

## Unlocking SME Financing in Europe and the Role of Capital Markets: SME Securitisation and Distressed Assets



## Brussels, 22-23 October 2014

European firms depend heavily on bank finance. The economic crisis has only underlined this dependence. In particular SMEs, which provide the bulk of output and employment in the region, have been starved of finance as banks repair their balance sheets. This workshop aims to explore the prospects for deepening capital markets in Europe. Against this background, the workshop aims at analysing the role of capital market development and the restructuring of the European banking sector in unlocking SME financing in Europe. Two channels of development offer particular promise. Securitisation could alleviate the dependence on bank finance by creating alternative sources of funding and a new investor base. Developing a market for NPLs could facilitate the urgently needed restructuring of the banking sector, freeing credit supply from the encumbrance of legacy assets.

**October 22<sup>nd</sup>** - Stanhope Hotel

**19:00**            **Welcome Drinks and Dinner**  
Keynote Speech  
**Yves Mersch**, Member of the Executive Board, ECB

**October 23<sup>rd</sup>** - Bibliothèque Solvay (Leopoldpark)

**9:00 – 9:30**        **Registration and Welcome Coffee**

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**9.30-9.45**        **Opening Remarks**  
**Dario Scannapieco**, Chairman of the EIF Board and EIB Vice-President

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**9.45-12.00**      **Session 1: Developing Markets for Non-performing Assets**

**Presentation:** "Unlocking SME finance in Europe: Addressing NPLs"

**Markus Berndt**, Division Chief, Economics Department, EIB

**Moderator  
Panel**

- **Debora Revoltella**, Director, Economics Department, EIB
- **Alessandro Decio**, Chief Risk Officer, UniCredit Group
- **Bernhard Engel**, Partner (Financial Sectors), PwC
- **Boštjan Jazbec**, Governor, Central Bank of Slovenia
- **Josep M. Julia**, Global Head, Debt & Asset Recovery Program (DARP), IFC
- **Ken Kang**, Advisor, European Department, IMF
- **Miguel Lucas**, Managing Partner and founder, OxyCapital

At what stage is the development of markets for NPLs? What are the constraints on the development of such markets in Europe? The discussion will cover considerations from the supply side, the demand side as well as regulatory and supervision aspects.

**12.00-13.45**      **Lunch**

**Keynote Speech**

**Carlos da Silva Costa**, Governor, Banco de Portugal

**13.45-16.00**      **Session 2: How Best to Develop SME Securitisation?**

**Presentation:** "SME Securitisation: Motivation, Obstacles, and Policy Proposal"

**Andy Jobst**, Senior Economist, European Department, IMF

**Moderator  
Panel**

- **Mahmood Pradhan**, Deputy Director, European Department, IMF
- **Alexander Batchvarov**, Head of Int. Structured Finance Research, Bank of America-Merrill Lynch
- **Pier Luigi Gilibert**, Chief Executive, EIF
- **Olivier Guersent**, Deputy Director-General, DG Markt, EC
- **Peter Hegge**, Head of Global Fixed Income, Allianz
- **Richard Hopkin**, Managing Director (Securitisation), AFME
- **Fabrice Susini**, Global Head of Securitisation, BNP Paribas

Would greater securitisation of SME loans alleviate financing constraints for the sector? What are the regulatory and economic barriers hindering a deep market in securitized SME loans? What should policymakers do?

**16.00-16.30**      **Coffee Break**

**16.30-18.00**      **Session 3: Bankers' Roundtable - Outlook for the Banking Sector, Distressed Assets and SME Securitisation**

**Moderator  
Panel**

- **Debora Revoltella**, Director, Economics Department, EIB
- **Olga Cerqueira Gouveia**, Senior Economist, BBVA Research
- **Vincent Goedegebuure**, Global Head Debt Solutions, ABN AMRO
- **Francisco Sancha Bermejo**, CFO, Banco Popular
- **Johann Strobl**, Deputy CEO and CRO, Raiffeisenbank Int. AG
- **Klaus Trömel**, Director General, Operations, EIB

What are the emerging trends and challenges? How will banks adapt?

**18.00-18.15**      **Closing Remarks**

**Mahmood Pradhan**, Deputy Director, European Department, IMF