

DD Talks

Delegate Fee

€1499 EUR per person

3rd edition

NPL DAYS ESPAÑA

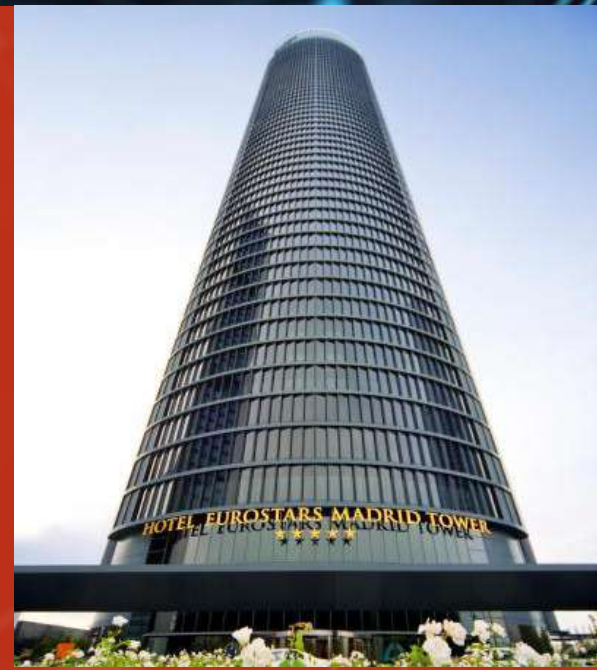
Madrid

June 1, 2023

Simultaneous ES-EN translation is provided

VENUE: Eurostar Madrid Tower 5*

Paseo de la Castellana 259-B , Madrid



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AGENDA

08:30–09:30 Registration and Welcome Coffee

09:30–09:45 Keynote speech & Presentation byÁngel Estrada, Director General Financial Stability, Regulation and Resolution Banco de España

09:45–10:35 Spanish NPL Market Overview

- Ángel Pérez-Partner at Uría Menéndez | Moderator
- Manuel Enrich-Chief Investor Relations Officer at Ahora Asset Management
 - John McGrail – Head of NPL Portfolios at Servihabitat
 - Sergio Serrano- Proyectos Singulares Director at Banco Sabadell
 - Jesús Elche Muñoz-Global Head of Workout at BBVA

- Analysis of the NPL market- future scenarios conditioned by the explosion of inflation, the increase in interest rates, the increase in the cost of funding and unfortunately also by the unpredictable geopolitical tensions.
- Highlight the levels of maturity, transparency, resilience and competitiveness of the Spanish loan assignment market.
- What are the trends for Banks’ strategies in NPL portfolio management?
- How do the states plan to intervene in the market due to the economy’s vulnerability heating up?
- New legislation on business crises.
- With the collapse of SVB, Credit Suisse and First Republic Bank, what impact, if any, has been on the market overview, and is there a consensus of a return to 2008?

10:35–11:00 Networking Coffee Break

11:00–11:15 Presentation–Bárbara de Ron, Business Development at Oportunalia

11:15–12:00 Secured and Unsecured Loans Management and Servicing

- Juan Verdugo –Partner at Garrigues | Moderator
- Anton Alfaya-Dirección de Recuperaciones at Banco Sabadell
 - Miguel Sotomayor-Country Manager at Hoist Finance
 - Pablo de la Viña-Director General at Link Finanzas
 - Santiago Casado-NPL Director at Intrum España

- Credit risks will be the focus in the upcoming years, starting with the measures that the government implements to attain inflation and economic growth measures. A general outlook of the Spanish Servicing market under the current situation.
- What conditions do NPL portfolio servicers need to meet to be a reliable partner to the commercial banks?
- What are the trends affecting collateral?
- What are the legal and tax effects of the transfer of claims?
- How to reduce or eliminate the reputational risk for the company when selling receivables?

12:00–12:15 Short Break

12:15–13:15 Performing and Re-performing Loans

- José Maria Gil-Robles-Partner at DLA Piper | Moderator
- Oscar Burgos-Head of Recoveries at Banco Santander
 - Pedro Valle-Domingues-Chief Growth Officer at doValue
 - José Molina Machuca-Director at Alantra
 - Alberto Rodriguez Palazuelo-Executive Director at Goldman Sachs
 - Juan Arsuaga Dodero-Head of Client Solutions at Pepper Advantage Spain

- How can the banks maintain satisfactory customer relationships while optimizing NPL management?
- Is securitizing sub-performing loans seen as the most profitable way of disposal?
- Tax and legal aspects to be considered when dealing with sub-performing and re-performing loans.
- What specialized services are the investors and other financial institutions looking for when transitioning to sub-performing loans?

13:15–14:30 Networking Lunch

14:30–15:30 Real Estate Valuation and Due–Diligence

- Alejandro Aguirre de Carcer–CEO of BrainsRE | Moderator
- Antonio Casado–Deputy Head of Structured Finance at Scope Group
 - Eduardo Boveda–CEO of Victoria Asset Management
 - Borja Dávila–CBDO & Executive Partner at Prosperity
 - Ignacio Meylan–Managing Director at uDA Real Estate
 - Kaho Ho–Partner at Global Realty Capital
 - Federico Gaito–Founding Partner at Taurus Iberica

- What kind of distressed assets can we expect in the inevitable new wave?E.g., Quality of expected assets and pricing.
- How are banks’ lending conditions affected by the rise of interest rates and real estate prices? How does this affect the RE backed portfolios and their value?
- The use of Big Data and AI and on how much their application in the real estate sector can actually represent an accelerator capable of facilitating the connection between the various sectors, the improvement of qualitative and quantitative performance and expanding the access to the market also from an international point of view.
- Legal aspects with transversal comparisons and insights relevant for the market players.

15:30–16:00 Networking Break

16:00–17:00 Investment Opportunities and Secondary market

- Tomas Gonzalez–Partner at Deloitte | Moderator
- Hugo Velez–General Manager at Hipoges
 - Rafael Paim–Head of Underwriting at Servdebt
 - Javier Blasco Martinez–European Investment Director at Encore/Cabot
 - Cándido Pérez–Partner–Ramon y Cajal

- The impact of international sanctions, corporate exits, inflation shock on investments. What consequences are expected in Spain considering the co-dependency of regional economies and financial markets? How are the investors preparing for the challenges, but most importantly the opportunities ahead?
- What types of NPL portfolios’ are currently of interest for investors, and who is buying?
- Alternative Investment Funds, partnerships between lawyers with capital partners.
- Will liquidity change, how are prices developing, and are new types of assets coming to market?
- New jurisprudential guidelines that impact on the value of portfolios.

17:00 Networking Drinks



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A selection of confirmed participants



Daniel Jorcano Fernández
Banco Santander



Rafael Gonzalo
LCM Partners



Manuel Enrich
Ahora AM



Anton Alfaya González
Banco Sabadell



Vitor Roma
AB CarVal



Ester Garcia
Banco Santander



Bruno Carneiro
Servdebt



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Pedro do Vale-Domingues
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Alejandro Aguirre
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Oliver Rojo
Veld Capital



Samuel Winston Macanas
Unicaja



Edoardo Boveda
Victoria Asset Management



Praneet Talukdar
Anticipa



Sergio Serrano
Banco Sabadell



Giovanni Zingone
AB CarVal



Kaan Kesimgil
Deutsche Bank

...and many
more participants

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attended the conference

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ALANTRA

 **DEVA**
CAPITAL

 **redwood**

...and many more

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