generally the distressed debts and assets market is undergoing a period of great ferment.

if until recently, actors operating in this sector were only interested in portfolios, nowadays there is a growing trend towards platforms and servicers' acquisitions.

The Italian market is proving to be increasingly complex and it differs in a significant way from other markets because of its peculiarities.

The **NPL INVESTING & COLLECTION SUMMIT**, through speeches, interviews, panel discussions and workshops, will analyse the most critical aspects related to portfolios' transaction processes and servicing operations and it will try to provide a clear and complete overview of the current situation, in order to enable players and investors, especially from abroad, to take advantage, containing risks, of the huge opportunities offered by the Italian market.

After the presentation of the research results of the : « **Monitoring Centre for the Italian Market NPLs and M&A Deals and Transactions** », there will take place 3 different blocks, followed by a thematic workshop and various networking sessions.

BLOCK 1

Portfolios'evaluation and sale process: how to complete a WIN-WIN transaction

At the various steps of a NPL sale transaction there are different aspects which could be improved : from the portfolio preparation to the target identification, from the due diligence process to the contractual phase.

In this block there will take place a panel discussion amongst originators, investors and advisors, aimed at analysing the different aspects of a sale transaction and providing interesting contributions to conclude a WIN-WIN transaction, satisfying over the course of time, all the actors involved.

- Which are the main resistences preventing an originator from selling its own portfolios?
- How to negotiate a SPA that reduces closing timing and provides more guarantees to all the actors involved in the transaction, also in a long run?
- Which are the most useful information sets for an investor to evaluate a portfolio?
- Which are the most critical risk areas for an investor in the acquisition process?

BLOCK 2

Servicing : the key to success

Once the transaction is completed, it is up to the operations to make the investment profitable.

Servicing activities represent the key “tools” for the success of the operation.

Over the last 24 months, acquisitions of existing Operations by international players have been growing. At the same time there are also important players which prefer to set up their own Operations and others which opt for full outsourcing approach.

In this block :

- Key players of the sector will present their own strategies and confront each other over different ways of approaching the Italian market
- Some of them will explain why they opted for the acquisition of existing Operations rather than setting up its own operation from scratch or having full outsourcing approach

BLOCK 3

Asset management

Another element strictly related to the servicing and equally important to make an investment profitable is the management of the purchased assets.

The complexity of portfolios and more generally the complexity of the Italian debt collection market requires the implementation of strategies, management and collection workflow systems very diversified.

In this block, key players of the sector will confront each other over the most significant and crucial steps of this process :

- Data acquisition and management of the portfolios' documentation from the originators post closing
- Skiptracing and investigations: limits, risks and opportunities
- Phone collection, field collection e judicial collection: how and when to use them
- The sub-servicers selection process

**FREE
ENTRANCE**
RESERVED TO
INVESTORS
AND
ORIGINATORS

AGENDA

9.00 a.m.-9.45 a.m.

Guests Registration and Welcome Coffee

9.45 a.m.-10.00 a.m.

Presentation of the research results of the «Monitoring Centre for the Italian Market NPLs and M&A Deals and Transactions»

10.00 a.m.-10.15 a.m.

Opening Speech : *The Italian Npl Market* by **Massimo Famularo**
Npl Specialist

Round tables moderated by **Vito Ruscigno**, Associate Partner **PWC**

10.15 a.m.- 11:15 a.m. BLOCK 1

Portfolios'evaluation and sale process: how to complete a WIN-WIN transaction

Corrado Angelelli Partner **Freshfields Bruckhaus Deringer**, Andrea Clamer Head of Npl Division **Banca Ifis**, Giuseppe Sibilla General Manager **BPER Credit Management**, Dario Spoto Head of Planning, Control e Cost Management **Gruppo Banca Popolare di Bari**, Paolo Tosi Head of Recupero Crediti NPL Unit **Banco BPM**, Daniele Weisz Investment Manager **Balbec Asset Management**.

11:15 a.m. - 12:15 a.m. BLOCK 2

Servicing: the key to success

Matteo Gervasio Managing Director Italy **Grove Capital Management**, Benedetto Mischi Asset Manager **AnaCap Financial Partners**, Antonella Pagano Country Manager **Lindorff Italy**, Donato Pinto Country Manager **Link Financial Group**, Alessandro Scorsone Director of Strategic Transactions and Client Relations **Kruk**.

12:15 a.m. - 1:15 p.m. BLOCK 3

Asset Management

Gianni Amprino C.E.O. **CSS**, Andrea Mignanelli C.E.O. **Cerved Credit Management**, Marco Monselesan Head of Business Development **Prelios**, Andrea Musicò Secured and Large Corporate NPL Officer **Fire**, Antonio Rosati Head of Business Development, **doBank**

13:15 - 13:30

Q & A e Networking

13:30 -14:30

Lunch

14:30 - 16:00 WORKSHOP

Servicer Ratings & Compliance: a necessary or a strategic investment?

Moderator: Filippo Aleotti, Investor e Chairman **Vector WM SA**

Krzysztof Borusowski, President of the Management Board **BEST SA**, Raffale Faragò, C.E.O. **Centotrenta Servicing**, Barbara Florian, Senior Director Structured Finance **S&P Global Ratings**, Claudio Manetti, C.E.O. **Fire**, Vito Ruscigno, Associate Partner **PWC**, Alberto Vigorelli, Chief Risk Officer **Unicredit Leasing**

16:00

End of conference