

Agenda

Time	Topic	Speaker
DAY 1 (Nov 8, Tuesday)		
Master of Ceremony: Mr. Chen Pengjun, General Manager of International Dept., China Huarong		
	Registration	
13:00-13:05	Opening Remarks	Mr. Ma Zhongfu Chief Supervisor, China Huarong
13:05-13:10	Welcome Remarks	Dr. Cyn-Young Park, ADB
13:10-13:50	Keynote Address: Theory and Practice of Distressed Assets Innovation and Development in People’s Republic of China (TBD)	Ms. Hu Ying Assistant President, China Huarong
13:50-14:20	Keynote Address: Prospects and Challenges in Asian economic development and regional financial integration	Dr. Cyn-Youn Park, ADB
14:20-14:30	Open Discussion	Moderator: ADB
14:30-14:40	Photo Session & Coffee Break	
14:40-16:10	Panel on NPLs in Asia and Europe: Moderator: Ms. Dai Lijia, China Huarong Panelists: <ul style="list-style-type: none"> ▪ Junkyu Lee, ADB: Macrofinancial implications of NPLs in Asia ▪ Chappuis Halder &CO: Propagation Mechanisms of NPLs and NPL Risk Mitigation ▪ Ronald McIver, University of South Australia: SOE Reforms and NPLs ▪ Douglas Arner : Regulating Non-Performing Loans and Asset Management Companies: An Analysis of Banking Crises in Asia and Europe (recorded video) 	4 speakers
16:10-16:20	Open Discussion Moderator: Ms. Dai Lijia, Non-executive Director, China Huarong	Floor Discussions
16:20-16:30	Break	

16:30-17:10	Presentation on Banking Sector Vulnerability Models and Indicators	Peter Rosenkranz (ADB)
17:10-18:00	Panel Discussion: Opportunities and Challenges of Asian NPLs Panel Discussion: Opportunities and Challenges of Asian NPLs markets <ul style="list-style-type: none"> ▪ ADB ▪ Private Investors: <ol style="list-style-type: none"> (1) Deloitte (Andrew Orr) (2) ShoreVest Capital (Benjamin Fanger, CEO) (3) SaifQureshi(Director, Head of Portofolis on distressed products group, Deutshe Bank) ▪ Reiner Martin (DeputyHead, Macrofinancial linkages division, European Central Bank) ▪ CBRC: (Zhou Quansheng, Deputy Director General of Non-bank Financial Institutions Supervision Department) 	Moderator: ADB
18:00-18:10	Wrap-up Session	Mr. Chen Pengjun and ADB
19:10	Welcome Dinner	
	DAY 2 (Nov 9,Wednesday)	
07:30-08:00	Registration	IPAF Chair
08:00-08:50	Special Session on European NPLs issues	Reiner Martin (ECB, confirmed)
08:50-09:00	Break	
09:00 –10:30	Global Financial Crisis Update: European Banking and Regulatory convergence <ul style="list-style-type: none"> • Root cause of the core NPL issue in Europe • Effect on the banking industry • Key steps taken by governments, regulators and other stakeholders to mitigate <ol style="list-style-type: none"> a) Regulatory b) Accounting c) Structural d) Legal e) Future measures Potential impact of regulatory convergence to Asia	Will Newton

10:30 –12:15	Current NPL Stocktaking in Europe and Asia-Pacific Part 1: European NPL market – an in-depth look <ol style="list-style-type: none"> a) Size and nature of market b) Country by country discussion c) Buyers and sellers in each country for portfolio activities (incl. public national bad banks) d) Disparate development across countries –why? e) Overview of disposition techniques (e.g. Outsourced servicing/platforms, joint ventures, REOCOs, NPL securitisation, portfolio disposals etc.) f) Servicers – why are they key g) Market facilitation: The role of the advisors and the funders 	Andrew Orr
12:15 –13:45	LUNCH	
13:45-15:15	Part 2: Are NPLs back on the rise in Asia? <ol style="list-style-type: none"> a) What macro trends are we seeing comparing to history (e.g. AFC period) that causes concern? b) Have the banks learned or is this the nature of markets? c) Asian banking market hotspots and stresses d) What are the key differences between the NPL markets and components in Europe and Asia today–analysis of market, enablers and blockers 	Will Newton
15:15 – 15:30	Coffee Break	
15:30 –17:00	Disposition focus 1: Portfolio disposals <ul style="list-style-type: none"> • Why is this useful? • How do you formulate a portfolio and the key success factors? • What is a typical sell-side process? • In depth discussion on key process elements. E.g. preparation, vendor due diligence, teaser, IM, Q&A, bid review, negotiation, SPA, closing • Key learnings Disposition focus 2: NPL securitization and Tapping the capital markets <ul style="list-style-type: none"> • Market history and today – what stage of development is it at? • Structures employed in markets • Challenges in the China NPL securitization deals 	Chi-Nang Kong
17:00-18:00	Day 2 Wrap Updiscussions Moderator: Peter Rosenkranz(ADB)	Panelists, speakers, IPAF members
DAY 3 (Nov 10,Thursday)		
9:00 –10:30	Inside the mind of an ex-international NPL investor	Andrew Orr

	<ul style="list-style-type: none"> • What do buyers need to be successful and what are my concerns? • What is the typical acquisition process they go through and the role of the advisor? • When will a buyer potentially pay more? <p>Valuation: Exploring the bid-ask spread in a market economy</p> <ul style="list-style-type: none"> • NPL valuation techniques and core components • An exploration of valuation across Corporate / SME/Retail asset classes <p>Bridging the bid-ask spread: Buyer view vs. seller view</p>	
10:30 –10:45	COFFEE / TEA BREAK : Snacks to be provided(TBD)	
10:45 –12:15	<p>Case study: A European success story</p> <ul style="list-style-type: none"> ▪ Case study on a large European institution which created a bad bank / private AMC and successfully exited over 5-6 ▪ This is probably the single most successful deleveraging story of its scale in Europe ▪ NPL management framework – A tried and tested methodology ▪ Highlight key success factors <p>A successful NPL market: essential ingredients</p> <ul style="list-style-type: none"> ▪ Why is a successful NPL market important? (E.g. system de-risking, FDI, revival, resolution, competition etc.) ▪ Why is foreign investment important? ▪ A comparison of successful NPL markets of past and present ▪ What essential ingredients/ elements are necessary to make a successful NPL market? 	<p>Chi-Nang Kong</p> <p>Will Newton</p>
12:15-13:00	Day 3 Wrap Updiscussions Moderator: Junkyu Lee(ADB)	Panelists, speakers, IPAF members
13:00-13:15	Closing Remarks and Ceremony: China Huarong, IPAF Secretariat, and VDATC(TBD)	
13:15 –14:30	LUNCH	
19:00	Networking Dinner	