

# CAPITAL CONNECTION

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LONDON | OCTOBER 20 - 21, 2016 | HYATT REGENCY - THE CHURCHILL

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INVALUABLE INSIGHTS POWERFUL MEETING PLATFORM

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# SPEAKERS

Vera Alexandropoulou Founding partner, Alexandropoulou Law Firm, Greece

**Stefan Selden** Founding Partner, 720° Restructuring & Advisory, Austria

Makar Paseniuk Managing Director Head of Investment Banking, ICU, Ukraine

Federico Montero Managing Director, Evercore, UK

Thorsten Lederer Managing Partner, Panteo Global Partners, Luxembourg

**Bogdan Patriniche** Senior Colsultant, Duet Asset Management, UK

Ines Rocha Associate Director FI Team, EBRD, UK

**Tassos Kotzanastassis** Managing Director, 8G Capital Partners, Greece

Louis Gargour Chief Investment Officer, LNG Capital, UK







Josep Julia Global Head, Distressed Assets Investments Group, IFC, USA



Virginia Murray Partner, Watson Farley & Williams, Greece



Tom PB Frater Founder & CEO, Hussar & Co., USA



Gifford West Managing Director, International Operations & Business Development, DebtX , USA



John Davison CEO, Pillarstone (KKR), UK



Louis Amaya Co-Founder, Board Member & CEO, NS Capital Management and Capital Markets Today, USA



Leonid Simon Vindman Managing Partner,

Managing Partner, Tungsten Capital, UK



Julia Bereshchenko

Director of Asset Management & Sales, Deposit Guarantee Fund, Ukraine





Gaudenzio Gregori Bonaldo Partner, Pillarstone, Italy

# SPEAKERS

**Peter Riedel** Head of Claims Secured, Debitos, Germany

Stefan Sax Partner at Clifford Chance, Germany

Yuriy Grachev Head of Collection at Alfa-Bank, Ukraine

Alessandro Scorsone Director of Strategic Transactions and Client Relations, KRUK, Italy



Mario Lisanti Partner Norton Rose Fulbright, Italy **W** 

**Gergely Fábián** Director, The Central Bank of Hungary, Hungary

Michael Leeds Insolvency Practitioner, Grant Thornton, UK

Umberto Mauro Partner, Norton Rose Fulbright, Italy

Arpad Sebe Managing Director Balbec Asset Management, France









Gustav Hultgren CEO, DDM Group, Switzerland

Salvatore Lombardo Head of Special Situations, BNL - BNP Paribas Group, Italy





Alejandro Lucero de Pablo CEO, Multigestion Iberia, Spain

Deputy Head Loan Syndication &

Distribution, Raiffeisen Bank, Germany

**Denise Hamer** 

Partner, DLA Piper, UK

Mehdi Khouadja



Sonia Di Nuzzo International Relations, Fire S.p.A, Italy



Alessandro Pappalardo Chief Investment Officer, Intrum Justitia, Switzerland



Martin Machon CEO, APS, Czech Republic

CEO, APS, Czech Re

DDC Financial Group

WWW.DDC-FINANCIAL.COM

# SPEAKERS

Lukas Fecker Founder, Innovation Brain, Switzerland

Lev Morozov Senior Director, Raiffeisen Bank International, Austria



Agata Jurek-Zbrojska Counsel, Hogan Lovells, Poland



Jason Proctor Senior Associate, StepStone Global, UK



Matteo Bazzani Partner, Mazzoni Regoli Cariello Pagni Studio Legale, Italy



Constantinos Klissouras Partner at KP Law Firm, Greece



Natalia Selyakova Partner, Dentons, Ukraine



Nathalie Lameyre Chairman of the Board, EOS, France



Sergii Sliusarenko

LLC "UkrBorg", Ukraine

Managing Partner,

Oleksiy Didkovskiy Managing Partner, Asters, Ukraine

Frank Nosek Managing Director, B2 Kapital, Czech Republic

Marko Simoneti Chairman of the Board of BAMC, Slovenia







**Dimitris Skaleos** Managing Partner, Sigma Catalyst Partners, Greece



Luis Martin Guirado Senior Advisor, DebtX, Spain



Maja Žgajnar Partner, Schönherr, Slovenia



**Stefan Lehotkay** Partner, Clearsight Investments, Switzerland



#### Valentin Voinescu

Partner, NNDKP, Romania

#### Saleem Arif

Managing Director, Cohen & Company, UK





Bill Fawkner-Corbett Partner, CEE Equity Partners, Poland



#### Dimitri Vlachos

Founder, DV01 Asset Management, Greece

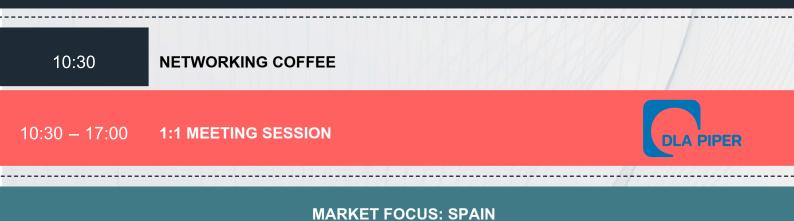
DAY 1	OCTOBER 20, 2016 - MORNING AGENDA	
8:00	REGISTRATION OPENS	
8:55	DDC FINANCIAL GROUP OPENING REMARKS	
9:00	PRESENTATION: EUROPEAN PAYMENT PRACTICE - SURVEY 2016 by Nathalie Lameyre, Chairman of the Board, EOS, France	

#### EUROPE'S DISTRESSED DEBT MARKET: INVESTOR PERSPECTIVES

9:30	PANEL DISCUSSION
Sponsored by DebtX THE DEBT EXCHANGE	<ul> <li>Geographic preferences</li> <li>Current investor outlook</li> <li>Investor's preferences: size, asset type, trend, strategy, IRR</li> <li>Investor challenges: transaction, portfolio composition, collateral, collection servicers</li> <li>Next best-yielding opportunities</li> </ul>

MODERATOR: Gifford West, Managing Director, International Operations & Business Development, DebtX, USA PANELLISTS:

Arpad Sebe, Alessandro Pappalardo, John Davison, Tom Frater, Jason Proctor, Frank Nosek



11:00	EXCLUSIVE INTERACTIVE SESSION
	<ul> <li>Overview of the NPL's Market in Spain</li> <li>How to narrow the bid/ask spread to secure successful transactions?</li> <li>Different legal and tax jurisdictions in Spain: a real problem and how to overcome it?</li> <li>New NPL's trading platforms: a dream or a real need?</li> <li>Current trend for smaller and more targeted deals can make trades less economical for the larger equity funds?</li> <li>Lessons learnt on the work out activities: dual track exit strategies.</li> <li>Trends of the NPL's secondary market for the Q4 2016 and 2017.</li> </ul>
	SPEAKERS:

Luis Martin Guirado, Senior Advisor, DebtX, Spain Alejandro Lucero de Pablo, CEO, Multigestion Iberia, Spain

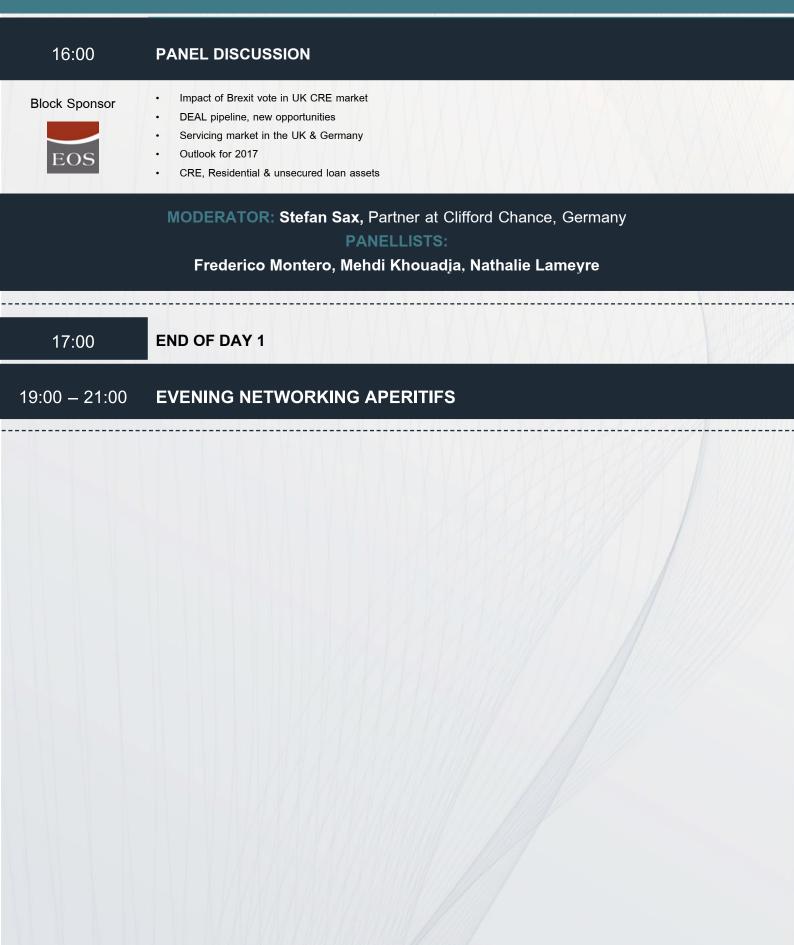
12:00	LUNCH
	EUROPE'S EMERGING MARKETS
13:00	PANEL DISCUSSION
	<ul> <li>Which countries and industry sectors can be expected to provide the most distressed investment opportunities in 2017, and why?</li> <li>What are the key distinctions to consider when developing an EM distressed investment strategy ?</li> </ul>
Stefan Se	MODERATOR: Denise Hamer, Partner, DLA Piper, UK PANELLISTS: elden, Gustav Hultgren, Maja Zgajnar, Martin Machon, Marko Simoneti, Saleem Arif
	MARKET FOCUS: ITALY
14:00	PRESENTATION: THE KEY TO EFFICIENT SERVICING IN THE ITALIAN NPL MARKET by Sonia Di Nuzzo, International Relations, Fire S.p.A, Italy
14:20	PRESENTATION: ITALIAN DISTRESSED DEBT MARKET: NEW TOOLS AND NEW OPPORTUNITIES by Mario Lisanti and Umberto Mauro, Partners, Norton Rose Fulbright, Ital
14:40	PANEL DISCUSSION
	<ul> <li>Market recent activity and outlook</li> <li>What structural reforms are required to increase flexibility in economy?</li> <li>NPL's problem is putting brakes on Italian economy. What are the ways to solve the problem of the outstanding NPL's?</li> <li>What is the impact of Atlante Fund on bad loans sector in Italy?</li> <li>Italian banking system dynamics 2016-2017</li> </ul>
	MODERATORS: Mario Lisanti, Partner, Norton Rose Fulbright, Italy Umberto Mauro, Partner, Norton Rose Fulbright, Italy PANELLISTS: Alessandro Scorsone, Paolo Ragni, Matteo Bazzani, Salvatore Lombardo,

#### NETWORKING COFFEE

15:40

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#### **UK, GERMANY & FRANCE**



DAY 2	OCTOBER 21, 2016 - MORNING AGENDA		
8:00	REGISTRATION OPENS		
	MARKET FOCUS: GREECE		
9:00	PRESENTATION: GREECE: NPLs AND OPPORTUNITIES IN REAL ESTATE by Tassos Kotzanastassis, Managing Director, 8G Capital Partners, Cyprus		
9:20	PANEL DISCUSSION		
	<ul> <li>Current outlook and deal pipeline</li> <li>Asset management company (bad bank) as a potential additional resolution mechanism.</li> <li>Recovery strategies or SME NPLs?</li> <li>Role of the servicing companies in the resolution framework in Greece.</li> <li>Key developments in the legal and regulatory framework</li> </ul>		
MODERATOR: Lukas Fecker, Founder, Innovation Brain, Switzerland PANELLISTS: Ines Rocha, Virginia Murray, Tassos Kotzanastassis, Vera Alexandropoulou, Josep Julia, Constantinos Klissouras, Dimitri Vlachos			
10:20			
10:00 –15:00	1:1 MEETING SESSION		
10:00 –15:00	1:1 MEETING SESSION		
10:00 –15:00 10:40			
	INVESTMENT OPPORTUNITIES & CHALLENGES IN CEE PRESENTATION: NPL CORPORATE TURNAROUND CHALLENGES IN CEE		
10:40	INVESTMENT OPPORTUNITIES & CHALLENGES IN CEE PRESENTATION: NPL CORPORATE TURNAROUND CHALLENGES IN CEE by Bogdan Patriniche, Partner, Duet Asset Management, UK		

Agata Jurek-Zbrojska, Gergely Fabian, Bill Fawkner-Corbett, Uros Vukomanovic, Lev Morozov, Valentin Voinescu

DAY 2	OCTOBER 21, 2016 - AFTERNOON AGENDA
12:00	LUNCH
	NPL MARKET OPPORTUNITIES: USA
13:00	PRESENTATION: U.S.A. NPL TRENDS & PRICING by Louis Amaya, Co-Founder, Board Member & CEO, NS Capital Management, USA
	MARKET FOCUS: UKRAINE
13:20	PANEL DISCUSSION
UVCA UKRAINIAN VENTURE CAPITAL AND PRIVATE EQUITY ASSOCIATION	<ul> <li>Current market conditions in Ukraine? Recent developments? New reforms (if any)?</li> <li>Where are the biggest opportunities? Key industry sectors, segments and financial instruments?</li> <li>Who are the potential investors (PE, Family Offices, Hedge funds, etc.)? Investment strategies employed? Future opportunities for FDI? Local players?</li> <li>Key challenges, legal impediments (legal environment)? Risk to buyers? Repatriation risk?</li> </ul>
	ERATOR: Leonid Simon Vindman, Managing Partner, Tungsten Capital, UK PANELLISTS: akar Paseniuk, Julia Bereshchenko, Natalia Selyakova, Yuriy Grachov, Oleksiy Didkovskiy, Sergii Sliusarenko
	PAN EUROPEAN SPECIAL SITUATIONS
14:00	PANEL DISCUSSION
	<ul> <li>Industry sector focus: commercial real estate &amp; renewable energy</li> <li>Pan European Special Situations - perspectives of a Swiss LP &amp; London-based GP</li> <li>Dos and Don'ts: typical pitfalls and barriers to market entry</li> <li>Middle-market fragmentation and best practice to uncover opportunities</li> <li>Rescue financing and transitional funding in asset rich scenarios</li> <li>Challenge of judgment enforcement and asset recovery as value drivers</li> <li>Special Situations M&amp;A: transactional landscape and upcoming themes 2017</li> </ul>
	TOR: Thorsten Lederer, Managing Partner, Panteo Global Partners, Luxembourg PANELLISTS: Riedel, Michael Leeds, Dimitris Skaleos, Stefan Lehotkay, Louis Gargour
14:55	DDC FINANCIAL GROUP CLOSING REMARKS

### 15:00 COFFEE | END OF FORUM

# TRADITIONAL 1-ON-1 MEETING PLATFORM

Before and during the FORUM participants will be able to organize their I-on-I meeting for which dedicated networking areas will be available.

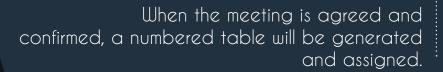


Log in to the platform...

Submit a meeting...

Wait for a confirmation...





For more information regarding the meeting platform, please contact Helena Noskova at +(420) 222 535 535 or email: helena.noskova@ddc-financial.com

# PRIVATE 1:1 MEETING PLATFORM -INVESTORS & FUND MANAGERS

Fund managers will be able to submit their proposals to be considered by investors. Once an investor agrees, a meeting will be arranged in a private room. More details to come soon.

# Pricing

# STANDARD TICKET £1795

- Access to the meeting portal
- 10 Meeting Submissions
- Coffee, Lunch & Refreshments
- Forum Booklet
- 2 Day Pass

## Sponsorship Opportunities for Capital Connection 2016

 We offer Sponsorship opportunities to a select few firms who would like to introduce their offering to our large network of investment professionals.
 For details on our different sponsorship, pricing, packages and benefits of sponsoring a DDC Financial Group Forum, please contact our sponsorship department at +(420) 222 535 535 or email info@ddcfinancial.com.

