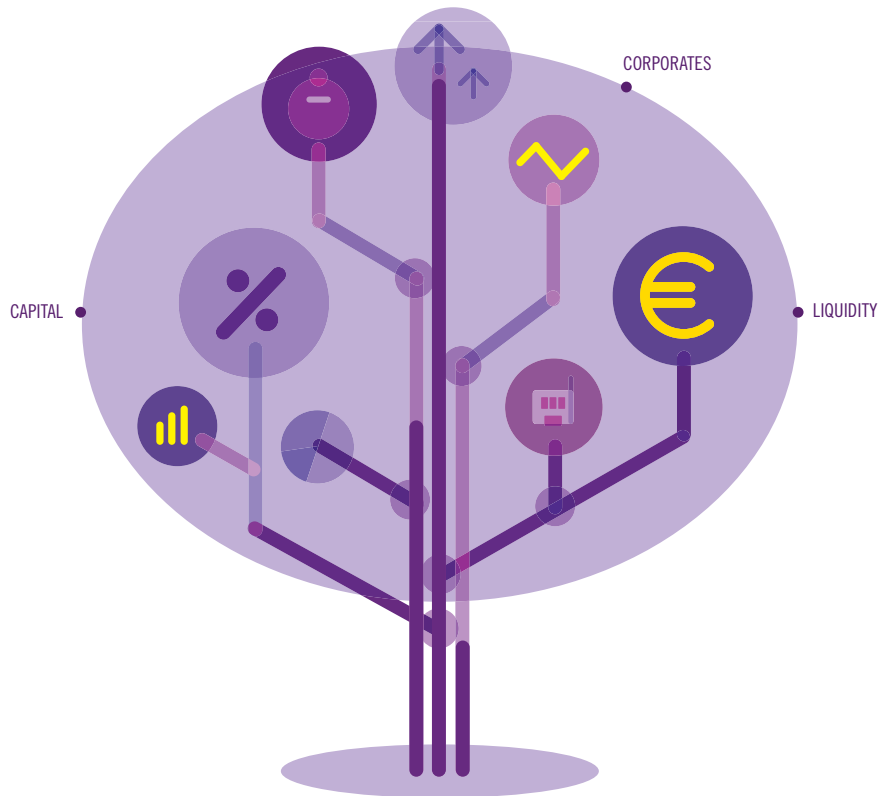




FUNDING



ABI FUNDING & CAPITAL MARKETS FORUM 2014

Milan - ABI Congress Centre - Via Olona 2

7th May

AGENDA

ABI Associazione
Bancaria
Italiana

ABI
EVENTI

In partnership with

ECBC
European Covered Bond Council
The Covered Bond Voice of the European Mortgage Federation

With the patronage of

ASSIOM FOREX
THE FINANCIAL MARKETS ASSOCIATION

Media Partner

BANCAFORTE
Innovation Key

9.00 a.m. **KEYNOTE ADDRESS**

9.20 a.m. **OPENING PLENARY ROUNDTABLE
FUNDING AND CAPITAL MARKETS: THE EUROPEAN SCENARIO**

10.20 a.m. **Coffee break and networking in the Meeting Area**

11.15 a.m. **PLENARY ROUNDTABLE
FUNDING AND CAPITAL MARKETS: THE ITALIAN SCENARIO**

1.00 p.m. **Buffet Lunch and networking in the Meeting Area**

PARALLEL ROUNDTABLES

Regulatory Capital Optimization

2.00 p.m.

A1

**Banking capital:
Equity vs hybrid
instruments**

3.00 p.m.

A2

**International
Investors' panel**

4.00 p.m.

A3

**Synthetic risk
transfer instruments**

Funding, liquidity and asset financing

B1

**Covered Bonds,
Securitisation,
OBC**

B2

**The Senior Bond
Unsecured and the
Bail-In mechanism**

B3

**Market operations on
liquidity**

SME Funding

C1

**Corporate Financing:
an overview of the
market**

C2

**Mini Bonds:
credit funds and
securitisation**

C3

**Trade receivables
securitisation
and working capital
financing**

6.00 p.m. **Closing of the ABI Funding & Capital Markets Forum 2014**



8.15 a.m. Participants registration, welcome coffee and networking in the Meeting Area

9.00 a.m. **KEYNOTE ADDRESS ITALY'S EUROPEAN SEMESTER**

Alberto Cutillo, *Principal Director for European Integration* Italian Ministry of Foreign Affairs

OPENING PLENARY ROUNDTABLE

Funding and capital markets: the European scenario

Moderator

Rachel Sanderson, *Milan correspondent* Financial Times

9.20 a.m. Panel

Guido Rosa, *Responsabile del Comitato Internazionalizzazione* ABI
e Presidente AIBE

João Sousa, *Head of the Monetary Analysis Division, Directorate Monetary Policy*
European Central Bank

Michala Marcussen, *CFA Global Head of Economics, MD Global Research & Strategy*
Société Générale Corporate & Investment Banking

Michelangelo Margaria, *Vice President - Senior Credit Officer*
Moody's Investors Service

Toshiyuki Ando, *President and CEO* Ando Securities

10.20 a.m. Coffee break sponsored by  WILMINGTON TRUST and networking in the Meeting Area



PLENARY ROUNDTABLE

Funding and capital markets: the Italian scenario

Moderator

Fabrizio **Goria**, *Journalist* **Corriere Economia**

11.15 a.m. Panel

Stefano **Firpo**, *Chief of the Italian Minister of Economic Development's Technical Secretariat* **Italian Ministry of Economic Development**

Alessia **Garbella**, *Principal* **Bain & Company, Italy**

Alberto Andrea **Colombo**, *Capital Management and Recovery Plan Manager* **Intesa Sanpaolo**

Andrea **Mignanelli**, *CEO* **Cerved Credit Management**

Renato **Panichi**, *Director Corporate Ratings* **Standard & Poor's**

Antonio **Verga Falzacappa**, *Presidente* **Gruppo Giovani Imprenditori Confindustria Friuli Venezia Giulia** e *Membro del Comitato Tecnico Credito e Finanza* **Confindustria**

Gabriele **Vianello**, *Head of Primary Markets Italy* **BNP Paribas**

1.00 p.m. Buffet Lunch and networking in the Meeting Area



A1

PARALLEL ROUNDTABLE REGULATORY CAPITAL OPTIMIZATION Banking Capital: Equity vs hybrid instruments

Moderator

Flavio **Fabbrizi**, *Managing Director, Head of Capital Finance and Dept Capital Markets*
HSBC Bank

2.00 p.m. Panel

Waleed **El - Amir**, *Group Head Strategic Funding & Portfolio* **UniCredit**

Satish **Pulle**, *Portfolio Manager* **ECM Asset Management**

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

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



A2

PARALLEL ROUNDTABLE REGULATORY CAPITAL OPTIMIZATION International investors' panel

Moderator

Massimo **Bianchi**, *Head of DCM FIN Italy - Global Finance*
Société Générale Corporate & Investment Banking

3.00 p.m. Panel

Satish **Pulle**, *Portfolio Manager* **ECM Asset Management**

Waleed **El - Amir**, *Group Head Strategic Funding & Portfolio* **UniCredit**

Frédéric **Gu**, *Quantitative Research*
Société Générale Corporate & Investment Banking

Andrea **Pescatori**, *CEO* **Ver Capital**

A3

PARALLEL ROUNDTABLE REGULATORY CAPITAL OPTIMIZATION Synthetic risk transfer instruments

Moderator

Gordon **Kerr**, *Research Structured Finance* **DBRS Ratings**

4.00 p.m. Panel

Francesco **Battazzi**, *Head of Analytics & Methodology*
European Investment Funds

Christopher **McMullen**, *Head of Securitised Products* **Commerzbank**

Olivier **Vincens**, *Director, Structured Credit*
Société Générale Corporate & Investment Banking

Biagio **Giacalone**, *Head of Credit Solutions Group* **Banca IMI**



B1

PARALLEL ROUNDTABLE FUNDING, LIQUIDITY AND ASSET FINANCING Covered Bonds, Securitisation, OBC

I PART

Moderator

Raffaele **Rinaldi**, *Head of Credit Office* **ABI**

2.00 p.m. Panel

Luciano **Chiarelli**, *Head of ABS and Covered Bonds / Group Strategic Funding and Portfolio Planning Finance Administration / Group Finance Department* **UniCredit**

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

Vito **Natale**, *Senior Vice President* **DBRS Ratings**

Rosanna **Vicari**, *Partner, Audit & Assurance* **Mazars**

Gregorio **Consoli**, *Partner* **Chiomenti Studio Legale**

Antonella **Tagliavini**, *Head of Securitisation* **BNP Paribas**

II PART

Moderator

Luca **Bertalot**, *Head* **ECBC European Covered Bond Council**
and *Deputy Secretary General* **European Mortgage Federation**

3.00 p.m. Panel

Roberto **Paciotti**, *Managing Director Covered Bonds* **Standard & Poor's**

Elise **Savoie**, *Assistant Vice President - Analyst* **Moody's Investors Service**

Guy **Combot**, *Credit Analyst* **CNP Assurances**

Ralf **Grossmann**, *Chairman of Technical Issues Working Group*
ECBC European Covered Bond Council

Boudewijn **Dierick**, *Chairman of Rating Agency Approaches Working Group*
ECBC European Covered Bond Council



B2

PARALLEL ROUNDTABLE FUNDING, LIQUIDITY AND ASSET FINANCING The Senior Bond Unsecured and the Bail-In mechanism

Moderator

Davide **Ferrazzi**, *Finance Office* **ABI**

4.00 p.m. Panel

Max **Jacob**, *Head of DCM Bonds Solutions* **Commerzbank**

Guy **Combot**, *Credit Analyst* **CNP Assurances**

Giovanni **Prati De Pellati**, *Head of Funding* **Banca Popolare di Milano**

Carlo **Gori**, *Vice President - Senior Analyst* **Moody's Investors Service**

Enrico **Bernardi**, *Tax, Accounting and Supervisory Issues Office* **ABI**

B3

PARALLEL ROUNDTABLE FUNDING, LIQUIDITY AND ASSET FINANCING Market operations on liquidity

Moderator

Luca **Bertalot**, *Head* **ECBC European Covered Bond Council**
and *Deputy Secretary General* **European Mortgage Federation**

5.00 p.m. Panel

Alexandre **Gautier**, *Head of Market Operations Department* **Banque de France**

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

Boudewijn **Dierick**, *Chairman of Rating Agency Approaches Working Group*
ECBC European Covered Bond Council



C1

PARALLEL ROUNDTABLE SME FUNDING

Corporate Financing: an overview of the market

I PART: MID/LARGE CORPORATE

Moderator

Gary **Simmons**, *Director Capital Markets* **AFME**

2.00 p.m. Panel

Daniela **Cataudella**, *Corporate and Investment Finance* **SACE**

Alessandro **Settepani**, *Managing Director - Country Head* **Fitch Ratings**

Christophe **Hamonet**, *Head of DCM Corporate* **Banca IMI**

Tommaso **Zibordi**, *Debt Capital Markets - Italy* **Deutsche Bank**

Corrado **Fiscale**, *Partner* **Hogan Lovells Studio Legale**

Francesco **De Prosperis**, *Head of treasury and short term risk management*
Cassa Depositi e Prestiti

II PART: MINI

Moderator

Davide **Ferrazzi**, *Finance Office* **ABI**

3.00 p.m. Panel

Francesco **Pacifici**, *Member of the Ministry of Economic Development's Technical Secretariat* **Italian Ministry of Economic Development**

Carlo **Barbarisi**, *General Manager* **CRIF Rating Agency**

Gianrico **Giannesi**, *Partner* **Orrick**

Paolo **Altichieri**, *Head of Global Markets* **Banca Popolare di Vicenza**



C2

PARALLEL ROUNDTABLE SME FUNDING

Mini Bonds: credit funds and securitisation

Moderator

David **Sabatini**, *Head of Finance Office* **ABI**

4.00 p.m. Panel

Marcello **Bonassoli**, *Assistant Vice President* **DBRS Ratings**

Paolo **Altichieri**, *Head of Global Markets* **Banca Popolare di Vicenza**

Carmelo **Raimondo**, *Partner* **Chiomenti Studio Legale**

Valentina **Lanfranchi**, *Head of AIFI Private Debt Committee*
AIFI - Italian Private Equity and Venture Capital Association

Daniele **Colantonio**, *Partner, Marketing and Product development Manager*
Anthilia SGR

C3

PARALLEL ROUNDTABLE SME FUNDING

Trade receivables securitisation and working capital financing

Moderator

Vinicio **Trombetti**, *Partner* **Simmons & Simmons**

5.00 p.m. Panel

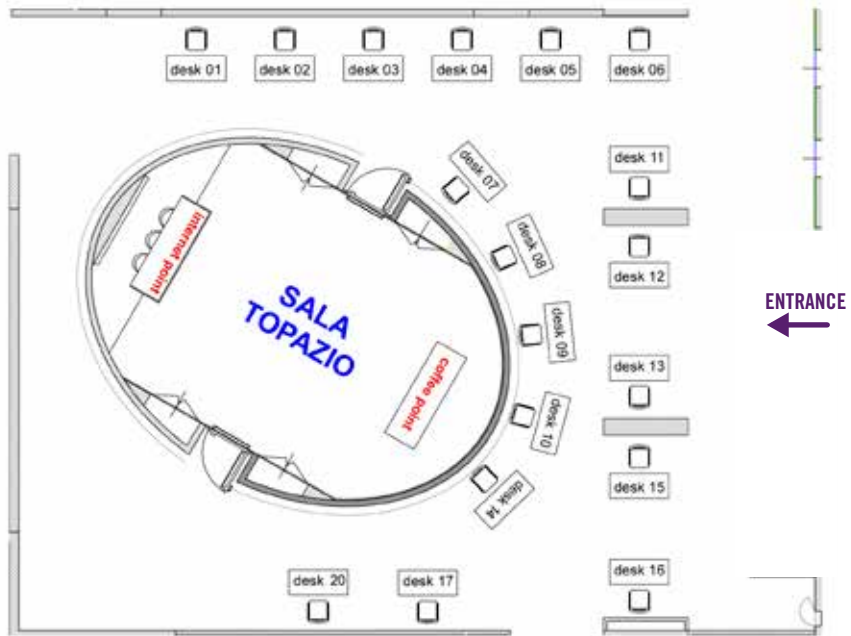
Beatrice **Binda**, *Director Securitized Products Italy and Southern Europe Structuring and Solutions Group Corporate & Investment Banking* **UniCredit Bank AG**

Alessia **Garbella**, *Principal* **Bain & Company, Italy**

Giovanni **Lazzeri**, *Director Corporate Securitisation Europe*
Société Générale Corporate & Investment Banking



MEETING AREA PLAN



1. Non Exhibitor and Media Partners
2. AFME
3. Commerzbank
4. Moody's Investors Service
5. Wilmington Trust
6. CRIF Rating Agency
7. Sopra
8. Société Générale Corporate & Investment Banking
9. Standard & Poor's
10. Orrick
11. Mazars
12. Securitisation Services
13. Deutsche Bank
14. ECBC
15. Fitch Ratings
16. Citi
17. DBRS Ratings
20. Simmons & Simmons

6.00 p.m. [See you at the ABI Funding & Capital Markets Forum 2015!](#)

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