

# 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, Chapel 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**  
**Key Credit Issues for European Insurance**  
*Speaker: Dominic Simpson, Vice President - Senior Credit Officer, Moody's Investors Service*

### **5:30 – 7:00 Welcome Cocktail Reception** *(Chapel 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	(Chapel Foyer)	
8:30 – 8:50 AM	OPENING REMARKS	(St. Olof Chapel, 1st Floor)	
	<p>SPEAKERS:</p> <p><b>Som-lok Leung</b> <i>Executive Director</i> IACPM</p>	<p><b>Sean Kavanagh</b> <i>Global Head of Loan Portfolio Management</i> Citigroup Chairman, IACPM Board of Directors</p>	
8:50 – 9:30 AM	PLENARY SESSION: Economic and Geopolitical Outlook and Strategy	(St. Olof Chapel, 1st Floor)	
	<ul style="list-style-type: none"> <li>The global economy and shifting geopolitical climate</li> <li>Prioritizing areas of concern for risk managers</li> </ul> <p>SPEAKER:</p> <p><b>Sarah Hewin</b> <i>Chief Economist, Europe</i> Standard Chartered Bank</p>		
9:35 – 10:20 AM	PLENARY SESSION: Business Views on Risk and the Portfolio Senior Executive Perspective	(St. Olof Chapel, 1st Floor)	
	<p>SPEAKERS:</p> <p><b>Isabel Fernandez</b> <i>Member Management Board,</i> <i>Global Head of Wholesale Banking</i> ING</p> <p><b>Richard Montague</b> <i>Global Head of Credit and Lending</i> HSBC</p> <p>MODERATOR: <b>Marcia Banks</b>, <i>Deputy Director</i>, IACPM</p>		
10:20 – 10:45 AM	MORNING BREAK	(Chapel Foyer)	
10:45 – 11:30 AM	<p><b>DAY ONE STREAMS</b></p> <p><b>Stream A</b> <b>Evolution of CPM</b> (St. Olof Chapel, 1st Floor) <b>Evolving CPM Models – Active Management of the Balance Sheet</b></p> <ul style="list-style-type: none"> <li>Assessing the impact of the Basel III regulatory revisions</li> <li>Approaches to assessing and accessing liquidity for the portfolio</li> <li>Measuring success</li> </ul> <p>SPEAKERS:</p> <p><b>Jonathan Burnett</b> <i>Head of Client Capital Management</i> Absa Bank</p> <p><b>Anne-Christine Champion</b> <i>Global Head of Distribution &amp; Portfolio Management</i> Natixis</p>	<p><b>Stream B</b> <b>Accounting and Regulatory</b> (Prins Hendrik 1+3, Ground Floor) <b>Strategic and Business Impacts of IFRS 9: A Panel Discussion</b></p> <ul style="list-style-type: none"> <li>Assessing the status post implementation</li> <li>Changes in business strategy</li> <li>Assessing impacts and linkages with stress testing and balancing vs ICAAP</li> <li>Balancing IFRS 9 vs Basel</li> </ul> <p>SPEAKERS:</p> <p><b>Gerald Chappell</b> <i>Partner</i> McKinsey and Company</p> <p><b>Ian Richmond</b> <i>Senior Manager</i> HSBC</p>	<p><b>Stream C</b> <b>Market Tools and Techniques</b> (Prins Hendrik 2+4, Ground Floor) <b>Securitisation: A Transaction Case Study</b></p> <ul style="list-style-type: none"> <li>Business case</li> <li>Credit Events</li> <li>Data and definitions</li> <li>Tax, risk, other considerations</li> </ul> <p>SPEAKERS:</p> <p><b>Angelique Pieterse</b> <i>Senior Director</i> PGGM</p> <p><b>Jorgen de Vries</b> <i>Head Capital Efficiency &amp; Secured Products</i> Rabobank</p>

**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

(St. Olof Chapel, 1st Floor)  
**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

(Prins Hendrik 1+3, Ground Floor)  
**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

(Prins Hendrik 2+4, Ground Floor)  
**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

(St. Olof Chapel, 1st Floor)  
**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 :  
**Amnon Levy**  
*Managing Director,  
Head of Portfolio Research*  
Moody's Analytics

### Stream B

(Prins Hendrik 1+3, Ground Floor)  
**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

(Prins Hendrik 2+4, Ground Floor)  
**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

SPEAKERS :  
**Jens Kuttig**  
*Partner*  
zeb

**Sven Sassning**  
*Manager*  
zeb

2:35 – 3:20 PM

**DAY ONE STREAMS**

**Stream A**

**Evolution of CPM**

(St. Olof Chapel, 1st Floor)

**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**

(Prins Hendrik 1+3, Ground Floor)

**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**

(Prins Hendrik 2+4, Ground Floor)

**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 Development*

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**

(Chapel Foyer)

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:  
**Douglas Elliott**  
*Partner*  
Oliver Wyman

**Massimiliano Rimarchi**  
*Policy Expert*  
European Banking Authority

**Olga Sclovscaia**  
*Global Head & Sector Manager,*  
*Financial Institutions and Capital Markets*  
Multilateral Investment Guarantee Agency

**Olaf Sleijpen**  
*Division Director, Supervision Policy*  
De Nederlandsche Bank

MODERATOR:  
**Veronique Ormezzano**  
*Head of Group Regulatory Affairs*  
BNP Paribas

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**6:30 – 7:30 PM COCKTAIL RECEPTION**

*(NH Collection Barbizon Palace Hotel)*

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

*(NH Collection Barbizon Palace Hotel)*

SPEAKER:  
**Mark Almeida**  
*President*  
Moody's Analytics

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**DAY 2****FRIDAY May 18**

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8:30 – 9:00 AM

**REGISTRATION AND CONTINENTAL BREAKFAST****(Chapel Foyer)**

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 Samuel**CEO, 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****(Chapel Foyer)**

11:00 – 11:45 AM

**DAY TWO SPONSOR SESSIONS****Stream A****(St. Olof Chapel, 1st Floor)**  
**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****(Prins Hendrik 1+3, Ground Floor)**  
**Bank-Sourced Benchmarks and**  
**Credit Portfolio Management**  
**Sponsored by Credit Benchmark**

- Current CPM practice & challenges
- Bank-sourced data overview
- Bank-sourced analytics: building blocks for CPM
- Real world analysis examples

SPEAKER:

**Oliver Smith***Product Director*  
Credit Benchmark**Stream C****(Prins Hendrik 2+4, Ground Floor)**  
**Sponsored by AxiomSL**

## DAY TWO STREAMS

## Stream A

## Evolution of CPM

(St. Olof Chapel, 1st Floor)

**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

(Prins Hendrik 1+3, Ground Floor)

**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

**Capital and Risk - the Future of Financial Services**

(Prins Hendrik 2+4, Ground Floor)

**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

## Evolution of CPM

(St. Olof Chapel, 1st Floor)

**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

## New Developments

(Prins Hendrik 1+3, Ground Floor)

**Forensic Accounting – The Challenges**

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

SPEAKER:

**Luke Templeman**

*Vice President*  
Deutsche Bank

## Stream C

**Capital and Risk - the Future of Financial Services**

(Prins Hendrik 2+4, Ground Floor)

**Fintech, Data Science and Transformation of Credit Portfolio Management**

- Technology and analytics trends
- Managing and aggregating data to meet evolving risk management and regulatory requirements
- Fintech and electronic platforms
- IMPACT: The current vs “future state” for CPM

SPEAKER:

**Jeffrey Bohn**

*Managing Director and Head,*  
*Swiss Re Institute*  
Swiss Re

## CLOSING LUNCH

(Hudson's Restaurant)