

IACPM 2018 Spring Conference May 17-18, 2018

NH Collection Barbizon Palace Hotel
Amsterdam, Netherlands

Pre-Conference Day – Wednesday, May 16, 2018

8:00 – 3:30 IACPM Credit Portfolio Management Educational Seminar *(St. Olof Chapel, 1st Floor)*

- Business Models for Portfolio Management
- Setting a Concentrations and Limits Framework: Implementing CPM in Practice
- Active Credit Portfolio Management Techniques and Toolkit
- How to Manage a Credit Portfolio: A Simulation Exercise

3:30 – 5:30 Concurrent Roundtable Discussions *(Open to IACPM members attending the Spring Conference)*

- **Securitisation and Regulatory Discussion**
Moderators: Kaikobad Kakalia, Chief Investment Officer, Chorus Capital and Jeroen Batema, Director, Open Source Investor Services (Prins Hendrik 2, Ground Floor)
- **CPM for DFIs and ECAs**
Moderator: Kanako Sekine, Managing Director – Portfolio, EBRD (Prins Hendrik 3, Ground Floor)

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 (Prins Hendrik 1, Ground Floor)
- **Credit Portfolio Management for Insurance Firms**
Key Credit Issues for European Insurance
Speaker: Dominic Simpson, Vice President - Senior Credit Officer, Moody's Investors Service
Moderator: Tamar Joulia-Paris, Managing Director, TJ Capital (Prins Hendrik 4, Ground Floor)

5:30 – 7:00 Welcome Cocktail Reception *(Chapel Foyer)*

Scroll Down for Day One and Day Two of the Spring 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>Som-lok Leung <i>Executive Director</i> IACPM</p>	<p>Sean Kavanagh <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"> The global economy and shifting geopolitical climate Prioritizing areas of concern for risk managers 		
	<p>SPEAKER:</p> <p>Sarah Hewin <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 Perspectives		(St. Olof Chapel, 1st Floor)
	<p>SPEAKERS:</p> <p>Isabel Fernandez <i>Member Management Board,</i> <i>Global Head of Wholesale Banking</i> ING</p>	<p>Richard Montague <i>Global Head of Credit and Lending</i> HSBC</p>	
	MODERATOR: Marcia Banks , <i>Deputy Director</i> , IACPM		
10:20 – 10:45 AM	MORNING BREAK		(Chapel Foyer)
10:45 – 11:30 AM	DAY ONE STREAMS		
	<p>Stream A Evolution of CPM (St. Olof Chapel, 1st Floor) Evolving CPM Models – Active Management of the Balance Sheet</p> <ul style="list-style-type: none"> Current CPM priorities, mission, mandate Impact of the final Basel III regulatory revisions Risk/return in the new environment Evolving approaches to balance sheet management <p>SPEAKERS:</p> <p>Jonathan Burnett <i>Head of Client Capital Management</i> Absa Bank</p>	<p>Stream B Accounting and Regulatory (Prins Hendrik 1+3, Ground Floor) Strategic and Business Impacts of IFRS 9</p> <ul style="list-style-type: none"> Assessing the status post implementation Potential changes in business strategy/products and structures Evolving market practices and behavior Managing IFRS9 volatility through the credit cycle <p>SPEAKERS:</p> <p>Gerald Chappell <i>Partner</i> McKinsey and Company</p> <p>Ian Richmond <i>Senior Manager</i> HSBC</p>	<p>Stream C Market Tools and Techniques (Prins Hendrik 2+4, Ground Floor) Credit Risk Sharing Transaction: A Case Study</p> <ul style="list-style-type: none"> Business case Credit Events Data and definitions Tax, risk, other considerations <p>SPEAKERS:</p> <p>Angelique Pieterse <i>Senior Director</i> PGGM</p> <p>Jorgen de Vries <i>Head of Structured Asset Distribution, Portfolio Management Department</i> Rabobank</p>

Francois Favret
Head of Strategic Allocation and Optimization
Natixis

Herbert Woisetschlaeger
Co-Head of Global Portfolio & Pricing Management and Loans Agency
UniCredit AG

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

Enrico Riso
Senior Expert
McKinsey and Company

MODERATOR:
Timothy 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, Distribution & 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
Head of Internal Models
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

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

Stream B
(Prins Hendrik 1+3, Ground Floor)
Latest Trends in Pricing and Customer Profitability Solutions
Sponsored by Brilliance Financial Technology

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

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

SPEAKERS:
Mark Gu Chen
*Head of Product Management and
Development
Brilliance Financial Technology*

SPEAKERS:
Jens Kuttig
*Partner
zeb*

Sven Sassning
*Manager
zeb*

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

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
- Practitioners' perspectives on evolving VA practices
- Balance sheet impact, capital implications and regulatory challenges
- The impact of XVA on the wider organisation

SPEAKERS:
Robert McWilliam
*Managing Director, Global Head of
CVA Desk and Collateral
ING*

Kevin O'Donovan
*Head of XVA Structuring and
Collateral Management
RBC Capital Markets*

Kai Pohl
*Director
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
*Executive Director,
FI Structured Solutions
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: Outlook of Trade Finance and Credit Insurance in the Global Trade Digitalisation CEO Perspective <i>(St. Olof Chapel, 1st Floor)</i>					
	<ul style="list-style-type: none"> • Movements in global trade and trade credit in digital transformation • Implications and opportunities for trade finance and credit insurance • Specific cases 					
	SPEAKER: Isidoro Unda <i>Chief Executive Officer</i> Atradius					
4:30 – 5:30 PM	PLENARY SESSION: A New Regulatory Agenda: From Rulemaking to Implementation and Evaluation <i>(St. Olof Chapel, 1st Floor)</i>					
	<ul style="list-style-type: none"> • Regulatory perspectives on final revisions of Basel III • Industry and practitioner perspectives on impact of the revisions and the floor • Regulatory priorities and remaining challenges for implementation 					
	SPEAKERS: <table border="0" style="width: 100%;"> <tr> <td data-bbox="342 680 516 764"> Douglas Elliott <i>Partner</i> Oliver Wyman </td> <td data-bbox="857 680 1157 764"> Massimiliano Rimarchi <i>Policy Expert</i> European Banking Authority </td> </tr> <tr> <td data-bbox="342 791 792 898"> Olga Sclovscaia <i>Global Head & Sector Manager</i> <i>Financial Institutions and Capital Markets</i> Multilateral Investment Guarantee Agency </td> <td data-bbox="857 791 1243 869"> Olaf Sleijpen <i>Division Director, Supervision Policy</i> De Nederlandsche Bank </td> </tr> </table>	Douglas Elliott <i>Partner</i> Oliver Wyman	Massimiliano Rimarchi <i>Policy Expert</i> European Banking Authority	Olga Sclovscaia <i>Global Head & Sector Manager</i> <i>Financial Institutions and Capital Markets</i> Multilateral Investment Guarantee Agency	Olaf Sleijpen <i>Division Director, Supervision Policy</i> De Nederlandsche Bank	
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	MODERATOR: Veronique Ormezzano <i>Head of Group Prudential Affairs</i> BNP Paribas					
6:30 – 7:30 PM	COCKTAIL RECEPTION	<i>(NH Collection Barbizon Palace Hotel)</i>				
7:30 – 10:00 PM	DINNER <i>Sponsored by Moody's Analytics</i>	<i>(NH Collection Barbizon Palace Hotel)</i>				
	SPEAKER: Keith Berry <i>Executive Director, Emerging Business Unit</i> Moody's Analytics					

DAY 2**FRIDAY MAY 18**

8:30 – 9:00 AM

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

9:00 – 9:30 AM

PLENARY SESSION: A Dynamic and Practical Approach to Global Portfolio Management – Innovative Technology & Agile Principles in Practice
(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**(Chapel Foyer)**

11:00 – 11:45 AM

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 Chief Operating Officer*
Kamakura Corporation**Stream B***(Prins Hendrik 1+3, Ground Floor)*
The Value of Bank-Sourced Benchmarks in CPM
Sponsored by Credit Benchmark

- Current CPM practice and 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)*
Credit Artifacts and Data Explosion
Sponsored by AxiomSL

- Impact of IFRS 9
- Data requirements and governance – best practices
- Industrializing IFRS 9 processes across EMEA, Asia / Pacific and the Caribbean

SPEAKERS:

Harry Chopra*Chief Client Officer*
AxiomSL**Sufyan Khan***Product Leader*
AxiomSL

11:50 – 12:35 PM

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 metrics for climate change and green lending
- Managing the risk – implementing portfolio strategies
- Future implications and challenges for portfolio management

SPEAKERS:

Norbert Jobst

Managing Director, Portfolio Analytics, Client Asset Management
Lloyds Banking Group

Ilya Khaykin

Partner, Financial Services
Oliver Wyman

MODERATOR:

Rob Reoch

Partner
ERA Group

Stream B

New Developments

(Prins Hendrik 1+3, Ground Floor)

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

- LIBOR replacement
- Brexit and implications
- Anti trust and anti competition law guidelines
- Other current issues including:
 - EU proposed legislation for NPLs
 - 3rd party effect of assignments

SPEAKER:

Nicholas Voisey

Managing Director
Loan Market Association

Stream C

Capital and Risk - The Future of Financial Services

(Prins Hendrik 2+4, Ground Floor)

A Vision of Banking in the Future: The Perfect Storm for CPM

- Risk management in a post-crisis yet fragile and competitive world
- Living with “IV” and “9” and the stress tests
- Disruption and obsolescence: an industry in flux, with CPM capabilities at its heart
- New world solutions and instruments for capital efficiency

SPEAKER:

Adrian Docherty

Head of Bank Advisory
BNP Paribas

12:40 – 1:30 PM

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)

Digitally-Driven Change in Credit Portfolio Management—Disruption or Transformation?

- Technology and analytics trends
- Credit portfolio management from a technology perspective
- Fintech, insurtech, regtech, and electronic platforms
- Bigtech's impact
- Transformation trends for CPM—where are we headed?

SPEAKER:

Jeffrey Bohn

Managing Director and Head,
Swiss Re Institute
Swiss Re

1:30 – 2:30 PM

CLOSING LUNCH

(Hudson's Restaurant)