

11°CVDAY

2017 NOVEMBER, 22

CROWNE PLAZA HOTEL
SAN DONATO MILANESE

 CREDIT VILLAGE



METAMORPHOSIS

**The evolution of the collection market between opportunities
and risks for originators and consumers**

FROM SMALL TO OVERSIZE SERVICERS ?



METAMORPHOSIS

The evolution of the collection market between opportunities and risks for originators and consumers
FROM SMALL TO OVERSIZE SERVICERS ?



The “Metamorphosis” will be the common thread of the 11th Edition of the Credit Village Day, that will be held on November 22, at the Crowne Plaza Hotel in Milan.

I will be myself the testimonial of the metamorphosis: I will be the Chairman of this event as a Journalist, specialised in this industry and not as the Executive of an important international banking group.

Metamorphosis, is a word evoking contrasting feelings: problematic feelings if we think about the Kafka's poetry or positive feelings if we think about the metaphorical symbolism of the caterpillar and the butterfly.

Crisis, Change, Opportunity, Evolution...Metamorphosis. Every year significant developments occur in the credit management industry and the Credit Village Day represents the occasion to discuss and develop a better knowledge of all these changes.

The Credit Village Day, more than 1.000 attendees last year, will enable us to understand what will happen in the next future in the debt collection management industry: whether the caterpillar will become a butterfly or the man will become a cockroach.

All sizes Servicing Companies, Originators, Investors, Debt Buyers, Consumer Associations, Journalists will meet at the Credit Village Day to talk about their projects and their experiences.

There will be an interesting debate with a strong participation from the all the attendees (also via Twitter).

We will investigate the Metamorphosis, not only the one characterising the credit industry, but also the one affecting debt collection management companies, which, in recent years, experienced progressive changes in their perspectives, their needs and their strategies.

This metamorphosis has been strongly influencing by Npls and by the complicated business related to their dismissal from Originators wishing (and/ or needing) to lighten their balance sheets and starting considering the important reputational risk associated with a bad debt collection management.



METAMORPHOSIS

The evolution of the collection market between opportunities and risks for originators and consumers
FROM SMALL TO OVERSIZE SERVICERS ?



We will interview key players of this industry in order to understand if the entrance in this sector of international investors will influence this industry, or if this change will be seen by the market as a new opportunity. In addition to this, we will try to understand if the changes undergoing will affect also servicing companies which have been working for decades on non performing exposures called Unlikely to Pay (UTP).

We will understand whether and how Servicing companies are preparing for the entering the Public Administration market, a new and important market, so far underestimated, but which, in reality, could represents itself an interesting and profitable alternative to the NPL market.

We will also tackle the theme of the subcontract, that, nowadays, is becoming an element increasingly important in servicing agreements. We will involve also Consumer Associations regarding the themes of “reputation” and “good practices” and we will understand how important are these subjects also for Originators.

We will also listen to SMEs’s point of view, which, in different ways, play a strategic role in this industry, even if, very often, they do not emerge as a protagonist remaining behind the scenes.

This scenario has always been a part of my professional career, as the Executive of an important international banking group, but nowadays it seems to me more fascinating and exciting, in this new clothes of Journalist and Chairman of the event, where I will have the opportunity to raise awareness about the positions and the ideas of all the key players of this sector.

Leaving my institutional clothes, I will do my best to create an interesting debate over new topics that will characterise the next future of this industry, such as for example, the one related to the “debtor’s pre-emptive right” in the Npls’ dismissals, a right that could deeply revolutionize debt transfer dynamics and debt collection processes.

The Credit Village Day will be a day of intense networking, discussion and debate amongst all the different actors of this sector, which play different roles within an industry more and more articulate and in constant evolution.

Couldn’t miss it!

Oreste Vidoli

Journalist specialised in Credit Recovery Management

**9.00 a.m. - 9.45 a.m.**

Guests Registration and Networking Breakfast

9.45 a.m. - 10.00 a.m.Main Sponsor's Opening Speech by **BD Business Defence S.r.l.** and introduction by **Massimo Famularo**, Blogger, columnist specialised in credit management**10:00 a.m. - 10.30 a.m. SESSION 1****From the debt collection agency to the debt management servicer : the Metamorphosis of the outsourcing activities***A look back at the past to understand the present and build up the future***Gianpaolo Luzzi** Editorial Director **Credit Village Magazine**, **Marco Pasini** President of **UNIREC**, **Fabio Picciolini** Financial Specialist **Oreste Vidoli** Journalist specialised in Credit Recovery Management, Moderator **Massimo Famularo****ROUND TABLES moderated by Oreste Vidoli**, Journalist specialised in Credit Recovery Management**10:30 a.m. - 11.30 a.m. SESSION 2****The debt collection market €volved.....from who?***The Metamorphosis of the crisis: NPLs become an opportunity, how will deal with it Originators and Investors?***Sergio Bertani** Head of High Risks Loans Department **Gruppo BPER Banca**, **Francesco Carbone** Credit Management Department Director **Edison**, **Valerio Ranciaro** Director General **Sace SRV**, **Stefano Schiavi** Deputy General Manager **BNP Paribas Laesing Solutions**, **Alessandro Scorsone** Director of Strategic Transactions and Client Relations **Kruk****11:30 a.m. - 12.30 p.m. SESSION 3****Future-proofing Servicers***Staying the course? Charting a new course? The evolution against the extinction ?***Sergio Bommarito** Chairman of the Board **Fire**, **Andrea Mignanelli** C.E.O. **Cerved Credit Management**, **Gabriella Macauda** Chief Operating Manager **Fides**, **Emanuele Reale** COO & Head of Sales and Investments **Hoist Italia**, **Francesco Vovk** Member of the Board **Italian Credit****12:30 p.m. - 1.30 p.m. SESSION 4****From the analysis of the facts and opinions to the ideas for a market undergoing the Metamorphosis***A debate with Consumer's Associations, Originators and Servicers***Gianni Amprino** C.E.O. **CSS Covisian Group**, **Bruno Casalnuovo** Head of Debt Collection Unit **Profamily**, **Dino Crivellari** Lawyer **Studio Legale Crivellari & Partners Law Firm**, **Lidia Cuomo** Founding Member **Euroservice**, **Ovidio Marzaioli** Vice President of the **Forum UNIREC- CONSUMATORI**, **Alberto Vigorelli** Chief Risk Officer **Unicredit Leasing****1:30 p.m. - 3.00 p.m. LUNCH & NETWORKING**



METAMORPHOSIS

The evolution of the collection market between opportunities and risks for originators and consumers
FROM SMALL TO OVERSIZE SERVICERS ?



CROWNE PLAZA MILAN LINATE

Via K. Adenauer 3, San Donato, Milano, Italy Phone: +39 (0) 29 148 3658

Crowne Plaza hotel Milan-Linate is a 4 stars hotel, conveniently located near Milan Linate Airport and only 7 km far from Piazza Duomo in Milan. Its 16 meeting rooms, fully equipped and with natural light, can host meetings and events up to 300 people. The ExpoPlaza with its 2300 squares metres space is the perfect place for big events. With its 436 rooms, the two restaurants "Il Buongustaio" and "Il Giardino", the fitness room and the Business Centre, this hotel offers perfect hospitality for business travelers.

TRANSIT & DRIVING

Airport

INTERNATIONAL AIRPORT MILANO LINATE (LIN)

- Distance from hotel: 3.11 MI/ 5 KM East I
- From Milano Linate Airport, take the East ring road (Tangenziale Est) direction Torino and exit at SAN DONATO MILANESE. You can reach the hotel also by taxi (estimated taxi charge 25.00 euro) or by our complimentary shuttle bus, available at scheduled times (Shuttle bus stops on the first floor - DEPARTURES - exit 4).

INTERNATIONAL AIRPORT MILANO MALPENSA (MXP)

- Distance from hotel: 43.5 MI/ 70 KM North West I
- Take the highway A4 - direction Bologna, and exit at TANGENZIALE EST/BOLOGNA/GENOVA/MILANO CENTRO. Take the east ring road Tangenziale Est and exit at SAN DONATO/METANOPOLI/VIA EMILIA. You can reach the hotel also by taxi (estimated taxi charge 110.00€).

INTERNATIONAL AIRPORT OF BERGAMO - ORIO AL SERIO (BGY)

- Distance from hotel: 34.18 MI/ 55 KM North East I
- Take the highway A4 to Milan, and exit at TANGENZIALE EST/BOLOGNA/GENOVA/MILANO CENTRO. Take the east ring road Tangenziale Est and exit at SAN DONATO/METANOPOLI/EMILIA.

Train

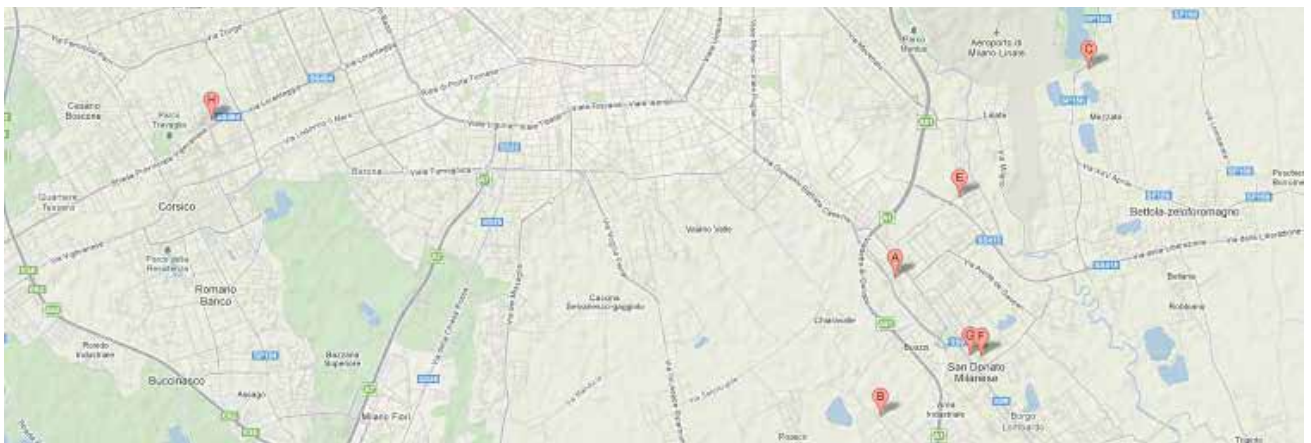
MILANO ROGOREDO FFSS

- Distance from hotel: 1.24 MI/ 2 KM North

Underground

SAN DONATO

- Distance from hotel: 0.62 MI/ 1 KM North East





METAMORPHOSIS

The evolution of the collection market between opportunities and risks for originators and consumers
FROM SMALL TO OVERSIZE SERVICERS ?



FILL THIS REGISTRATION FORM AND SEND IT BACK TO

info@creditvillage.it

_____	_____	_____
Surname	Name	Role
_____	_____	_____
Surname	Name	Role
_____	_____	_____
Surname	Name	Role
_____	_____	_____
Surname	Name	Role
_____	_____	
Company	VAT number	

Address		
_____	_____	_____
Phone	Fax	E-mail

REGISTRATION FEE

1 person = 500 euros + VAT

Fenca's members and their associates will benefit of a 30% reduction

SPECIAL OFFERS

2/5 persons = 250 euros +VAT (per person)

6/10 persons= 200 euros+VAT (per person)

More than 10 persons= 150 euros+VAT (per person)

In case of cancellation of your participation, you are requested to send a written communication to Credit Village within 20 days prior to the event. Once this deadline has passed, the entire amount of the registration fee will be debited to your account. We will be pleased to accept one of your colleagues in your substitution. You are kindly required to communicate the name of the substituting person at least one day before the event.

TERMS OF PAYMENT

The payment can be made either on line (www.creditvillage.it) or by bank transfer to:

Banca Popolare Società Cooperativa

ABI 050 34 - CAB 10766 - CINW

c/c 00165759 IBAN:T34W050341076600000165759

You will receive a direct remittance invoice. In case of non- payment your registration will be considered invalid.