

13<sup>th</sup> Annual

# Fleming.

CONFERENCE

**IFRS 9**  
workshop  
included

**CROs**  
focused  
sessions

**Fintechs**  
participation

## Credit Risk Management Forum

**2**  
tracks

**20+**  
speakers

June 7th -8th 2017 | Fleming's Hotel Vienna - Westbahnhof,  
Vienna, Austria

**Gold sponsor**



**Silver sponsor**



**Bronze sponsor**







## Chairman of the event

Hakan Yar  
**Mitsubishi UFJ Investor Services  
& Banking (Luxembourg) S.A.,**  
CRO

## Speaker Panel



Bart Baensens  
**KU Leuven, Belgium**  
Professor of Big Data  
& Analytics



Tamas Erni  
**Loxon Solutions,  
Hungary**  
Managing Partner



Cosimo Pacciani  
**European Stability  
Mechanism,  
Luxembourg**  
CRO



Hanna Sarraf  
**Bank of Ireland,  
Ireland**  
Head of Risk Strategy



Peter Magala  
**VUB Banka, Slovakia**  
CRO



Michael Bruns  
**Bafin, Germany**  
Risk Modeling



Stephan Wiehler  
**Credit Suisse,  
Switzerland**  
Head of Rating Models  
and Stress Testing



Guido Sopp  
**FMA, Austria**  
Team IFRS Enforcement  
and Technical Accounting



Gabriel Marosi  
**Banca Comerciala  
Romana, Romania**  
Head of Credit Risk  
Control



Tobias Noll  
**RSU, Germany**  
Senior Relationship  
Manager



Bruce Brenkus  
**Spotcap, Germany**  
CRO



Rein Ojaverre  
**CFA, Bondora,  
Estonia**  
CFO



Nils Foyn Kjærside  
**Danske Bank,  
Denmark**  
Senior Vice President,  
Head of Big Data Analytics



Daniela Thakkar  
**Global Credit Data,  
Netherlands**  
Methodology  
& Membership Executive



Vinita Ramtri  
**Barclays, United  
Kingdom**  
Senior Risk and Controls  
Business Manager



Jozef Zubrický  
**Erste Group, Austria**  
Head of group Credit Risk  
models and methods



Norbert Szabó  
**Sberbank, Hungary**  
Head of Retail Credit  
Risk



János Hoós  
**Appello, Hungary**  
Consulting Officer



Krishnan Ranganathan  
**Nomura, India**  
Head of Risk Finance  
Change



Chiara Capelli  
**Unicredit, Italy**  
Head of Group Models  
Methodologies  
& Standards



Laimonas Noreika  
**FinBee, Lithuania**  
CEO



Hendrik Bremer  
**Žltý melón, Slovakia**  
CEO & Founder



David Eschwe  
**Raiffeisen Bank  
International**  
Austria, Head of  
Validation



Christian Marini  
**Prometeia, Italy**  
Manager



Rait Pallo, Swedbank  
**Estonia**  
Head of Risk





## Vital pinpoints of the program:

- **BASEL IV versus IFRS 9** Credit Risk Modelling by Bart Baesens
- **4 CROs** discussing the current market situation and challenges
- How **Brexit** affects Credit Business
- Credit processes and **outsourcing** – how to raise work effectiveness
- How the **role of CROs** change in five years?
- **Fintechs participation** as disruptors: Bondora, Spotcap – what they do better than banks?
- Different perspectives of **IFRS 9** by **FMA, RBS** – What are the positives about the regulation?

## 4 reasons to attend:



Two tracks  
of the program on Day 1



Networking opportunities  
in roundtables



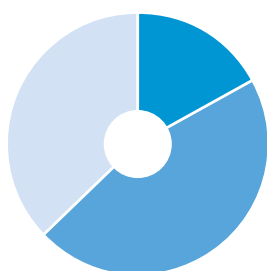
Real life case studies  
presented



Deep focus  
on Regulatory framework

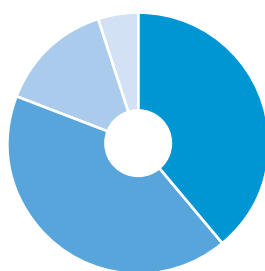
## Last Edition at A Glance

Jobtitle  
breakdown:



- 17% CROs
- 46% Directors, Heads
- 37% Managers

Geographical  
breakdown:



- 39% Western Europe
- 42% CEE
- 14% Nordics
- 5% Others

### Media partner



### Supported by





# DAY 1

June 7th, 2017

8:00 Morning coffee



8:20 Welcome note from Organisers

8:30 Welcome note from Chairman

**Hakan Yar, Mitsubishi UFJ Investor Services & Banking (Luxembourg) S.A., CRO**

8:40 **PANEL DISCUSSION: Setting up the scene**



- Current issues on the table
- Future of Credit Risk
- New regulations are coming

CHAired BY:

**Hakan Yar, Mitsubishi UFJ Investor Services & Banking (Luxembourg) S.A., CRO**

PANELISTS TO BE CONFIRMED:

**Cosimo Pacciani, ESM, Luxembourg, CRO**

**Peter Magala, VUB Banka, Slovakia, CRO**

**Laimonas Noreika, FinBee, Lithuania, CEO**

9:40 1<sup>st</sup> morning Coffee Break



10:00 **Development of Credit Risk Management in years**

- Overview of Credit Risk in years
- What is the role of Credit Risk in 2017-2020
- Geo and political risks affecting Credit Risk

**Cosimo Pacciani, European Stability Mechanism, Luxembourg, CRO**

10:30 **Implementing IFRS9 Impairment Model in a multinational banking group: the challenge of LGD estimation**

**David Eschwe, Raiffeisen Bank International, Austria, Head of Validation**

**Christian Marini, Prometeia, Italy, Manager**

11:00 **A strategic perspective on "Basel IV"**

- What are the main concerns about RWAs?
- Is IRB too complex to supervise?
- Why Basel IV proposals are different to Basel III?
- How much Bank Capital is enough?
- What mitigation strategies can banks adopt to improve the economics of lending moving forward?

**Hanna Sarraf, Bank of Ireland, Ireland Head of Risk Strategy**

11:30 2<sup>nd</sup> morning Coffee Break



12:00 **Size matters - Pool Solutions for internal Rating Systems**

- Snapshot - supervisory landscape and challenges
- Advantages of the pool approach
- RSU's framework

**Tobias Noll, RSU, Germany Senior Relationship Manager**

12:30 **What tasks should banks outsource?**

- Outsourcing of Capital Measures
- The most effective CRM solutions
- Adjusting IT systems based on the regulation

**Jozef Zubrický, Erste Group, Austria, Head of group Credit Risk models and methods**

13:00 Lunch Break



"Great opportunity to hear experience and opinions of professionals. Recommended..."

**Economist, Central Bank of Ireland**



# DAY 1

June 7th, 2017

A

## Regulations + risk models



### 13:50 **PANEL DISCUSSION: Regulatory Debate**

- How „BASEL IV affects Risk Management“
- What do new regulations mean for Credit Risk Management?
- How do bank react to new “adjustments”
- What to be ready for?

CHAired BY:

**Hakan Yar, Mitsubishi UFJ Investor Services & Banking (Luxembourg) S.A., CRO**

PANELISTS CONFIRMED:

**Michael Bruns, BaFin, Germany, Risk Modelling**

**Guido Sopp, FMA, Austria, Team IFRS Enforcement and Technical Accounting**

**Hanna Sarraf, Bank of Ireland, Ireland, Head of Risk Strategy**

**Chiara Capelli, Unicredit, Italy, Head of Group Models Methodologies & Standards**

### 14:40 **SKYPE SESSION: Credit Risk Modeling: Basel 4 versus IFRS 9**

- Understand the implications of IFRS for credit risk modeling
- Deploy state of the art techniques for credit risk modeling
- Gain new insights into model discrimination and model calibration
- Dive into model monitoring using recent research insights

**Bart Baesens, KU Leuven, Belgium**  
*Professor of Big Data & Analytics*

### 15:10 **Framework changes under "Basel IV"**

- Linkage with EBA and ECB projects
- Implications of changes
- Future work

**Michael Bruns, Bafin, Germany, Risk Modeling**



15:40 Longer afternoon coffee break

B

## Business aspects of Credit Risk Management



### 13:50 **PANEL DISCUSSION: Where the money stands**

- Opportunities to generate revenue
- What is the perception of the banks, on regulations

PANELISTS CONFIRMED:

**Gabriel Marosi, Banca Comerciala Romana, Romania, Head of Credit Risk Control**

**Jozef Zubrický, Erste Group, Austria**

*Head of group Credit Risk models and methods*

**Norbert Szabó, Sberbank, Hungary**  
*Head of Retail Credit Risk*

**Laimonas Noreika, FinBee, Lithuania, CEO**

**Hendrik Bremer, Žltý melón, Slovakia, CEO & Founder**

**Rait Pallo, Swedbank, Estonia, Head of Risk**

### 14:40 **Using risk models to attract new customers**

- New ways to customers approach
- How to take advantage of models that have been developed

**Gabriel Marosi, Banca Comerciala Romana, Romania, Head of Credit Risk Control**

### 15:10 **Digital Trends in Credit Risk Management**

- Evolution of banking systems especially in Credit Risk
- Best practices from software provider's point of view
- Demands and constraints of the fintech industry
- Digitization and rapid application development

**János Hoós, Appello, Hungary, Chief Consulting Officer**



15:40 Longer afternoon coffee break



# DAY 1

June 7th, 2017

A

## Regulations + risk models

### 16:20 **The current regulatory changes and how they affect banks' credit risk modelling**

- Updated regulatory requirements
- Impact on credit risk modelling choices
- Creation of Reference Data Set
- Practical examples

**Daniela Thakkar**, Global Credit Data, Netherlands,  
*Methodology & Membership Executive*

### 16:50 **Stress Testing – Reconsidered**

- Taxonomy
- Choosing the right approach
- A note on model risk

**Stephan Wiehler**, Credit Suisse, Switzerland  
*Head of Rating Models and Stress Testing*

### 17:20 **IFRS 9 – A regulatory perspective**

- Bank supervisors expectations on models and validation
- Impacts and consequences of supervisory actions with regards to IFRS 9
- Interaction of IFRS 9 with regulatory capital and the CRR

**Guido Sopp**, FMA, Austria, Team IFRS  
*Enforcement and Technical Accounting*

### 17:50 **Wrap up roundtable**

Summarizing the day in roundtable discussions

### 18:10 **Closing remarks from Chairman**

We would like to cordially invite you to Evening reception organized by **Fleming**.

B

## Business aspects of Credit Risk Management

### 16:20 **Next crisis: How to get ready your bank and portfolios for it**

- How the next crisis can look like
- What could be potential impacts
- Getting ready today!?

**Peter Magala**, VUB Banka, Slovakia, CRO

### 16:50 **BREXIT: Risk Management led by Uncertainty - correct or not?**

- Brexit and what it could mean
- The known unknowns and the unknown unknowns
- Key Risks and potential impact
- Key mitigation strategies

**Vinita Ramtri**, Barclays, United Kingdom  
*Senior Risk and Controls Business Manager*

### 17:20 **Reality vs. mathematics.**

- Why we need mathematics
- Why the models failed in crisis
- Is it possible to predict a crisis
- Does math work in Finance

**Hakan Yar**, Mitsubishi UFJ Investor Services  
& Banking (Luxembourg) S.A, CRO

### 17:50 **Wrap Up roundtable**

Summarizing the day in roundtable discussions

### 18:10 **Closing remarks from Chairman**

We would like to cordially invite you to Evening reception organized by **Fleming**.



"Very good opportunity to bring together various points of view and risk practice from all over Europe."

**Deputy Head, Retail Credit Risk, Unicredit Austria**



# DAY 2

June 8th, 2017

8:20 Morning Coffee Break



8:45 Opening remarks from Chairman  
**Hakan Yar, Mitsubishi UFJ Investor Services & Banking (Luxembourg) S.A., CRO**

8:50 **PANEL DISCUSSION: How to develop sustainable business models under new market conditions?**



- Banks strategies to be sustainable in profit
- Business models linked to Credit Business

CHAired BY:

**Hakan Yar, Mitsubishi UFJ Investor Services & Banking (Luxembourg) S.A., CRO**

PANELISTS CONFIRMED:

**Jozef Zubrický, Erste Group, Austria, Head of group Credit Risk models and methods**

**Norbert Szabó, Sberbank, Hungary, Head of Retail Credit Risk**

**Laimonas Noreika, FinBee, Lithuania, CEO**

**Rait Pallo, Swedbank, Estonia, Head of Risk**

9:30 **Using 21st century technology in loan management**

The presentation focuses on the newest technology trends and how they impact the management of retail and SME loans. It shows how big data, machine learning, digitalisation change the shape of the entire lending cycle from lead generation, through credit scoring to new early warning techniques.

- Challenges of integrating external and internal data
- Lead generation using a combination of data sources
- New approaches of credit scoring
- Case study: early warning methods using big data

**Tamas Erni, Loxon Solutions, Hungary, Managing Partner**



10:00 Coffee Break

## Digitization and new technologies

10:30 **Big Data within Risk Management**

- Progress of Danske Bank
- New outcomes

**Nils Foyn Kjærside, Danske Bank, Denmark, Senior Vice President, Head of Big Data Analytics**

11:00 **SKYPE SESSION: Automation of Risk processes**

- Spotcap insights on Risk Automation
- How disruptive companies automate Risk processes

**Bruce Brenkus, Spotcap, Germany, CRO**

11:30 **Utilization of spending patterns in credit scoring**

- How to analyze spending patterns
- Behaviour mapping
- Online analysis

**Rein Ojaverre, CFA, Bondora, Estonia, CFO**



12:00 **PANEL DISCUSSION: Digitization, automation and its effects**

- How digitization influences your organization
- Online methods of scoring
- Behaviour patterns in online clients activities

CHAired BY:

**Hakan Yar, Mitsubishi UFJ Investor Services & Banking (Luxembourg) S.A., CRO**

PANELISTS CONFIRMED:

**Nils Foyn Kjærside, Danske Bank, Denmark, Senior Vice President, Head of Big Data Analytics**

**Rein Ojaverre, CFA, Bondora, Estonia, CFO**

**Laimonas Noreika, FinBee, Lithuania, CEO**

**Hendrik Bremer, Žltý melón, Slovakia, CEO & Founder**



12:35 Lunch Break



# DAY 2

June 8th, 2017

## IFRS 9 workshop

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13:40 - 15:40 Practical workshop with lots of interactions and discussions

### **Overview of the Rule changes and Impact with examples:**

- Classification and Measurement
- Impairment
- Hedge Accounting

### **Non-technical (strategic) impact**

- Key questions on strategy to be answered by institutions during implementation
- EBA Impact Assessment results  
Industry Challenges
- 

### Workshop leader:



Krishnan Ranganathan

**Nomura, India**

Head of Risk Finance Change

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16:25 Closing remarks from Chairman

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16:35 Farewell Coffee and Tea





# Credit Risk Management Forum

June 7th -8th 2017 | Vienna, Austria

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