

DD Talks

22-24 February 2021

NPL DAYS

3rd edition



NPL Days 3rd Edition Virtual Series

A selection of confirmed Speakers



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Italy 22/02 10AM CET

- The economic downturn will lead to an increase in NPLs in the short to medium term. When, how much and how will this increase materialize?
- UPTs | the most complex asset class that needs to be addressed-new servicing capabilities and banks' strategies.
- Investors, with an appetite for new finance which will be increasing, will be able to find potential new opportunities when economic recovery will show up-which asset classes they will focus more on?
- In 2020 the GACS guarantee has been requested only for three transactions-what are the expectations for 2021?
- EU Calendar provisioning rules set up more restrictive lending practices-banks should sell loans at the first signs of financial difficulty rather than recover through forbearance measures. How are the banks coping with the new credit defaults rules set up by the EU?
- How did the moratoria on loan repayments and public guarantees affect the assets quality?

Valuation 22/02 10AM CET

- The 'real economic value' of loans is determined by the European Commission and represents the upper limit of state aid in an impaired asset measure. How to implement transparent and valid valuation solutions for different sectors and asset types.
- Due Diligence-as the volume of assets as well as the transaction documents are increasing what are the fast and cost-effective ways to assess the portfolios?
- Resilient, high-margin assets with growth visibility are in high demand and, consequently, traded at premium valuations, often exceeding pre-COVID-19 levels.
- What are still the challenges for business continuity? The usage of information and communication technology (ICT) has grown further, increasing technology-related risks.
- Recent developments in pricing of non-performing loan portfolio sales and expectations onwards. Market value vs fair value.
- Imprudent collateral valuation practices leave banks with provisioning shortfalls and additional losses. How to improve these practices?

Portugal 22/02 10AM CET

- Portugal's seven largest banks have suspended 24.4 billion euros of corporate loan repayments until September 2021-how will this measure impact the market players and future transactions?
- Measures to attract investment given that asset quality is expected to weaken significantly into 2021, with profitability unlikely to recover before 2022.
- Strategies for getting NPLs re-performing: timeline, likelihood and how long must the loans be seasoned for investors to feel secure?
- Fostering secondary markets for non-performing loans and easing collateral recovery.
- Legal frameworks for the recovery of debts, enforcement of collateral and transactions flow.

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Spain 23/02 10AM CET

- The economic crisis caused by Covid could double the current stock of bad loans in Spain to 160 billion euros could double in the wake of the moratoria adopted during the pandemic. Which are the factors that influence the magnitude and timing of NPL sales recovery?
- Banks are starting to sell SME's loans. Which sectors and asset classes will take the spotlight when it comes to selling?
- How will the secondary market for distressed assets develop taking into account that current circumstances may delay the workout plans of funds that acquired NPLs and REOs? An increase in secondary portfolio operations seeking new buyers is expected, driven by both bilateral transactions as well as securitisations.
- Alternative sources of financing-how will private debt funds impact the financing market?
- Pricing still biggest obstacle to NPL sales.
- What are the legal issues when it comes to trading NPL portfolios in Spain and how to overcome them?

CEE 23/02 10AM CET

- End of moratorium's impact on the different European markets.
- New wave of NPLs-what are the market players expectations in terms of transactions-timings, bid-ask gap, assets quality, portfolio types, single tickets?
- Will the real estate market revitalise with investors buying the already discounted troubled assets?
- Workouts and restructuring-legal framework adjustments.
- Banks's provisions and liquidity issues.
- Shall we expect more securitisations in CEE?

Securitisation 23/02 10AM CET

- What are the benefits of securitisation to the current economy?
- Overview of the key markets and asset types in Greece, Italy, Portugal, Ireland, Spain and emerging markets.
- What are the legal framework amendments to make NPL securitisation to increase the deal flow?
- Investor interest for NPL and Performing Loan securitizations.
- Public vs private transactions.
- GACS' vs straight transactions's price comparison.
- With time passing and market players getting more sophisticated in their understanding of securitisations, the sell side due diligence and the credibility of the business plans must be enhanced.

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Greece 24/02 10AM CET

- Healing after the pandemic: supporting and sustaining the recovery. The Greek government is making considerable resources available to support banks and businesses during the crisis-what is the outcome so far?
- Moratoria consequences and market going forward. What will the COVID windblow will be in terms of NPEs?
- The never ending clean-up. Greek Banks are preparing to launch several securitisations under the HAPS scheme-transactions forecast and for how long will it be extended?
- Greek servicing market-successful strategies to cope with the market uncertainty.
- What types of transactions we may expect to see in coming years? Joint ventures, Secured, Unsecured portfolios, Single Tickets, Synthetic transfers.
- The challenges and obstacles identified by the market players to an active selling market- legal enforcement framework, pricing expectations, loss provisioning, assets quality, overall uncertainty, etc.

Real Estate 24/02 10AM CET

- Forecast on Distressed Real Estate Investments in 2021.
- Investors expectations for once-in-a-decade investing bargains will be met?
- Distressed sales in Hotel and secondary Retail assets will likely materialise in the near-term. Which other asset classes will offer the most enticing distressed opportunities?
- Massive portfolios vs single tickets.
- Online sales platform-how will his solution further impact the market?
- Regulatory changes needed to trigger and speed up transactions.
- Will the banks sell foreclosures and problem loans or will keep holding and restructuring them hoping that property values will rebound in 2021?

Buyers Perspective 24/02 10AM CET

- Where are the most attractive buying opportunities amid rapidly-changing markets and how to identify what is a potential good investment versus a risky bet?
- Liquidity concerns
- Pricing, stable macro-economic and political environment, ease of doing business, availability of funding, having a credible loan servicing solution, and a solid legal, tax and regulatory regime

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