

FUNDING & CAPITAL MARKETS FORUM 2018

V EDITION

MILAN, 13th | 14th DECEMBER

Palazzo Mezzanotte

Piazza degli Affari, 6



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FUNDING THE REAL ECONOMY

 Energy
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13 DICEMBRE | DECEMBER 13th

9.30 am **SESSIONE PLENARIA DI APERTURA | OPENING PLENARY SESSION**
ACCESSING THE CAPITAL MARKETS: ARE WE SAILING IN THE RIGHT DIRECTION?

11.45 am **SESSIONE PLENARIA | PLENARY SESSION**
BANKS' AND CORPORATES' POINT OF VIEW: HAS ANYTHING REALLY CHANGED IN FUNDING COMPARED TO CMU?

SESSIONI PARALLELE | PARALLEL SESSIONS

2.00 pm *FUNDING OF BANKS AFTER QE AND BRRD*

COVERED BONDS REGULATION

THE ROLE OF ASSET OWNERS AS LONG-TERM INVESTORS IN CORPORATE

THE SECURITISATION MARKET

WORKSHOP

3.15 pm *EXPECTED LOSS IN PROJECT FINANCE.
THE IMPORTANCE OF SEVERITY ANALYSIS*



THE NEW SFT REGULATION FOR CASH PRODUCTS - HOW TO BE COMPLIANT



FROM NPL TO UTPS: THE NEXT STEP



SESSIONI PARALLELE | PARALLEL SESSIONS

4.30 pm *THE EVOLUTION OF AIM ITALIA*

THE NPL SECURITISATION MARKET

PRIVATE DEBT



14 DICEMBRE | DECEMBER 14th

9.15 am **SESSIONI PARALLELE | PARALLEL SESSIONS**

POST-TRADING

COVERED BONDS MARKET

ICO VS IPOS & VC: THE DO'S AND DON'T

CORPORATE PRIVATE PLACEMENT

10.30 am **SESSIONI PARALLELE | PARALLEL SESSIONS**

POST-TRADING AND THE DISTRIBUTED LEDGER TECHNOLOGY

FINTECH OPPORTUNITIES FOR CORPORATE FINANCE

WORKSHOP

EUROPEAN SECURED NOTE: A POTENTIAL NEW FINANCIAL INSTRUMENT



THE VALUE CHAIN IN THE NPL MARKET: CAPITAL MARKETS
AND INSURANCE INDUSTRY FOR A NEW ECOSYSTEM



AmTrust International

12.00 pm **SESSIONE PLENARIA DI CHIUSURA | CLOSING PLENARY SESSION** SUSTAINABLE FINANCE AND THE CAPITAL MARKETS



EVENTS IN ART 2018

In partnership with



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.

Giuseppe Di Lerna

Giuseppe Di Lerna è nato a Milano nel 1988. Frequenta l'Istituto Marcello Dudovich diplomandosi in grafica pubblicitaria. In seguito consegue la laurea in Storia e Critica dell'Arte presso l'Università degli Studi di Milano. Nel 2015 frequenta il master di specializzazione in illustrazione editoriale Mimaster.

Lavora come illustratore collaborando con: La Repubblica, Il Sole 24 Ore, DIE ZEIT, De Agostini Scuola, Officina Libreria, Dorling Kindersley.



Giuseppe Di Lerna was born in Milan in 1988. He attended the Marcello Dudovich Institute, graduating in advertising graphics. Later he graduated in History of Art at the University of Milan.

In 2015 he attended the postgraduate master's degree in illustration at the Mimaster.

He works as an illustrator collaborating with: La Repubblica, Il Sole 24 Ore, DIE ZEIT, De Agostini School, Officina Libreria, Dorling Kindersley.

Opera | Artwork

I nuovi orizzonti del mercato | *The new horizons of the market*

Il mercato dei capitali offre nuovi orizzonti e nuove opportunità per gli "avventurieri" del mercato. Le strategie di accesso al mercato dei capitali vivono in uno stato di continuo cambiamento, qui rappresentato da un mare ondosso, il cui movimento è prevedibile solo parzialmente.

Garantirsi i migliori strumenti e le strategie più mirate consente di «navigare» in modo sicuro, così come la barca di questa immagine permette di proseguire il viaggio abbracciando le nuove possibilità che il panorama offre, seguendo gli aggiornamenti normativi.

The capitals market offers new horizons and new opportunities for the market "adventurers" the strategies of access to the capitals market live in a state of continuous change, here represented by a sea, whose movement is only partially predictable. To get the best instruments and most accurate strategies will allow to "navigate" safely, just like the boat of this image allows to keep the journey going by embracing the new possibilities the view offers, and following the updates.

8.30 am Registrazione partecipanti e visita nell'Area Meeting

Attendees registration and networking in the Meeting Area

**ACCESSING THE CAPITAL MARKETS:
ARE WE SAILING IN THE RIGHT DIRECTION?**

9.15 am SALUTO DI BENVENUTO WELCOME ADDRESS

Gianfranco Torriero, *Vice Direttore Generale ABI*

Chair

Andrea Cabrini, *Direttore CLASS CNBC*

9.30 am PANEL

Massimo Della Razione, *Partner Goldman Sachs International*

Raffaele Jerusalem, *Amministratore Delegato Borsa Italiana e Presidente ELITE*

Luca Manzoni, *Responsabile Corporate Banco BPM*

Cristina Scocchia, *CEO KIKO*

NPLs: RESHAPING THE MARKET

Riccardo Serrini, *DG Prelios Group*

Manuel Pincetti, *Director Monitor Deloitte, Strategy Consulting*

Alessandra Ceriani, *Senior Partner Deloitte*

11.00 am Pausa Caffè e networking nell'Area Meeting

Coffee Break and networking in the Meeting Area



*BANKS' AND CORPORATES' POINT OF VIEW:
HAS ANYTHING REALLY CHANGED IN FUNDING
COMPARED TO CMU?*

Chair

Maurizio Dallochio, *Professor of Corporate Finance* Bocconi University

11.45 am PANEL

Claudio Battistella, *Vice Direttore Generale* BPER Banca

David Bergman, *Executive Director, Deputy Head of Structured Finance Ratings*
Scope Ratings

Riccardo Illy, *Presidente* Gruppo Illy

Marta Testi, *Head of ELITE Italy&Europe* ELITE



FUNDING OF BANKS AFTER QE AND BRRD

Chairs

Davide **Ferrazzi**, *Ufficio Mercato dei Capitali* **ABI**

Gabriele **Sacerdote**, *Managing Director Head of Global Markets, Italy*
Crédit Agricole Corporate and Investment Bank Global Markets Division

2.00 pm PANEL

Sabrina **Bellacci**, *Head of Resolution 1 Division within the Resolution and Crisis Management Unit* **Banca d'Italia**

Lorenzo **Codogno**, *Founder & Chief Economist* **LC Macro Advisors**
e *Visiting Professor* **London School of Economics**

Fabio **Ferrari**, *Head of MLT Funding* **Intesa Sanpaolo**

Fabio **Ricci**, *Servizi Finanziari* **Eurizon Capital**

Francesca **Vasciminno**, *Senior Director Financial Institutions* **Fitch Ratings**

COVERED BONDS REGULATION

Chair

Marco **Marino**, *Ufficio Crediti* **ABI**

2.00 pm PANEL

Domenico **Albamonte**, *Director, Deputy Head of Division* **Banca d'Italia**

Luciano **Chiarelli**, *First Vice President, Head of Group Secured Funding Finance Department* **Unicredit**

Roberto **Del Ragno**, *Director Covered Bonds* **Fitch Ratings**

Valeria **Miceli**, *Policy Officer* **European Commission (DG FISMA)**

Giovanni Mario **Pisanu**, *Expert* **Banca d'Italia**



THE ROLE OF ASSET OWNERS AS LONG-TERM INVESTORS IN CORPORATE

Chair

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

2.00 pm PANEL

Enrico **Cibati**, *Cassa Forense*

Matteo **Franchetto**, *Responsabile Attività Patrimoniali e Finanziarie* **Fondazione Cariverona**

Stefano **Gaspari**, *Amministratore Unico* **MondoInvestor**

Marco **Ricci**, *Depositary Bank and Controls BU* **DEPObank**

Mauro **Selva**, *Direttore Generale* **Fondo Pensioni Cariplo**

Simona **Zenobi**, *Responsabile Investimenti* **Groupama Assicurazioni**

THE SECURITISATION MARKET

Chair

Mark **Lewis**, *Managing Director, Head of PCS Operations* **Prime**

2.00 pm PANEL

Marco **Angheben**, *Head of Business Development & Regulatory Affairs*
European DataWarehouse

Bernardo **D'Alessandro Tavani**, *Policy Expert* **Banca d'Italia**

Mario **Pace**, *Manager - Capital Markets & Risk Management* **Avantage Reply**

Angelo **Santarossa**, *Senior Consultant - Capital Markets & Risk Management*
Avantage Reply

Vinicio **Trombetti**, *Partner* **Jones Day**



EXPECTED LOSS IN PROJECT FINANCE. THE IMPORTANCE OF SEVERITY ANALYSIS

by

**3.15 pm Speaker**

Carlos Terré, *Managing Director, Head of Project Finance Ratings* **Scope Ratings**

THE NEW SFT REGULATION FOR CASH PRODUCTS HOW TO BE COMPLIANT

by

**Chair**

Andrea Laurenti, *Associate Partner* **PwC**

3.15 pm PANEL

Daria Iafolla, *Manager* **PwC**

Marco Lagni, *Director* **PwC**

Andrea Valsecchi, *Director* **PwC**



FROM NPL TO UTPS: THE NEXT STEP

by



Chair

Gordon **Kerr**, *Senior Vice President, Head of EU Research* **DBRS Ratings Limited**

3.15 pm PANEL

Raimondo **Bonfanti**, *Pillarstone Italy*

Mirco **Iacobucci**, *Vice President, Global Structured Finance* **DBRS Ratings Limited**

Marco **Monselesan**, *Head of Business Development* **Prelios Credit Servicing**

Marco **Spano**, *Managing Director - Head of DCM FIG* **Mediobanca**



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THE EVOLUTION OF AIM ITALIA

Chair

Luca **Tavano**, *Head of Product Development Mid&Small Cap* **Borsa Italiana**

4.30 pm **PANEL**

Alberto **Alfiero**, *Vice Direttore Generale* **Banca Finnat**

Andrea **Buragina**, *Portfolio Manager* **Mediolanum Gestione Fondi**

Marco Maria **Fumagalli**, *CEO* **Capital Progress Advisory**

Alessandro **Mattiacci**, *Presidente* **Alkemy**



THE NPL SECURITISATION MARKET

Chair

Andrea **Marinelli**, *Associate Partner* Bain & Company

4.30 pm PANEL

Gabriella **Breno**, *Director of Operations* Prelios Credit Servicing

Amedeo **Gambaro**, *Senior Manager* Deloitte Consulting

Francesco **Marini**, *Founder* LIO Capital

Cristiano **Matonti**, *Responsabile Solutions & Asset Disposal* Intesa Sanpaolo

Marco **Monselesan**, *Head of Business Development* Prelios Credit Servicing

Francesco **Squerzoni**, *Partner* Jones Day

PRIVATE DEBT

Chair

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

4.30 pm PANEL

Barbara **Ellero**, *Head of Private Debt* Anthilia

Massimo **Mancini**, *Direttore Generale* Giglio Group

Alberto **Nobili**, *Head of International Operations EMEA* Banca Finint

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



POST-TRADING

Chair

David **Angeloni**, *Ufficio Mercato dei Capitali* **ABI**

9.15 am PANEL

Roberta **Colasanto**, *Senior Consultant - Capital Markets & Risk Management*
Avantage Reply

Simone **Fioravanti**, *Funzionario Ufficio Post-Trading* **Consob**

Sergio **Guirrerri**, *Manager - Capital Markets & Risk Management* **Avantage Reply**

Marcello **Topa**, *Director - EMEA Market Policy & Strategy* **Citi**
e *Coordinatore del Post-Trading Working Group* **Federazione Bancaria Europea (EBF)**

COVERED BOND MARKET

Chair

Luca **Bertalot**, *Secretary General* **EMF - ECBC**

9.15 am PANEL

Dario **Annoscia**, *Legal and Policy Advisor on Financial Markets and Banking Legislation*
European Parliament

Luciano **Chiarelli**, *First Vice President, Head of Group Secured Funding*
Finance Department **Unicredit**

Karlo **Fuchs**, *Executive Director, Head of Covered Bond Ratings* **Scope Ratings**



ICO VS IPOS & VC: THE DO'S AND DON'T

Chair

Andrea **Vianelli**, *Legal & Compliance Manager* **Amagis Capital**

9.15 am PANEL

Damiano **Di Maio**, *Regulatory Crypto Expert*

Paolo **Gianturco**, *Senior Partner, Head of Fintech & FS Teach EMEA Blockchain Lab co-leader*
Deloitte

Massimiliano **Nicotra**, *Professore* **Università Torvergata**

CORPORATE PRIVATE PLACEMENT

Chair

Davide **Ferrazzi**, *Ufficio Mercato dei Capitali* **ABI**

9.15 am PANEL

Pierre Henri **Carles**, *Responsabile Alternative & Real Assets* **Amundi**

Francesca **Chieti**, *Head of US, Asia and Emerging Markets Institutional Investors*
Borsa Italiana

Valentino Teobaldo **Daprile**, *Senior Vice President, Head of EU Corporates*
DBRS Ratings Limited

Edoardo **Marullo Reedtz**, *Responsabile Studi Finanziari* **ANIA**

Andrea **Nuzzi**, *Responsabile Imprese e Istituzioni Finanziarie* **Cassa Depositi e Prestiti**



POST-TRADING AND THE DISTRIBUTED LEDGER TECHNOLOGY

Chair

Romano **Stasi**, *Segretario Generale* **ABI Lab**

10.30 am PANEL

Gregg **Rapaport**, *Managing Director, Strategy and Business Development* **DTCC**

Alessandro **Viviani**, *Partner* **Parva Consulting**

Angie **Walker**, *Global Head of Capital Markets Business Development* **R3**

11.30 am Pausa Caffè e networking nell'Area Meeting

Coffee Break and networking in the Meeting Area

FINTECH OPPORTUNITIES FOR CORPORATE FINANCE

Chair

Brian **Pallas**, *CEO* **Opportunity Network**

10.30 am PANEL

Archimede **Mulas**, *Founder & CEO* **Collective Equity Ownership**

Ivan **Pellegrini**, *Co-founder e General Manager* **BorsadelCredito.it**

Giordano **Sassaroli**, *Head of Digital Services* **ELITE**

Sergio **Zocchi**, *CEO* **October Italia**

11.30 am Pausa Caffè e networking nell'Area Meeting

Coffee Break and networking in the Meeting Area



EUROPEAN SECURED NOTE: A POTENTIAL NEW FINANCIAL INSTRUMENT

Chair

Rosanna **Vicari**, *Partner* BDO

by 

10.30 am PANEL

Luca **Bertalot**, *Secretary General* EMF-ECBC

Luciano **Chiarelli**, *First Vice President, Head of Group Secured Funding Finance Department* Unicredit

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

Jacopo **Mozzana**, *Senior Manager* BDO Italia

11.30 am Pausa Caffè e networking nell'Area Meeting

Coffee Break and networking in the Meeting Area

THE VALUE CHAIN IN THE NPL MARKET: CAPITAL MARKETS AND INSURANCE INDUSTRY FOR A NEW ECOSYSTEM

Chair

Nicola **Mondone**, *International Business Development* AmTrust International

by  AmTrust International

10.30 am PANEL

Tommaso **Canepa**, *Partner* RCC Studio Legale

Francesco **Guarneri**, *Co-Fondatore e Amministratore Delegato* Guber Banca

Giuseppe **Guglielmi**, *Managing Director* GRASBERG

Mirco **Iacobucci**, *Vice President, Global Structured Finance* DBRS Ratings Limited

Michele **Raucci**, *Chairman* Sīxiāng Holding

11.30 am Pausa Caffè e networking nell'Area Meeting

Coffee Break and networking in the Meeting Area

SUSTAINABLE FINANCE AND THE CAPITAL MARKETS

Chair

Luca Bertalot, *Secretary General* EMF – ECBC

12.00 pm PANEL

Claudia Segre, *President* Global Thinking Foundation

Elena Flor, *Responsabile CSR* Intesa Sanpaolo

Giovanna Dossena, *Full Professor in Business and Management* Università di Bergamo

Sara Lovisolo, *Group Sustainability Manager* London Stock Exchange Group

1.30 pm Arrivederci a Funding & Capital Markets Forum 2019!

See you in 2019!



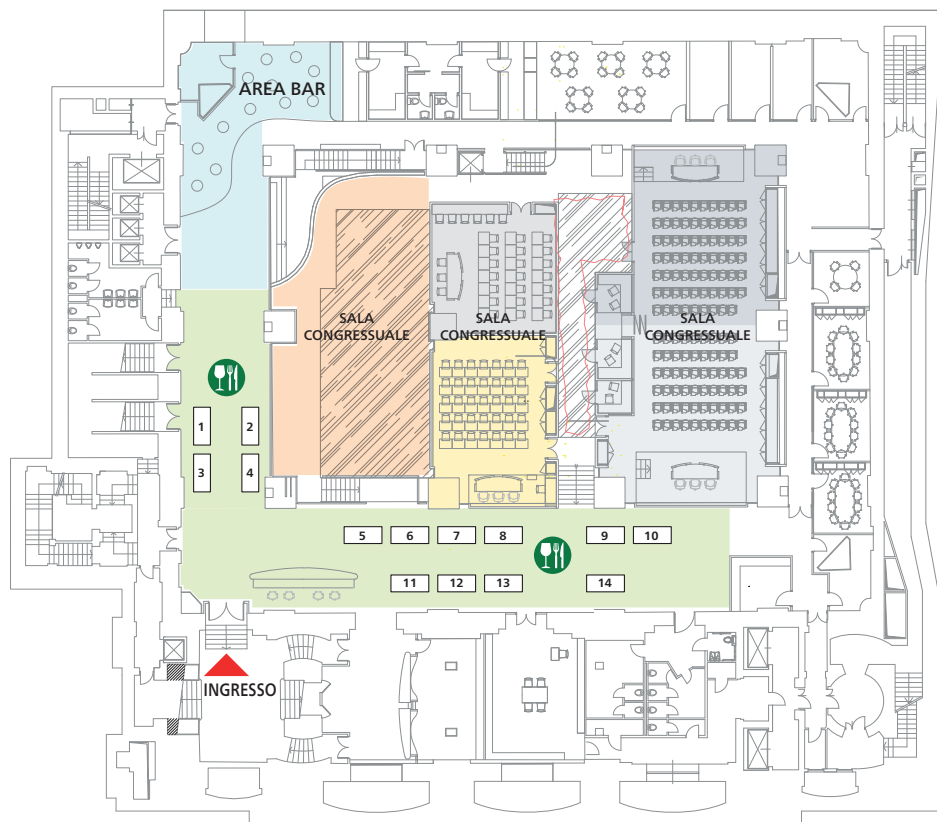


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Condividi le tue idee sul futuro attraverso il nuovo **sistema multidimensionale dinamico** di ABIServizi, progettato per farti sviluppare forti sinergie con il mondo bancario e finanziario. **Connettiti a bancaforte.it**





DESK AREA MEETING | MEETING AREA DESK

1 EUROPEAN DATAWAREHOUSE

2 CRÉDIT AGRICOLE CIB

3 SCOPE GROUP

4 FINASTRA

5 DEUTSCHE BANK

6 TEDA ADVISORS

7 AMTRUST INTERNATIONAL

8 BDO

9 FITCH RATINGS

10 ELITE

11 PARVA CONSULTING

12 DBRS

13 DELOITTE

14 COLT



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Alberto Alfiero
Banca Finnat



David Angeloni
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Marco Angheben
European DataWarehouse
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Dario Annoscia
European Parliament



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Damiano Di Maio



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Università di Bergamo



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Fondazione Cariverona



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Riccardo Illy
Gruppo Illy



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Mark Lewis
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Sara Lovisolo
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Alessandro Mattiacci
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Valeria Miceli
European Commission (DG FISMA)



Nicola Mondone
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Marco Monselesan
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Jacopo Mozzana,
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Archimede Mulas
Collective Equity Ownership



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Angelo Santarossa
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Cristina Scocchia
KIKO



Claudia Segre
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Fondo Pensioni Cariplo



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Marco Spano
Mediobanca



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Alessandro Viviani
Parva Consulting



Angie Walker
R3



Simona Zenobi
Groupama Assicurazioni



Sergio Zocchi
October Italia

Main Partner

Deloitte.



Golden Partner



Silver Partner



Brand Partner



Technical Partner



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In collaboration with



Digital Partner



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