

#forumfunding



AGENDA



FUNDING &  
CAPITAL  
MARKETS  
FORUM 2017

MILAN

11<sup>TH</sup> • 12<sup>TH</sup> MAY

CENTRO SERVIZI BEZZI  
SALA CONFERENZE - BPM  
Via Massaua, 6

Artwork: BIShop by Thomas Cocco

**ABI** Associazione  
Bancaria  
Italiana

**ABISERVIZI**  
ABI  
EVENTI

# eVENTS IN ART 2017

è un progetto che valorizza il talento di giovani artisti, utilizzando le opere come immagini identificative dei Convegni. Obiettivo dell'iniziativa è promuovere l'arte e la cultura durante gli appuntamenti organizzati da ABIServizi S.p.A.

*is a project that promotes the talent of young artists, using the artworks as identifying images of the Conferences. The objective of the initiative is to promote art and culture during the events organized by ABIServizi S.p.A.*

In partnership with



Fabbrica  
di Lampadine



## Thomas Cocco

Nato a Milano nel 1993, Thomas Cocco frequenta l'ultimo anno del corso di Fumetto dell'Accademia di Belle Arti Europea dei Media. Dipinge dal 2012 prediligendo la pittura acrilica mista a interventi grafici con pennarelli e inchiostri. Punti cardine del suo lavoro sono il fumetto, i giochi di parole, le metafore. Lavora con lo pseudonimo di The Monkey Coma.

## L'Opera The Artwork BiShop

I concetti cardine su cui preme la tela sono la strategia, la competitività e l'ordine. L'opera rappresenta un alfiere ricurvo, come se stesse spiccando un balzo verso l'alto. La strategia e la competitività degli scacchi si associano qui all'idea di business. Le caselle della scacchiera sono rappresentate come cartelle per richiamare l'ordine, il lavoro e la competenza. Il colore verde turchese è sicuro e riposante, il blu oltremare riporta all'idea di coesione e di sicurezza, il giallo di Napoli sporcato e la terra di Siena bruciata richiamano la classicità (dell'istituzione banca e degli scacchi).

*Born in Milan in 1993, Thomas Cocco is attending the last year of the Comics course at the European Academy of Fine Arts and Media. He has been painting since 2012 preferring to mix acrylic to graphic design with pencils and inks. Key points of his work are comics, word games, metaphors. He works under a pseudonym: The Monkey Coma.*

*The key concepts of this artwork are strategy, competitiveness and order. The artwork represents a curved bishop, as if it is jumping upwards. The strategy and competitiveness of chess connect to the business idea. Chess boxes are shown as folders to call for order, work and expertise. The colour Turquoise Green is safe and restful, the blue brings back to the idea of cohesion and security, the yellow and amber recall classicity (of banks and chess).*

## GIOVEDÌ 11 MAGGIO | THURSDAY 11<sup>TH</sup> MAY

- 9.10 a.m. SALUTO DI BENVENUTO | *WELCOME ADDRESS*
- 9.45 a.m. I SESSIONE PLENARIA | *FIRST PLENARY SESSION*  
IMPATTI DELLA MID-TERM REVIEW DELLA CAPITAL MARKETS UNION  
*IMPACTS OF THE CAPITAL MARKETS UNION MID-TERM REVIEW*
- 11.30 a.m. II SESSIONE PLENARIA | *SECOND PLENARY SESSION*  
IL FUNDING DELLE BANCHE: NECESSITÀ E STRUMENTI  
*BANKS FUNDING: NEEDS AND INSTRUMENTS*
- 2.00 p.m. SESSIONI PARALLELE | *PARALLEL SESSIONS*
- A1** CAPITALE REGOLAMENTARE  
*REGULATORY CAPITAL*
- B1**  
**B2** RACCOLTA COLLATERALIZZATA  
E FINANZIAMENTO DEGLI ASSET  
*COLLATERALISED FUNDING  
AND ASSET FINANCING*
- C1**  
**C2** FUNDING PER LE IMPRESE  
*CORPORATE FUNDING*

## VENERDÌ 12 MAGGIO | FRIDAY 12<sup>TH</sup> MAY

- 9.30 a.m. SESSIONI PARALLELE | *PARALLEL SESSIONS*
- A2** CAPITALE REGOLAMENTARE  
*REGULATORY CAPITAL*
- B3** RACCOLTA COLLATERALIZZATA  
E FINANZIAMENTO DEGLI ASSET  
*COLLATERALISED FUNDING  
AND ASSET FINANCING*
- C3**  
**C4** FUNDING PER LE IMPRESE  
*CORPORATE FUNDING*
- 2.00 p.m. SESSIONE PLENARIA DI CHIUSURA | *CLOSING PLENARY SESSION*  
DISTRESSED VALUE INVESTING

PARTECIPAZIONE  
GRATUITA!  
FREE ENTRY  
TO THIS SESSION!

8.30 a.m. Registrazione dei partecipanti, caffè di benvenuto e networking nell'Area Meeting  
*Participant registration, welcome coffee and networking in the Meeting Area*

9.10 a.m. **SALUTO DI BENVENUTO | WELCOME ADDRESS**

Guido Rosa, *Vice Presidente* **ABI**

**Guest speech**

Rainer Stefano Masera, *Preside Facoltà di Economia* **Università degli Studi Guglielmo Marconi**  
**@Uni\_Marconi**

## IMPATTI DELLA MID-TERM REVIEW DELLA CAPITAL MARKETS UNION *IMPACTS OF THE CAPITAL MARKETS UNION MID-TERM REVIEW*



**Chair**

Maurizio Dallocchio, *Professor of Corporate Finance* **Bocconi University**

**@unibocconi**

9.45 a.m. **Panel**

Andrea Sironi, *Presidente* **Borsa Italiana**

**@BorsaitalianaIT**

Nicola Giaretta, *Responsabile Transaction Banking e Financing della Divisione Corporate Banking*  
**BNL - Gruppo BNP Paribas**

**@BNL\_PR**

Matteo Zanetti, *Presidente Gruppo Tecnico Credito e Finanza* **Confindustria**

**@Confindustria**

11.00 a.m. **Pausa caffè e networking nell'Area Meeting**  
*Coffee break and networking in the Meeting Area*

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# IL FUNDING DELLE BANCHE: NECESSITÀ E STRUMENTI

## BANKS FUNDING: NEEDS AND INSTRUMENTS

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### Chair

Andrea **Beltratti**, *Associate Dean* SDA Bocconi - Bocconi University

@sdabocconi  
@unibocconi

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### 11.30 a.m. Panel

Luca **Bertalot**, *Secretary General* European Mortgage Federation  
European Covered Bond Council

@Luca\_Bertalot  
@EMF\_ECBC

Gordon **Kerr**, *Head of European Structured Finance Research* DBRS

@securitisation  
@DBRSRatings

Massimiliano **Rimarchi**, *Policy Expert - Regulation* EBA

@EBA\_News

Marco **Angheben**, *Director Business Development* European DataWarehouse

@EuroDW

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1.00 p.m. Pranzo a buffet e networking nell'Area Meeting  
*Buffet lunch and networking in the Meeting Area*

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AGENDA GIOVEDÌ 11 MAGGIO  
THURSDAY 11<sup>TH</sup> MAY

II SESSIONE PLENARIA  
SECOND PLENARY SESSION

# A1 IL FUNDING OBBLIGAZIONARIO DELLE BANCHE DOPO LA BRRD E IL QE

## *BANKS BOND FUNDING BEYOND THE BRRD AND QE*



### Chair

Davide **Ferrazzi**, *Ufficio Finanza* **ABI**

### 2.00 p.m. Panel

Virginia **Giglio**, *Unità di Risoluzione e gestione delle crisi*

**Banca d'Italia**

@bancaditalia

Marco **Troiano**, *Director Financial Institutions*

**Scope Ratings**

@eurobanks

@ScopeGroup\_

Giovanni **Prati De Pellati**, *Head of Funding* **Banco BPM**

@BancoBPMSpa

Enrico **Scarin**, *Portfolio Manager* **Generali Investments**

Tamara **Atanasova**, *Director, Capital Solutions Group* **Deutsche Bank**

### Focus su/on

L'impatto della MIFID II/EMIR sull'attività degli intermediari sul mercato obbligazionario, operatività in derivati e costo del funding

*MIFID II/EMIR impacts on the bond market, derivatives and the cost of funding*

Liquidity Risk Management e Product Governance: quale impatto sull'organizzazione delle banche in sede di funding alla luce dei recenti orientamenti delle Authorities?

*Liquidity Risk Management and Product Governance: what is the impact on banks' organisation during funding in the light of the stance recently taken by authorities?*

Pierluigi **Valentino**, *Socio* **BDO Italia**

@bdo\_italia

Margin Cost Optimization: Machine Learning e Blockchain.

La minimizzazione del costo di funding associato all'obbligo di collateralizzazione

*Margin Cost Optimisation: Machine Learning and Blockchain.*

*Minimisation of the cost of funding associated to the collateralisation obligation*

Matteo **Oldani**, *Manager* **Avantage Reply**

@AvantageReply



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# B1

## IL FUTURO DEI COVERED BOND WHAT'S NEXT FOR COVERED BONDS?

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### Chair

Raffaele **Rinaldi**, *Responsabile Ufficio Crediti* **ABI**

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### 2.00 p.m. Panel

Luciano **Chiarelli**, *Head of Group Secured Funding* **UniCredit**

@UniCredit\_IT

Federica **Fabrizi**, *Senior Director* **Fitch Ratings**

@FitchRatings

Luca **Bertalot**, *Secretary General* **European Mortgage Federation**  
**European Covered Bond Council**

@Luca\_Bertalot  
@EMF\_ECBC

Michael **Weigerding**, *Covered Bond Analyst* **Commerzbank**

@commerzbank

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AGENDA GIOVEDÌ 11 MAGGIO  
THURSDAY 11<sup>TH</sup> MAY

B1 SESSIONE PARALLELA  
PARALLEL SESSION



## B2 IL MERCATO DELLE CARTOLARIZZAZIONI THE SECURITISATION MARKET

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### Chair

Richard **Hopkin**, *Managing Director, Head of Fixed Income, Capital Markets* **AFME**

[@News\\_from\\_AFME](#)

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### 4.05 p.m. Panel

Andrea **Nuzzi**, *Head of Financial Institutions* **CDP**

[@GruppoCDP](#)

Bernardo **Ghilardi**, *Deputy Head of Regional Mandates* **European Investment Fund**

Sandro **Marcucci**, *Responsabile Tesoreria* **Alba Leasing**

Marco Federico **Turrina**, *Amministratore Delegato* **Banca Akros**



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# C1

## LA GRANDE OPPORTUNITÀ DEI PIR THE GREAT OPPORTUNITY GIVEN BY THE PIR



### Chair

David **Sabatini**, *Responsabile Ufficio Finanza* **ABI**

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### 2.00 p.m. Panel

Stefano **Scalera**, *Consigliere Economico del Ministro dell'Economia e delle Finanze*  
**Ministero dell'Economia e delle Finanze**

@stefano\_emac  
@MEF\_GOV

Marco **Rosati**, *Amministratore Delegato* **Zenit SGR**

@mrosatizenit

Lucio **De Gasperis**, *Direttore Generale* **Mediolanum Gestione Fondi**

@BancaMediolanum

Daniele **Colantonio**, *Partner, Business & Product Development* **Anthilia Capital Partners SGR**

Alessandra **Franzosi**, *Head of Pension Funds & Asset owners*  
**Borsa Italiana**

@BorsaitalianaIT

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SESSIONE PARALLELA  
PARALLEL SESSION

C1

AGENDA GIOVEDÌ 11 MAGGIO  
THURSDAY 11<sup>TH</sup> MAY

# C2 FINANZA GREEN: SOSTENIBILITÀ E CRESCITA

## GREEN FINANCE: SUSTAINABILITY AND GROWTH

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### Chair

Riccardo **Designori**, *Responsabile FinanzaOnLine TV* **Brown Editore**

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### 4.05 p.m. Panel

Flavio **Fabbrizi**, *Head of Debt Capital Markets* **HSBC Bank** [@HSBC](#)

Luca **Bertalot**, *Secretary General* **European Mortgage Federation** [@Luca\\_Bertalot](#)  
**European Covered Bond Council** [@EMF\\_ECBC](#)

Carola **Antonini**, *Partner - Head of the Energy Business Unit* **Chiomenti** [@ChiomentiSL](#)

Paola **Leocani**, *Partner, Head of DCM* **Simmons & Simmons** [@SimmonsLLP](#)

Philipp **Rühle**, *Director Research Services* **oekom research** [@oekomresearch](#)

Luca **De Biasi**, *Wealth Business Leader* **Mercer Italia** [@MercerItaly](#)

Paolo E. **Foà**, *Markets - Corporate & Investment Banking* **UniCredit Bank AG** [@UniCredit\\_IT](#)  
*Membro* **EEFIG**

Monica **Frassoni**, *Presidente* **EUASE - European Alliance to Save Energy** [@monicafrassoni](#)  
[@EUASE](#)



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# A2 IL CAPITALE DELLE BANCHE E UN FOCUS SUGLI STRUMENTI DI TIER 3 BANK CAPITAL AND A FOCUS ON TIER 3 INSTRUMENTS

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## Chair

Flavio **Fabbrizi**, *Head of Debt Capital Markets* **HSBC Bank**

@HSBC

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## 9.30 a.m. Panel

Tobias **Kessler**, *Capital Solutions Group EMEA* **HSBC Bank**

@HSBC

Nicolò **Bocchin**, *Portfolio Manager* **Aletti Gestielle SGR**

Satish **Pulle**, *Lead Portfolio Manager* **ECM / Wells Fargo Asset Management**

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## 11.00 a.m. Pausa caffè e networking nell'Area Meeting *Coffee break and networking in the Meeting Area*

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## 11.30 a.m. Sebastiano **Chiodino**, *Head of Credit* **UnipolSai Assicurazioni**

@SebastianoChiod

@UnipolSai

Giorgio **Erasmi**, *Head of Funding and Treasury* **UBI Banca**

Angelo **Messore**, *Associate* **White & Case**

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## 1.00 p.m. Pranzo a buffet e networking nell'Area Meeting *Buffet lunch and networking in the Meeting Area*

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A2 SESSIONE PARALLELA  
PARALLEL SESSION

AGENDA VENERDÌ 12 MAGGIO  
FRIDAY 12<sup>TH</sup> MAY

# B3 LA CARTOLARIZZAZIONE DEGLI NPL

## THE NPL SECURITISATION MARKET



### Chair

Gregorio **Consoli**, *Co-Managing Partner* **Chiomenti**

@gconsoli  
@ChiomentiSL

### 9.30 a.m. Panel

Alessio **Pignataro**, *Senior Vice President* **DBRS Ratings**

@DBRSRatings

Adele **Sindoni**, *Director* **Fitch Ratings**

@FitchRatings

Giuseppe **Barra Caracciolo**, *Partner* **White & Case**

@WhiteCase

Vittorio **Savarese**, *Head of Risk Transfer Solutions, Global Markets - Credit Solutions Group*  
**Banca IMI**

### 11.00 a.m. Pausa caffè e networking nell'Area Meeting

*Coffee break and networking in the Meeting Area*

offerta da  
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### Chair

Benedetto **La Russa**, *Senior Associate* **Chiomenti**

@ChiomentiSL

### 11.30 a.m. Simone **Simoncini**, *NPL Strategy Manager* **Cassa di Risparmio di Volterra**

Raffaele **Faragò**, *Amministratore Delegato* **Centotrenta Servicing**

Francesca **Pilu**, *Assistant Vice President - Analyst* **Moody's**

@MoodyslnvSvc

Orazio **Lascala**, *Senior Manager* **Deloitte**

@Deloittitalia

Edgardo **Palombini**, *Director* **Deloitte**

@Deloittitalia

### 1.00 p.m. Pranzo a buffet e networking nell'Area Meeting

*Buffet lunch and networking in the Meeting Area*



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# C3 LA CRESCITA DEL MERCATO PANEUROPEO SUL PRIVATE PLACEMENT

## THE GROWTH OF A PAN-EUROPEAN PRIVATE PLACEMENT MARKET



### Chair

Paul **Alexander**, *Partner* **White & Case**

@WhiteCase

### 9.30 p.m. Panel

Valentino Teobaldo **Daprile**, *Head of EU Corporate* **DBRS**

@DBRSRatings

Giovanni **Lazzeri**, *Director Working Capital Solutions* **Demica**

Massimiliano **Lagreca**, *Head of Elite Club Deal*

@\_ELITEGroup\_

**ELITE - London Stock Exchange Group**

11.00 a.m. **Pausa caffè e networking nell'Area Meeting**  
*Coffee break and networking in the Meeting Area*

offerta da  
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# C4 MINIBOND



### Chair

David **Sabatini**, *Responsabile Ufficio Finanza* **ABI**

### 11.30 a.m. Panel

Francesco **Ellena**, *Amministratore Delegato* **Caar**

Andrea **Giovanelli**, *Partner - Head of Debt Advisory Services*

@DeloitteItalia

**Deloitte Financial Advisory**

Fabrizio **Salvi**, *Direttore Commerciale e Responsabile Area Sviluppo e Relazioni Clienti Istituzionali*

**Groupama Asset Management SGR**

Michela **Sperandio**, *Corporate Trust Group Manager - Client Relationship Management*

**BNY Mellon - The Bank of New York Mellon**

@BNYMellon

1.00 p.m. **Pranzo a buffet e networking nell'Area Meeting**  
*Buffet lunch and networking in the Meeting Area*

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## DISTRESSED VALUE INVESTING

PARTECIPAZIONE  
GRATUITA!  
FREE ENTRY  
TO THIS SESSION!



### Chair

Maurizio **Dalocchio**, *Professor of Corporate Finance* **Bocconi University**

[@unibocconi](#)

### 2.00 p.m. Panel

Massimo **Gianolli**, *CEO* **Generalfinance**

[@\\_Generalfinance](#)

Alberto **Vigo**, *Managing Director - Co-Head Mid Corporate* **Mediobanca**

Massimo **Racca**, *Responsabile Credito Anomalo* **Banco BPM**

[@BancoBPMSpa](#)

Biagio **Giacalone**, *Area CFO* **Intesa Sanpaolo**

[@intesasanpaolo](#)

Sam **Ramadori**, *Managing Partner* **Dundee Sarea**

Stefano **Visalli**, *Founder & Managing Partner* **Oxycapital**

[@stefanovisalli](#)

Vincenzo **Manganelli**, *Managing Director* **IDEA SGR**

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Arrivederci a **Funding & Capital Markets Forum 2018!**

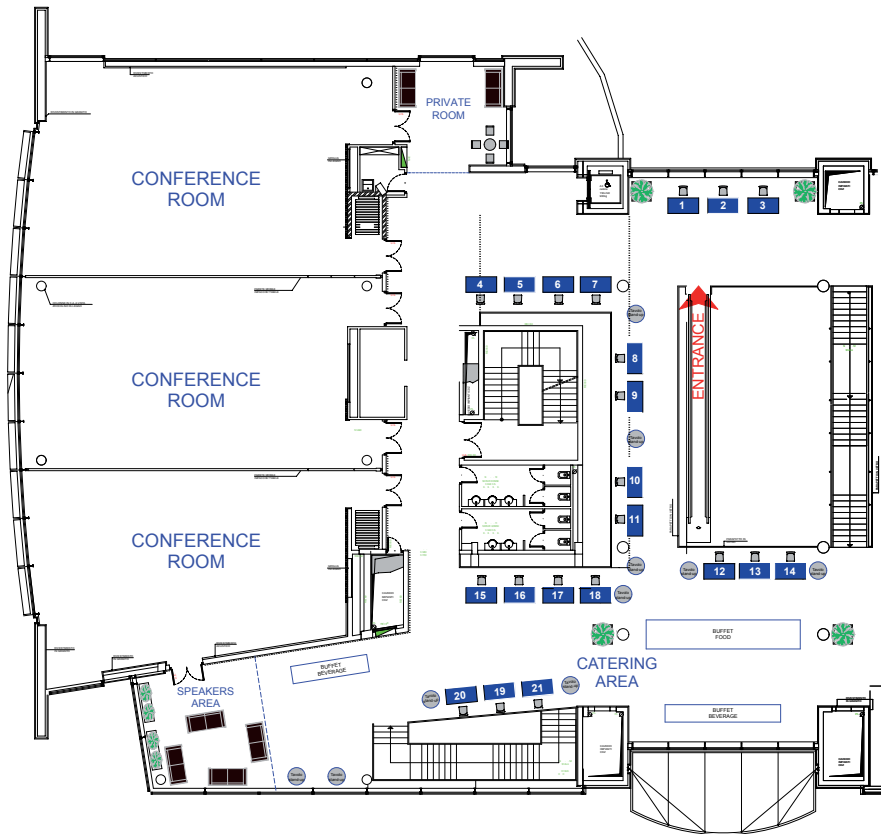
*See you in 2018!*

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# LOCATION CENTRO SERVIZI BEZZI



## DESK AREA MEETING

1	GENERAL FINANCE	6	MERCER	11	COMMERZBANK	17	ECBC
2	MOODY'S INVESTORS SERVICE	7	SCOPE RATINGS	12	AFME	18	COLT
3	SIMMONS & SIMMONS	8	WILMINGTON TRUST	13	HOGAN LOVELLS	19	ELITE BORSA ITALIANA
4	FITCH RATINGS	9	NO EXHIBITOR PARTNERS	14	BNY MELLON	20	WHITE & CASE
5	DELOITTE	10	MEDIA PARTNERS	15	BDO	21	DEUTSCHE BANK
				16	DBRS		



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Deloitte.

DEMICA



Deutsche Bank

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DATAWAREHOUSE

FitchRatings

Hogan  
Lovells

HSBC



MERCER



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INVESTORS SERVICE



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Ratings

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THOMSON REUTERS®

UniCredit  
Corporate & Investment Banking

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School of Management

ECBC  
European Covered Bond Council



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