

**13°** CVDAY

MILAN NOVEMBER 20 / 2019  
SAN DONATO MILANESE - CROWNE PLAZA HOTEL



**BACK** <<<<<  
**TO THE FUTURE**

**CREDIT INDUSTRY: CONNECTING  
YESTERDAY AND TOMORROW**



MAIN SPONSOR

**AXACTOR**

# INTRO

**From day to day the Italian credit industry has been catapulted into the future: over the last two years there has been nothing but talks about structured finance, FinTech, artificial intelligence, and increasingly complex and structured deals of portfolios and platforms.**

Suddenly we believed that all problems could only be solved with innovation and that the “old” had to be swept away with no regrets. But the temptation to erase the past is never always a wise choice and what has been happening over the last few periods confirms that sometimes we have to take some steps backwards.

**The credit industry cannot abandon itself to the wave of the “new” but must succeed in exploiting the best practices implemented over the years in order to face the new challenges in the best possible way.**

This will be the central theme of the **13th CvDay** entitled **“Back to the future! Credit industry: connecting yesterday and tomorrow”**.

Thanks to the contribution of the most relevant players, both Italian and foreign, this Congress edition will try to analyze one of the most complex markets to understand.

The morning will be divided into **3 different sessions**: the first will be tackling the theme of the **debt collection performance**, the second one will be analyzing **servicers and servicing**, while the third session will explore the theme of **legal collection and Law Firms**. On stage one to one interviews and round tables will alternate.

The relationship between **FinTech and the credit industry** will be the central theme of the afternoon.

In this session, through speeches and round tables, will be illustrated the main innovations destined to take an increasingly important role for the future development of the sector.



- 09:00 – 09:45 Attendees Registration and Welcome Networking Coffee  
09:45 – 10:00 Opening Speech and Greetings from the Main Sponsor
- 10:00 – 10:45 **SESSION 1 *Debt collection trends: between forecast and reality***  
*Moderator* **Chiara Elisei**, Co-Deputy Editor, **DEBTWIRE EUROPE**
- Round Table:**  
**Mirko Briozzo**, General Vice Director and Chief Business Officer **CREDITO FONDIARIO**  
**Andrea Clamer**, Head of Distressed Credit Investment & Servicing **ILLIMITTY**  
**Alessandra Coletto**, Head of Collection **DEUTSCHE BANK**  
**Vito Ruscigno**, Head of NPE Optimisation **GRUPPO INTESA SANPAOLO**  
**Dario Maria Spoto**, Associate Partner **KPMG Corporate Finance Italia**  
**Alberto Vigorelli**, Chief Executive Officer **FIRE GROUP**
- 10.45 – 11.00 **THE POINT OF VIEW**  
**Antonio Vanuzzo**, Corporate Finance Report **BLOOMBERG**, *interviews*  
**Lucia Savarese**, Head of Npl Division **BANCA MONTE DEI PASCHI DI SIENA**
- ❖
- 11.00 – 11:45 **SESSION 2 *Servicing state of art***  
*Moderator* **Valeria Gubellini**, Executive Director – Credit Collection **CRIBIS CREDIT MANAGEMENT**
- Round Table:**  
**Francesco Generoso** Head of Collection in Outsourcing **CREDIT AGRICOLE**  
**Manuela Geranio**, Aggregate Professor Finance Department **UNIVERSITA' BOCCONI**  
**Carlo Losco**, C.E.O. **SI COLLECTION**  
**Luca Ottolini**, Credit Director **IREN MERCATO**  
**Clemente Reale**, Country Manager Italia **HOIST FINANCE**  
**Michele Fernando Scandroglio**, Vice Presidente **AT**
- 11:45 – 12.00 **THE POINT OF VIEW**  
**Antonio Vanuzzo**, Corporate Finance Report **BLOOMBERG**, *interviews*  
**Antonella Pagano** Managing Director Financial Services **ACCENTURE**
- ❖



12.00 – 12.45

**SESSION 3** *Law firms' evolution between ethics and performance*

Moderator **Christian Faggella**, Managing Partner **LA SCALA SOCIETA' TRA AVVOCATI**

Round Table:

**Corrado Angelelli**, Partner **GREENBERG TRAURIG SANTA MARIA**

**Riccardo Gamba**, General Director **CERVED LEGAL SERVICE**

**Enrica Maria Ghia**, Managing Partner **STUDIO LEGALE GHIA**, Founder **JURISNET**

**Giancarlo Lanzavecchia** Credit & Risk Manager **ENEGAN**

**Silvia Lodi**, Head of Judicial Collection **IFIS NPL**

**Stefano Sutti** Senior Partner **STUDIO LEGALE SUTTI**

12.45 – 13.00

**THE POINT OF VIEW**

**Antonio Vanuzzo**, Corporate Finance Report **BLOOMBERG**, *interviews*

**Dino Crivellari**, Name Partner **STUDIO CRIVELLARI & PARTNERS LEGAL ADVISORS**



13.00 – 13.30

Q&A

13.30 – 15.00

Networking Lunch



15.00 – 16.30

**SESSION 4** *FinTech knocks on Credit Industry's door*

15:00 – 15:20

**THE POINT OF VIEW**

**Antonio Vanuzzo**, Corporate Finance Report **BLOOMBERG**, *interviews*

**Giovanni Bossi**, Member of the Board **CLESSIDRA SGR**, Co-Head **CLESSIDRA RESTRUCTURING FUND**

Founder **CHERRY**

15:20 – 16:30

Round Table:

**Pietro Azzara**, President **ASSOCIAZIONE ITALIA 4 BLOCKCHAIN**

**Alessandro Barazzetti**, Founder **QBT**

**Simone Capecchi**, Executive Director di **CRIF**

**Raffaele Faragò**, CEO **CENTOTRENTA SERVICING**

**Fabio Malosio**, Blockchain Solution Leader **IBM**

**Paolo Peruzzetto**, Head of Sales **CREDITO FONDIARIO**

Moderator **Massimo Famularo**, Chief FinTech Editor **Credit Village Magazine**



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## CROWNE PLAZA MILAN LINATE

Via K. Adenauer 3, San Donato, Milano, Italy - Tel: +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.



VENUE

## TRANSIT & DRIVING

### Airport

#### INTERNATIONAL AIRPORT MILANO LINATE (LIN)

> Distance from hotel: 3.11 MI/ 5 KM East

> 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

> 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

> 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

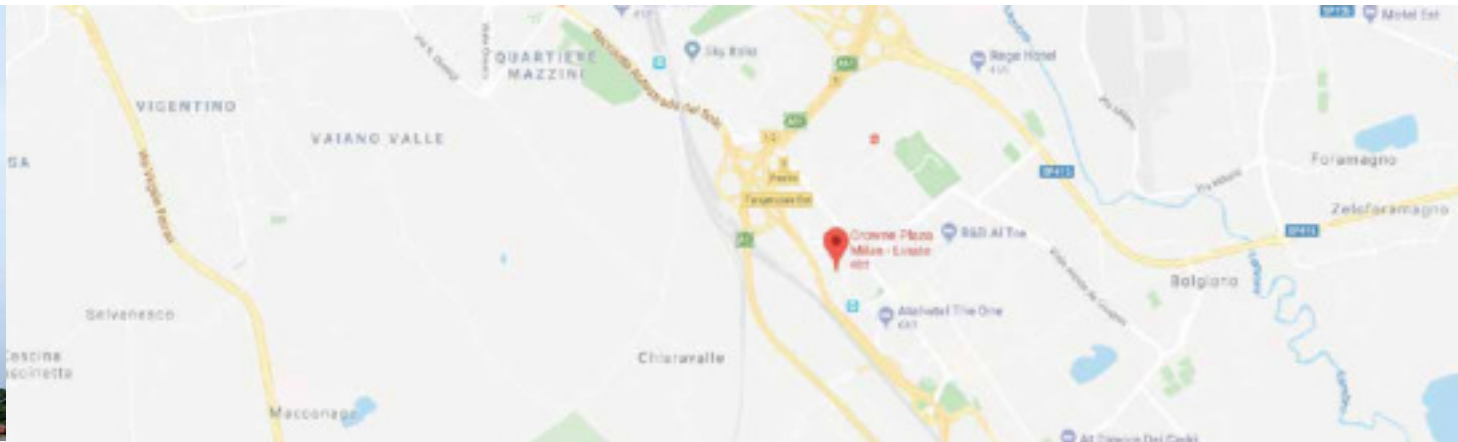
#### MILANO ROGOREDO FFSS

> Distance from hotel: 1.24 MI/ 2 KM North

### Underground

#### SAN DONATO

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



# 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	
Adress		

Phone	Fax	E-mail
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#### Disclosure on the processing of personal data

The Data Controller for your personal data is WWW. Credit Village S.r.l., with registered office in La Spezia at 21.N Via Fontevivo and the data processors are detailed on a list (updated periodically) available from the company. The data collected using this form (ordinary details) is collected to provide the required service and for the legitimate interest of being able to contact the data subject for the same promotional and publishing purposes and for legal protection and accounting purposes, where necessary. Your data shall be processed using ICT methods and stored on a specifically protected server. Such data is collected directly and shall only be communicated to companies outside of the EU if specific authorisation is granted and in order to allow business partners and sponsors to promote their activities to you. The processing for the purposes required to fulfil the contractual obligations shall continue for the duration of the service, while those for the legitimate interest of dissemination and promotion, shall last for the period for which the data controller and its newsletter exist. The data subject has the right to access his/her data and relevant information, to amend this data, to oppose or limit its processing, to have the data deleted (Articles 15-18, EU Reg. 2016/679) and to submit a claim to the Privacy Authority (Garante, Art. 77. Reg).

To exercise the rights to opposition, deletion and the other rights, you should contact info@creditvillage.it I GRANT MY CONSENT

YES

NO

I, the undersigned, grant my consent for my personal data to be sent to third parties, in Italy and abroad, in order to allow business partners or sponsors (identified on a case by case basis) to promote their products and/or services directly to data subjects. I GRANT MY CONSENT YES  NO

<p><b>CVDAY</b></p> <p><b>1 person = 500 euros + VAT</b></p> <p><b>Special Offers</b></p> <p><b>2/5 persons = 250 euros +VAT (per person)</b></p> <p><b>6/10 persons= 200 euros+VAT (per person)</b></p> <p><b>More than 10 persons= 150 euros+ VAT (per person)</b></p>	<p>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.</p> <p>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.</p> <p><b>TERMS OF PAYMENT</b></p> <p>The <b>payment</b> can be made either <b>on line</b> <a href="https://creditvillage.news/cvday/#registrati">https://creditvillage.news/cvday/#registrati</a> or <b>by bank transfer</b> to: <b>Banca Popolare Società Cooperativa</b> <b>ABI 050 34 - CAB 10766 - CINW c/c 00165759 IBAN:T34W0503410766000000165759</b></p> <p>You will receive a direct remittance invoice.</p> <p>In case of non- payment your registration will be considered invalid.</p>
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WWW. Credit Village S.r.l., as the data controller (with headquarters at 21/N Via Fontevivo, 19125, La Spezia; Email: [info@creditvillage.it](mailto:info@creditvillage.it) ; PEC: [creditvillage@pec.it](mailto:creditvillage@pec.it) ; Reception: +39 0187280208), will process the information provided on this form, largely using ICT tools, for the purposes envisaged in Regulation (EU) 2016/679 (GDPR). This particularly refers to fulfilling its contractual and pre-contractual obligations in relation to the organisation and execution of publishing events and conventions, and the reporting, recording and accounting of the participants involved in these events and related publishing initiatives, including purposes such as filing, historical research and statistical analysis. The legal basis for this is the contractual fulfilment and the legitimate interest in the promotion and organisation of its scientific and publishing activities. Where required by data subjects, the details can also be processed in order to provide information about events or other initiatives concerning specialist industry information and sent to sponsors or other parties in the credit protection industry or of particular interest for their business.

The fields marked with an asterisk are mandatory to complete registration for the event. By contrast, while the information provided in fields without an asterisk will facilitate the relationship with the Data Controller, providing such information is optional and failure to provide such information will not prevent successful registration.

The data shall be processed for the time needed to guarantee proper participation in the event and, following this, the data shall be stored in compliance with the law on the storage of administrative and accounting information, and on filing, only for the time that is strictly necessary.

The data shall only be processed by the Data Controller's employees and other contract staff or by companies expressly appointed as data processors. The data might be communicated and/or transferred to third parties, both in Italy and abroad, in order to provide the required services in the best possible manner, regardless of whether such services are related to publishing or event organisation. More specifically, the data could be sent to business partners or sponsors (identified on a case by case basis) in order to promote their products and/or services directly to data subjects. Such parties are listed in a specific list available to data subjects.

No data shall be communicated to third parties or disseminated for reasons other than those indicated, except in those case specifically envisaged by Italian or EU law.

Data subjects have the right to request the data controller grant them access to their personal data and have it corrected or deleted, or to oppose its processing (Art. 15 et seq., GDPR). Such a request to the Data Controller can be made by contacting the company via registered letter or certified email (PEC) at the following addresses: Via Fontevivo 21/N, IT -19125 La Spezia; Email: [info@creditvillage.it](mailto:info@creditvillage.it); PEC: [creditvillage@pec.it](mailto:creditvillage@pec.it)

Where the relevant requirements are met, data subjects also have the right to submit a complaint to the Garante (Privacy Authority) using the appropriate procedures.

## THE EVENT

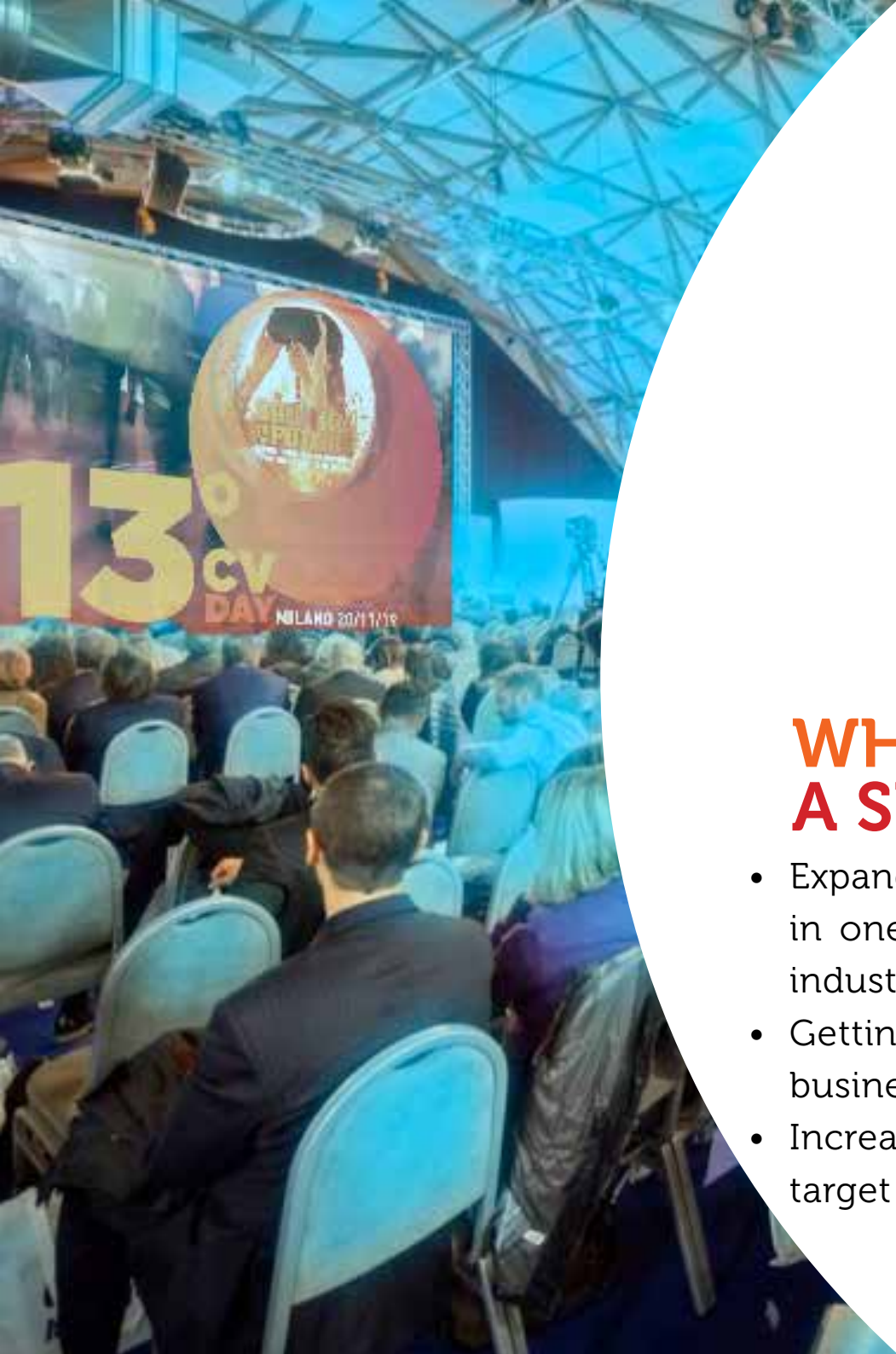
The **CvDay**, organized by **Credit Village** and **13th edition** this year, represents the event of the year for the credit industry, both for Italian and foreign players.

A not to be missed event that investigates and tackles important themes of the credit industry and a unique opportunity for networking and creating new business opportunities.

## WHY ATTEND

- Getting updated on the most important topics for the credit industry development and confronting with peers;
- Networking and creating new business opportunities;
- Being part of one of the most important events for this industry with key players of the sector;
- Exchanging experiences, knowledge and best practices with the main players of the credit industry;
- Anticipating the future





## WHY BECOME A SPONSOR

- Expanding your market and making yourself known in one of the most important events for the credit industry;
- Getting in touch with your target and creating new business opportunities;
- Increasing your visibility in a direct way at your main target



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**SAVE THE DATE**