



## IACPM Credit Portfolio Management Educational Seminar

May 16, 2018

### Agenda

*The IACPM Credit Portfolio Management Educational Seminar is intended to promote active discussion among presenters and participants. It provides a framework of sound practices for those new to Credit Portfolio Management-- and a forum for discussion and debate on issues important to those new to CPM or starting CPM functions. All participants should come prepared to discuss and share key issues related to each topic for their business, institution or CPM unit.*

**8:00 – 8:30**      **Registration and Continental Breakfast**

**8:30 – 9:00**      **Introduction: CPM in a Changing Environment**

- Introduction to the IACPM
- The evolution of active credit portfolio management
- Determining the rationale for credit portfolio management
- What are Sound Practices in CPM?

*Speaker: **Som-lok Leung**  
Executive Director  
International Association of Credit Portfolio Managers*

**9:00 – 10:00**      **Business Models for Portfolio Management**

- Common start-up business models
- Differing organizational structures and mandates in practice
- Issues faced in choosing a business model and establishing a CPM function
- Case studies: Evolution of CPM business models and practices in the current market and credit environment

*Speaker: **Jeffery J. Weaver**  
Executive Vice President, Qualitative Risk Assessment  
KeyCorp  
Chairman Emeritus, IACPM Board of Directors*

**10:00 – 10:30**      **Morning break**

**10:30 – 11:30**      **Setting a Concentrations and Limits Framework: Implementing CPM in Practice**

- Applying portfolio analytics to set Concentration Limits and Capital Allocation
- Measuring the risk and communicating within the firm, globally and regionally
- Monitoring limits usage and managing concentrations effectively
- Open discussion on practical issues

*Speaker: **Robert Wendt**  
Executive Director and Head of Portfolio Management, EMEA  
Bank of Tokyo-Mitsubishi UFJ*

**11:30 – 12:30**

**Lunch**

**12:30 – 1:30**

**Active Credit Portfolio Management Techniques and Toolkit**

- Risk Analysis Toolkit
- Decision metrics and support analytics
- Identifying and assessing hedging and risk taking opportunities
- Assessing impact of change on portfolio performance
- Implementation challenges

Speaker: **Jeffrey Bohn**

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

**1:30 – 3:30**

**How to Manage a Credit Portfolio: A hands-on, simulation exercise**

- Working in groups, the seminar participants will gain experience in using the tools and techniques of Credit Portfolio Management to optimize a portfolio of loans
- The participants will be able to use the output from a credit capital model to make better decisions about which loans to approve
- The participants will be able to purchase CDS protection to optimize the returns to the loan portfolio.

*Speakers:* **Rick Grove**  
*Partner & CEO*  
Rutter Associates

**Chia-Ling Hsu**  
*Principal*  
Rutter Associates

**Bob Selvaggio**  
*Head of Analytics*  
Rutter Associates

**5:30 – 7:00**

**Welcome Reception**