

WORKSHOPS

PALAZZO DEL CINEMA

	SALA 1	SALA 2	SALA 3	SALA 4	SALA 5	SALA 6	SALA 7	SALA 8
2:30 PM-3:00 PM	Marco Sion Raccach General Manager AREC Large Real Estate UTP Management	Carmine Evangelista CEO AZ HOLDING The key information at the right moment: strategic use of data for profitable servicing.	Antonio Lombardo Partner DLA PIPER Management of impaired receivables/credits and need of corporate finance expertise: value creation on such files will be achieved mainly through M&A deals	Claudio Manetti CEO FIRE D.A.I. (Digital Artificial Intelligence)	Giuseppe Gabriele Mazzetta CEO NPLS RE SOLUTIONS Methods to recover a real estate NPL in Auction (with or without Reoco)	Andrea Mignanelli CEO CERVED CREDIT MANAGEMENT Full fledge banking loan management: focus on UTP and distressed real estate	Massimo Famularo Head of Italian NPLs DISTRESSED TECHNOLOGIES <u>Portfolio Management as key driver for both buyers and sellers in NPL Market</u>	Massimo Macciocchi Director of Leasing Banca IFIS Is leasing a new asset class in the NPL market worth investing in?
3:15 PM-3:45 PM	Alberto Sondri Servicing Director CRIF The NPLs servicing industry evolution	Roberto Di Domenico Head of operations - Senior Advisor K4F NPL market in Italy and Europe: due diligence and portfolio evaluation for investors and funds	Antonio Lombardo Partner DLA PIPER Debtor in possession financing: a too rarely used tool on the Italian market to grant full and court authorized security package	Vito Ruscigno Associate Partner - Co Head NPL PWC The UTP wave: the key drivers for the underwriting and the management of UTP in light of the ongoing market and regulatory evolution	Giuseppe Gabriele Mazzetta CEO NPLS RE SOLUTIONS Renewal of the GACS	Maria Elena Cannazza Partner Lombardi Segni e Associati The "NPL Directive": a key milestone towards the EU Banking Union	Marco Rossi Lawyer Rossi Rossi & Partners The defence of non performing assets: techniques and strategies	Alberto Bertossi Head of Special Situations Banca IFIS How to profitably manage UTPs
4:00 PM-4:30 PM	Piero Civita Commercial Director EURO SERVICE GROUP Deep learning techniques for more reliable due diligence and high - performance collection campaign	Alessandra Mele CEO EthicalFin Best practices in NPL management in order to improve recovery efficiency, effectiveness, transparency and integrity	Antonio Lombardo Partner DLA PIPER Portfolio disposal versus single name or small profiled (by industry, risk type) portfolio sale: a new approach in UTP disposal	Gaetano Lattanzi Head of NPL BHW BAUSPARKASSE AG Outsourcing vs Portfolio disposal	Giuseppe Gabriele Mazzetta CEO NPLS RE SOLUTIONS Difference on the participation between residential and non-residential sectors	Marco Angheben Head of Business Development EUROPEAN DATAWAREHOUSE EBA NPL templates	Stefano Vittucci Partner E&Y UTP 360	Laura Gasparini Head of Transaction Banca IFIS The buying side in deleveraging NPLs
4:45 PM-5:15 PM	Andrea Calzavacca Associate Director Head of Loan Advisory Italy CBRE SPA NPLs and capital flows: Italy has now its own globally appealing market	Paolo Carrière Lawyer - Of Counsel CBA Studio Legale e Tributario "Restructuring Funds" as a new tool for UTP active management	Antonio Lombardo Partner DLA PIPER Calendarly provisioning and proactive management of impaired receivables/credits	Davide Antonazzo Senior Vice President AlixPartners Optimizing NPL management using Machine Learning and Big Data	Giuseppe Gabriele Mazzetta CEO NPLS RE SOLUTIONS Proposal on changes in law (enforcement and bankruptcy procedures)	Stefano Visalli Chairman OXY CAPITAL Corporate Single Name UTP	Riccardo Sigauo Head of Origination Banca IFIS Origination market in Italy: challenges and opportunities	Carmelo Carbotti Head of Marketing Intelligence & Prospecting Banca IFIS The Italian NPL market: data and perspectives

WORKSHOPS

EXCELSIOR

	SALA TROPICANA 1	SALA TROPICANA 2	SALA TORCELLO	SALA BURANO	SALA VESPUCCI	SALA MARCO POLO
2:30 PM-3:00 PM	Laura Gasparini Head of Transaction Banca IFIS The buying side in deleveraging NPLs	Alessandro Mele CEO EthicalFin Best practices in NPL management in order to improve recovery efficiency, effectiveness, transparency and integrity	Gaetano Lattanzi Head of NPL BHW BAUSPARKASSE AG Outsourcing vs portfolio disposal	Stefano Vittucci Partner E&Y UTP 360	Peter Riedel Head of Illiquid Product DEBITOS GMBH Automatization of Transaction processes	Marco Angheben Head of Business Development EUROPEAN DATAWAREHOUSE EBA NPL templates
3:15 PM-3:45 PM	Carmelo Carbotti Head of Marketing Intelligence & Prospecting Banca IFIS The Italian NPL market: data and perspectives	Paolo Carrière Lawyer - Of Counsel CBA Studio Legale e Tributario "Restructuring Funds" as a new tool for UTP active management	Davide Antonazzo Senior Vice President AlixPartners Optimizing NPL management using Machine Learning and Big Data	Riccardo Sigauo Head of Origination Banca IFIS Origination market in Italy: challenges and opportunities	Andrea Calzavacca Associate Director Head of Loan Advisory CBRE SPA NPLs and capital flows: Italy has now its own globally appealing market	Marcello Scalmati CEO CashMe Alternative lending, illiquid assets, invoice trading, npl
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