

**WORKSHOPS**

**PALAZZO DEL CINEMA 2:30 PM - 3:30 PM**

**ROOM 1**

2:30 PM  
-  
3:30 PM

**CARMINE EVANGELISTA**

CEO  
**AZ Holding**

-  
NPL's secondary market: real opportunity or only another hype?

**ROOM 2**

2:30 PM  
-  
3:30 PM

**GIUSEPPINA MARTELLI**

Credit Analyst, Structured Finance

**ROBERTO PACIOTTI**

Head of ABS RMBS & Corp Securitization EMEA, Analytical Manager

**Standard & Poor's**

-  
A European comparison on the NPA market: investor, regulator and rating agency perspectives.

**ROOM 3**

2:30 PM  
-  
3:30 PM

**CARMELO CARBOTTI**

Head of Marketing and Prospecting

**Banca IFIS**

-  
What signs emerge from the first indications of bad loan recovery?

**ROOM 4**

2:30 PM  
-  
3:30 PM

**ANTONIO CAMPAGNOLI**

President

**FIABCI**

**FILIPPO CONTADINI**

CEO

**FBS RE, Gruppo Banca IFIS**

-  
Secured NPL/UTP: the real estate expertise and the AIFM, new frontiers.

**ROOM 5**

2:30 PM  
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**MASSIMO MACCIOCCHI**

Head of BU Leasing

**Banca IFIS**

-  
Leasing UTP and NPL: an attractive business opportunity.

**ROOM 6**

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**UGO MARIA CHIRICO**

Founder Partner

**CdB Law Firm**

-  
Civil justice and NPL: the revolution of the telematic civil trial.

**ROOM 7**

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**ALBERTO GNES**

Founder

**Appian Investments**

-  
Secured UTP-NPL value enhancement with new art. 7.1.4 REOCco - recent experience.

**ROOM 8**

2:30 PM  
-  
3:30 PM

**ANTONELLA NEGRI CLEMENTI**

CEO

**Global Strategy**

**PAOLO RINALDI**

Senior Partner

**Studio Rinaldi**

-  
Industry focus for SMEs: a comprehensive governance approach in managing NPEs.

**WORKSHOPS**

**HOTEL EXCELSIOR 2:30 PM - 3:30 PM**

**TORCELLO ROOM**

2:30 PM  
-  
3:30 PM

**CORRADO ANGELELLI**

Partner

**Greenberg Traurig Santa Maria**

-  
Senior financing solutions for NPLs, UTP and Reocos.

**BURANO ROOM**

2:30 PM  
-  
3:30 PM

**MICHELE CITARELLA**

Partner

**PAOLO CARRIÈRE**

Lawyer

**CBA Law Firm**

-  
Real estate securitizations: a new operational model in the real estate industry?

**TROPICANA ROOM 1**

2:30 PM  
-  
3:30 PM

**RICCARDO SIGAUDO**

Head of Transactions

**IFIS NPL, Gruppo Banca IFIS**

-  
Italian NPE market: the buying side, challenges and opportunities.

**TROPICANA ROOM 2**

2:30 PM  
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**MASSIMO FAMULARO**

Head of Italian NPLs

**Distressed Technologies**

-  
How can AI and Machine Learning disrupt the credit management industry? Will debt purchasing be affected?

**VESPUCCI ROOM**

2:30 PM  
-  
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**EMANUELE GRASSI**

CEO

**GMA**

-  
Reeco and "DL Crescita": how Banks and SPVs can make the most of this opportunity (and how not to use it).

**MARCO POLO ROOM**

2:30 PM  
-  
3:30 PM

**PIERO CIVITA**

Commercial Director

**Euro Service Group**

-  
Deep learning techniques for more reliable due diligence and high-performance collection campaigns.

**SUITE 126 (1<sup>ST</sup> FLOOR)**

2:30 PM  
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**DANTE CAMPIVERDI**

Lawyer

**Greenberg Traurig Santa Maria**

-  
Efficiency of foreclosure proceedings: direct award and Reocos.

**SUITE 131 (1<sup>ST</sup> FLOOR)**

2:30 PM  
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**FABIO PAONE**

Head of Mortgage & Credit, Italy

**AmTrust International Mortgage and Credit**

-  
NPL Management: insurance industry solutions to support the banking system.

**SUITE 226 (2<sup>ND</sup> FLOOR)**

2:30 PM  
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**ANTONIO DE SIMONE**

Lawyer

**WALTER GIACOMO CATURANO**

Lawyer

**De Simone Law Firm**

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"Web-influence" and developments in case law - Banking and Credit Law Observatory - recent decisions on mortgage loans.

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**GIULIO LICENZA**

Co-Founder & CBDO

**Reviva**

**STEFANO SCOPIGLI**

CEO

**Yard Cam**

-  
Best practices to recover real estate NPL, residential and non-residential assets.

**SUITE 326 (3<sup>RD</sup> FLOOR)**

2:30 PM  
-  
3:30 PM

**MARCO PANATTONI**

Financial Analyst

**PMS**

-  
Minimize losses selling NPE.

**SUITE 331 (3<sup>RD</sup> FLOOR)**

2:30 PM  
-  
3:30 PM

**ANDREA CALZAVACCA**

Associate Director Head of Loan Advisory Italy

**CBRE**

-  
Loan restructuring and real estate: converging markets and new opportunities.

**WORKSHOPS**

**PALAZZO DEL CINEMA 3:45 PM - 4:45 PM**

**ROOM 1**

3:45 PM  
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4:45 PM

**MIRKO BRIOZZO**  
Deputy General Manager & Chief Business Officer  
**Credito Fondiario**

-  
The fintech approach to credit management:  
Credito Fondiario's N3A.

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Partner  
**Greenberg Traurig Santa Maria**

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**PAOLO CARRIÈRE**

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**MARIO DE BELLIS**

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**CdB Law Firm**

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NPL ex parte creditoris: obtaining the executive title,  
times and problems.

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**FABIO PAONE**

Head of Mortgage & Credit, Italy  
**AmTrust International Mortgage and Credit**

-  
NPL Management: Insurance Industry solutions  
to support the Banking system.

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**ANTONIO LABATE**

Managing Director  
**Labate Law Firm**

-  
Digital debt collection from paper to bots.

**WORKSHOPS**

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**TORCELLO ROOM**

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**CARMINE ONCIA**

Partner  
**FEDERICO FRANCESCO FISCHER**

Partner  
**GTA Lex**

-  
Real estate securitisation: a new instrument to sell  
and finance repossessed assets within NPL deals?

**BURANO ROOM**

3:45 PM  
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4:45 PM

**ELENA RUO**

Managing Director  
**FBS, Gruppo Banca IFIS**

-  
Have what it takes to run an Italian NPE servicer.

**TROPICANA ROOM 1**

3:45 PM  
-  
4:45 PM

**BRUNO DE GASPERIS**

President  
**Genius Analytics**

-  
LGD calculation for Italian real estate NPL portfolios:  
reliable data, reliable algorithms?

**TROPICANA ROOM 2**

3:45 PM  
-  
4:45 PM

**SILVIA LODI**

Head of Legal Collections  
**MICHELA MARIANI**

Legal Affairs Coordinator  
**IFIS NPL, Gruppo Banca IFIS**

-  
Negotiating the acquisition of NPL portfolios: the essential yet  
delicate balance of the representations and warranties.

**VESPUCCI ROOM**

3:45 PM  
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4:45 PM

**MARCO ANGHEBEN**

Head of Business Development  
**European DataWarehouse**

-  
Status of the European Commission action plan  
for Non-Performing Loans.

**MARCO POLO ROOM**

3:45 PM  
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4:45 PM

**WERTHER CIALDAI**

Business Development & Channel Manager  
**Rulex Inc**

-  
Explore the new AI that can tell you who and why:  
how to use this approach in the NPL management  
environment.

**SUITE 126 (1<sup>ST</sup> FLOOR)**

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**LEO CIVELLI**

Chairman REAG Europe  
**DIEGO BORTOT**

Managing Director Debt Advisory Services dept.  
**Duff & Phelps REAG**

-  
Focus on real estate UTP exit strategies.

**SUITE 131 (1<sup>ST</sup> FLOOR)**

3:45 PM  
-  
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**MARCO SION RACCAH**

General Manager  
**AREC**

-  
Real estate UTP underwriting and management: lessons  
learned after 4 years of experience on large portfolios.

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3:45 PM  
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4:45 PM

**SEBASTIANO DE FAVERI**

Managing Partner  
**De Faveri & Partners**

-  
The complicated enhancement of NPL collateral assets  
in secondary cities.

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3:45 PM  
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**PAOLO ZAGO**

General Director  
**Hera Holding RE**

-  
Secured NPE development: an integrated and tailor-made  
approach to add value.

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**ALBERTO GNES**

Founder  
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Secured UTP-NPL value enhancement with new art. 7.1.4  
REOC - recent experience.

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**GIULIO LICENZA**

Co-Founder & CBDO  
**Reviva**

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Improve secured NPL management and recovery driven  
by big data and information.

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Commercial Director  
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Deep learning techniques for more reliable due diligence and high-performance collection campaigns.

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**BRUNO DE GASPERIS**  
President  
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-  
Data remediation is a lot of work but big data can make it simpler.

**ROOM 3**

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**SILVIA LODI**  
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**MICHELA MARIANI**  
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**WALTER GIACOMO CATURANO**  
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**De Simone Law Firm**  
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**Banca IFIS**  
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Default rate and danger rate: what do they tell us about the deterioration of bank customer loans?

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**FIABCI**  
**FILIPPO CONTADINI**  
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Secured NPL/UTP: the real estate expertise and the AIFM, new frontiers.

**VESPUCCI ROOM**

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**CLAUDIO FORNALÈ**  
Solution Architect Financial Services  
**ORACLE**  
-  
NPL market automation through the use of blockchain technology.

**MARCO POLO ROOM**

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**GIUSEPPINA MARTELLI**  
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**ROBERTO PACIOTTI**  
Head of ABS RMBS & Corp Securitization EMEA, Analytical Manager  
**Standard & Poor's**  
-  
Ratings considerations for Italian securitizations of UTPs.

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**Credito Fondiario**  
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Managing Director  
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Digital debt collection from paper to bots.

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**NICOLA ZANIRATO**  
Managing Director  
**Cap.Ital.Fin., Gruppo Banca IFIS**  
-  
NPL and salary/pension backed loan: the match.