

IACPM 2018 Spring Conference May 17-18, 2018

NH Collection Barbizon Palace Hotel
Amsterdam, Netherlands

Pre-Conference Day – Wednesday, May 16, 2018

8:00 – 4:00 IACPM Credit Portfolio Management Educational Seminar

(St. Olof Chapel, 1st Floor)

- Business Models for Portfolio Management
- Active Credit Portfolio Management Techniques and Toolkit
- How to Manage a Credit Portfolio: A Simulation Exercise
- Implementing CPM: From Analytics to Action

3:30 – 5:30 Concurrent Roundtable Discussions

(Open to IACPM members attending the General Meeting)

(Registration desk, 1st Floor Foyer)

- **Securitisation and Regulatory Discussion**

Moderators: Kaikobad Kakalia, Chief Investment Officer, Chorus Capital and Jeroen Batema, Director, Open Source Investor Services

- **CPM for DFIs and ECAs**

Moderator: Kanako Sekine, Managing Director – Portfolio, EBRD

4:00 – 5:30

- **Concentrations and Limits – Linking the Framework into Business and Portfolio Management Strategies**

Moderator: Robin Bergholm, Head of Portfolio Management Team, Nordea

- **Credit Portfolio Management for Insurance Firms**

5:30 – 7:00 Welcome Cocktail Reception

(1st Floor Foyer)

Scroll Down for Day One and Day Two of the Fall Conference

IACPM 2018 SPRING CONFERENCE

May 17-18, 2018

NH COLLECTION BARBIZON PALACE HOTEL
AMSTERDAM



DAY 1

THURSDAY MAY 17

8:00 – 8:30 AM REGISTRATION AND CONTINENTAL BREAKFAST

8:30 – 8:50 AM OPENING REMARKS (St. Olof Chapel, 1st Floor)

SPEAKERS:
Som-lok Leung
Executive Director
IACPM

Sean Kavanagh
Global Head of Loan Portfolio Management
Citigroup
Chairman, IACPM Board of Directors

8:50 – 9:30 AM **PLENARY SESSION: Economic and Geopolitical Outlook and Strategy** (St. Olof Chapel, 1st Floor)

- The global economy and shifting geopolitical climate
- Prioritizing areas of concern for risk managers

SPEAKER:
Sarah Hewin
Chief Economist, Europe
Standard Chartered Bank

9:35 – 10:20 AM **PLENARY SESSION: Business Views on Risk and the Portfolio Senior Executive Perspective** (St. Olof Chapel, 1st Floor)

SPEAKERS:
Isabel Fernandez
Member Management Board,
Global Head of Wholesale Banking
ING

Richard Montague
Global Head of Credit and Lending
HSBC

MODERATOR: **Marcia Banks**, *Deputy Director*, IACPM

10:20 – 10:45 AM **MORNING BREAK**

10:45 – 11:30 AM

DAY ONE STREAMS

Stream A
Evolution of CPM
Evolving CPM Models – Active Management of the Balance Sheet

- Assessing the impact of the Basel III regulatory revisions
- Approaches to assessing and accessing liquidity for the portfolio
- Measuring success

SPEAKERS:
Jonathan Burnett
Head of Client Capital Management
Absa Bank

Anne-Christine Champion
Global Head of Distribution & Portfolio Management
Natixis

Stream B
Accounting and Regulatory Strategic and Business Impacts of IFRS 9: A Panel Discussion

- Assessing the status post implementation
- Changes in business strategy
- Assessing impacts and linkages with stress testing and balancing vs ICAAP
- Balancing IFRS 9 vs Basel

SPEAKERS:
Gerald Chappell
Partner
McKinsey and Company

Ian Richmond
Senior Manager
HSBC

Stream C
Market Tools and Techniques Securitisation: A Transaction Case Study

- Business case
- Credit Events
- Data and definitions
- Tax, risk, other considerations

SPEAKERS:
Angelique Pieterse
Senior Director
PGGM

Jorgen de Vries
Head Capital Efficiency & Secured Products
Rabobank

Herbert Woisetschlaeger
*Managing Director and Head of
Portfolio and Pricing Management*
UniCredit AG

MODERATOR:
Alastair Steele
*Head of Portfolio Management,
Client Asset Management*
Lloyds Bank Commercial Banking

Enrico Riso
Senior Expert
McKinsey and Company

MODERATOR:
Tim Cleary
Partner
Clifford Chance LLP

11:35 – 12:20 PM

DAY ONE STREAMS

Stream A Evolution of CPM Impact of Regulation Framework on Specialized Lending Portfolios

- Defining specialized lending and portfolio sectors
- Overview of regulatory impact – Basel 3, IFRS 9
- Stress testing the specialized portfolio(s)
- Implications for asset origination and distribution
- Intended and unintended consequences

SPEAKERS:
Marie Monnier
*Head of Regulatory, Global
Portfolio Management*
Natixis

Andrew Cormack
Head of ACPM Santander UK
Banco Santander

Theo van Drunen
*Head of Portfolio Management
Corporate & Institutional Banking*
ABN AMRO

Stream B Accounting and Regulatory Firm-wide Embedding of Solvency II – Use and Benefit

- Key elements of the Solvency II Framework
- Impact/implications for insurance portfolios
- Assessing future capacity and risk and portfolio management

SPEAKERS :
Tilman Lange
*Head of Capital Model
Management*
Atradius

Victor Ortiz López
Internal Models Responsible
Grupo Catalana Occidente

Stream C Market Tools and Techniques Securitisation: Regulatory Perspective

- Evolving regulatory and market framework for synthetic transactions
- Regulators' priorities
- Discussion on structural features

SPEAKER:
Christian Moor
Principal Policy Expert
European Banking Authority

MODERATOR:
Jessica Littlewood
Partner
Clifford Chance

12:20 – 1:45 PM

LUNCH

(Hudson's Restaurant)

1:45 – 2:30 PM

IACPM SPONSOR PRESENTATIONS

Stream A Credit Earnings Volatility and Share Price Performance Sponsored by Moody's Analytics

- Empirical patterns and observations from the market
- The impact of IFRS 9/CECL on allowance and earnings volatility
- Implications for CPM

SPEAKER :
Annon Levy
*Managing Director,
Head of Portfolio Research*
Moody's Analytics

Stream B Latest Trends in Pricing and Customer Profitability Solution Sponsored by Brilliance Financial Technology

- Artificial Intelligence /Machine Learning
- Cross-sell management
- Workflow and integration patterns
- Implications from changing technology

SPEAKERS:
Mark Gu Chen
DealPoint Product Manager
Brilliance Financial Technology

Vanessa Wu
*Head of Client Services and
Product Strategy*
Brilliance Financial Technology

Stream C Managing Risk Appetite and Underwriting Standards through the Credit Cycle Sponsored by zeb

- Cascading of risk appetite to the operational level
- Modeling of risk and return using scenario analysis
- Setting of anticyclical underwriting standards

SPEAKER :
Jens Kuttig
Partner
zeb

Sven Sassning
Manager
zeb

2:35 – 3:20 PM

DAY ONE STREAMS

Stream A

Evolution of CPM

Assessing Leveraged Risk – A Rating Agency Perspective

- Moody's methodology and perspective on credit cycle
- Changing deal structures
- Impact of leveraged lending guidance
- Bank vs non bank participants
- Specialized Industry – Telecom Discussion

SPEAKER :

Sandra Veseli

Managing Director

Moody's Investors Service Ltd.

Stream B

New Developments and Applications

Managing Counterparty Risk – XVA

- Results of IACPM Fintegral Study on current industry approaches

SPEAKERS:

Robert McWilliam

Global Head of CVA Desk and Collateral

ING

Kevin O'Donovan

Director

RBC Capital Markets

Kai Pohl

Director and Head of UK Practice

Fintegral

Emmanuel Ramambason

Global Head of XVA Trading

Standard Chartered

Stream C

Market Tools and Techniques

Disintermediation and Loan Portfolios : Case Study on the Dutch Mortgage Market

- The drivers of the Dutch mortgage market and traditional originators
- Opportunities for 'new' investors as traditional originators reduce share
- Role of electronic platforms in facilitating asset transfers
- Structuring challenges and new solutions for these and other long maturity assets in a changing environment

SPEAKERS:

Steffen Lautz

Natixis

Philip Niemeyer

Vice President

CrossLend

Niels Roek

Head of Structuring & Client Solutions

Aegon

Piet Hein Schram

Director, Financial Services

KPMG

MODERATOR :

Dirk Schubert

Partner, Financial Services

KPMG

3:20 – 3:45 PM

AFTERNOON BREAK

3:45 – 4:25 PM

PLENARY SESSION: Managing Global Trade Risks and the Role of Credit Insurance

CEO Perspective

(St. Olof Chapel, 1st Floor)

SPEAKER:

Isidoro Unda

Chief Executive Officer

Atradius

4:30 – 5:30 PM

PLENARY SESSION: A New Regulatory Agenda : From Rulemaking to Implementation and Evaluation

(St. Olof Chapel, 1st Floor)

- Regulatory perspectives on final revisions of Basel III
- Practitioners discussion on financial services industry impact of the floor
- Regulatory priorities and remaining challenges for implementation

SPEAKERS:
Massimiliano Rimarchi
Policy Expert
European Banking Authority

Olaf Sleijpen
Division Director, Supervision Policy
De Nederlandsche Bank

MODERATOR:
Veronique Ormezzano
Head of Group Regulatory Affairs
BNP Paribas

6:30 – 7:30 PM COCKTAIL RECEPTION

(NH Collection Barbizon Palace Hotel)

7:30 – 10:00 PM DINNER
Sponsored by Moody's Analytics

(NH Collection Barbizon Palace Hotel)

SPEAKER:
Mark Almeida
President
Moody's Analytics

DAY 2**FRIDAY May 18**

8:30 – 9:00 AM**REGISTRATION AND CONTINENTAL BREAKFAST**

9:00 – 9:30 AM**PLENARY SESSION: Future of Financial Services – Blockchain, Fintech and the Transformation of the Industry, Senior Executive Perspective**
(St. Olof Chapel, 1st Floor)

SPEAKER:

Harry SamuelCEO, Investor & Treasury Services and Chairman, European Executive Committee
Royal Bank of Canada

9:35 – 10:35 AM**PLENARY SESSION: Future of Risk Management – Assessing Risk and the Evolving Environment**
Senior Risk Officers Perspectives
(St. Olof Chapel, 1st Floor)

- Top risk management priorities
- Assessing emerging risks
- Balancing ESG and Green Lending business objectives and risk management
- Evolving regulation and impact of Basel III, IFRS 9, other regulation

SPEAKERS:

Fernando Del Valle*Head of CRO Office*
Nordea**Rafael Salinas***Chief Risk Officer*
BBVA**Jaap Kalverkamp***Chief Credit Officer*
ABN AMRO**Fred Weenig***Chief Credit Officer*
RabobankMODERATOR: **Som-lok Leung**, *Executive Director, IACPM*

10:35 – 11:00 AM**MORNING BREAK**

11:00 – 11:45 AM**DAY TWO SPONSOR SESSIONS****Stream A****Is the New Normal the Old Normal for the Credit Cycle?*****Sponsored by Kamakura Corporation***

- The credit cycle has not been repealed
- Reduced Form Modeling is the best way to measure the relationship between the business cycle and the credit cycle
- Expected Cumulative Defaults are flashing red in the 5-7 year range
- Implications for expected lifetime losses

SPEAKER:

Martin Zorn*President and COO*
Kamakura Corporation**Stream B*****Sponsored by Credit Benchmark*****Stream C**

DAY TWO STREAMS

Stream A

Evolution of CPM

Reshaping Credit Portfolio Management – ESG and Beyond

- Identifying the risk
- Quantifying the risk - developing standards and metrics for climate change, green lending, etc.
- Managing the risk and implementing portfolio strategies
- Future implications and challenges for portfolio management

SPEAKERS:

Norbert Jobst

Director, Portfolio Analytics, Client Asset Management
Lloyds Banking Group

Ilya Khaykin

Partner, Americas Financial Services Practice
Oliver Wyman

MODERATOR:

Rob Reoch

Partner
ERA Group

Stream B

New Developments

Regulatory Issues Impacting the Loan Market - Brexit, LIBOR and Competition Law

- LIBOR replacement
- Brexit and implications
- Anti trust and anti competition law guidelines
- ECB leveraged lending guidelines

SPEAKER:

Nicholas Voisey

Managing Director
Loan Market Association

Stream C

Market Tools and Techniques

Bank Risk and Capital Management: New Developments and Impact

- Status of capital and resolution developments
- Basel III final revisions – challenges for the industry
- Assessing the impact, future path and evolving role of credit portfolio management

SPEAKER:

Adrian Docherty

Head of Bank Advisory
BNP Paribas

DAY TWO STREAM SESSIONS

Stream A

Energy Transition and Risk Implications

- Assessing the shift away from fossil fuel
- Portfolio risk, impact and strategy
- Implications for future of the industry and for portfolio management

SPEAKER:

Mark Sisouw de Zilwa

Director, Energy Finance
ING

Stream B

Forensic Accounting – The Challenges

- Identifying fraudulent activity in financial statements
- Case studies and lessons learned

SPEAKER:

Luke Templeman

Vice President
Deutsche Bank

Stream C

Fintech, Data Science and Credit Portfolio Management

- Technology and analytics trends
- Managing and aggregating data to meet evolving risk management and regulatory requirements
- Fintech and electronic platforms
- Current and future applications

SPEAKER:

Jeffrey Bohn

Managing Director and Head,
Swiss Re Institute
Swiss Re

CLOSING LUNCH

(Hudson's Restaurant)