



10<sup>th</sup>  
TSI Congress  
ANNIVERSARY



## TSI Congress 2016

28 and 29 September 2016 | Berlin

Register  
now!



## Save the Date

The future of the securitisation and structured finance market  
in Germany and Europe

Many trends are currently favouring the markets for structured finance in Europe; the European Commission wishes to revive the securitisation market through the debate on the right way to formulate a Directive on standardised, transparent and simple securitisations. In addition to securitisations of that kind, the move towards a capital markets union is drawing considerable attention to other forms of risk transfer such as credit funds or private placements. Structured finance is also gaining in importance: current interest rates are propelling insurance companies and pension funds into alternative forms of investment and even private infrastructure financing can be handled efficiently through structured finance. Furthermore, new growth markets, such as digitisation of the economy or the rise of fintechs, will turn out to be significant drivers of structured finance.

In 2016 you can look forward to an enthralling, up-to-the-minute event that deals with the core topics associated with the structured finance markets and the capital markets union as well as to many different exchange and networking options.

### Keynotes politics:



Dr. Michael Meister

Parlamentarischer Staatssekretär  
Bundesministerium der Finanzen



Lord Green of Hurstpierpoint

TSI Congress 2016 ... where the community meets!

## Eröffnungsforum | Opening forum

Eröffnungsforum | Opening forum



### Die Zukunft der Verbriefung und Covered Bonds in der Kapitalmarktunion

Die Schaffung einer Kapitalmarktunion in Europa dürfte das anspruchsvollste Projekt der Europäischen Kommission seit Langem werden. Als erste Schritte zu dem großen Ziel will die Kommission die Verbriefungsmärkte revitalisieren und einen einheitlichen, stabilen Rahmen für die europäischen Covered Bond Märkte schaffen. Beide Vorhaben – gut umgesetzt – bringen große Chancen mit sich. Andererseits jedoch müssen die Anforderungen praktikabel und machbar sein. Der Anfang ist bekanntlich der wichtigste Teil der Arbeit und entscheidet über Gelingen und Scheitern eines Projektes. Mit Hoffen und Bangen schaut die europäische Finanzwelt daher nach Brüssel.

**Moderation** ■ Dr. Michael Weller, OF Counsel, Clifford Chance

**Teilnehmer** ■ Dr. Thorsten Pöttsch, Ministerialdirigent, Leiter Unterabteilung nationale und internationale Finanzmärkte, Bundesministerium der Finanzen  
 ■ Detlef Scholz, Head of Europe, DBRS Rating  
 ■ Michael Theurer, Mitglied im Europäischen Parlament  
 ■ Prof. Dr. Arnd Verleger, Mitglied des Vorstandes, Santander Consumer Bank



#### Weitere Infos im Web

- TSI Fachnews
- TSI kompakt



#### Congress language

- Please note that the Congress language is German. All panels, workshops and supporting programme, that are held in English are marked with a Union Jack.
- These events will be conducted in English.
- Events marked with this symbol are suitable for both German and English-speaking participants.

## Die Themen im Überblick | Topic overview

### Wachstumsmarkt Structured Finance & Fintech Special

- Structured finance 2.0 – an instrument is revived

#### Ausgewählte Beispiele strukturierter Finanzierungen aus dem Markt

- Die Bedeutung von Verbriefung und Structured Finance für die Finanzierung von Fintechs
- Marketplace lending via creditfund and securitisation – Case Study 
- Structured green project bonds – new developments in green finance 
- Credit funds – market development and fields of application 
- At the intersection between the fund and securitisation world: securitisation of AIF shares, taking a green bond fund as an example 
- Alternative forms of aircraft finance 
- Refinancing of commercial real estate – variety of options instead of one way street 
- Covered Bond Markt im Bubble-Territorium?
- Structured Covered Bonds – neue Strukturen für die Refinanzierung von Residential Mortgages
- European CLO – a useful alternative to loan funds? 
- Supply Chain Finance – Aktuelle Entwicklungen im Markt und neue Fragestellungen der Ausplatzierung der Kreditrisiken

### Verbriefungen in Deutschland – Fundament für Wachstum der Realwirtschaft

- The auto ABS market – Backbone of auto industry refinancing one year after Dieselgate 
- Verbriefung von Handelsforderungen – Marktentwicklungen im Zeichen des Kapitalmarktunionsprojektes
- Outlook on the European securitisation market – where to find performance, quality & transparency 
- Trends in der Verbriefung für Leasingunternehmen
- Eigenkapitalmanagement für Banken mit dem Instrument der synthetischen Verbriefung
- Aktuelle Entwicklungen und Anwendungsfälle im Luxemburger Verbriefungsrecht
- Investmenttrends for ABCP – Money Market Funds, Bail-In & short term investment opportunities 

#### Further details online:

 Registration and contact



### Aktuelle Fragen zur Finanzmarktregulierung im Spiegel der Kapitalmarktunion

#### Aktionsplan Kapitalmarktunionsprojekt

- STS-Verbriefungsregelwerk für Term ABS und ABCPs – Kriterien, Prozesse und Regeln EK-Unterlegung
- Neues Covered Bond Gesetz – Chancen für Europa oder Bedrohung für den Pfandbrief?
- Die Zukunft für Infrastrukturinvestments vor dem Hintergrund sich ändernder Geschäftsmodelle in Banken und Versicherungen im Zuge von Solvency II
- Die Zukunft von Privatplatzierungen im Aktionsplan CMU – Was bedeutet dies für den deutschen Schuldschein- und Schuldverschreibungsmarkt?

#### Bestandsaufnahme Finanzmarktregulierung

- Bestandsaufnahme Finanzmarktregulierung – Der Fahrplan der Kapitalmarktunion vor dem Hintergrund der bestehenden Regulierungslandschaft
- Regulierung von Banken und Fintechs – Zwischen „Sand box“ und High Level Regulierung
- Was gibt es Neues aus Basel?
- Bail-in und Abwicklungsregime – Greifen die neuen Instrumente zur Sicherung der Finanzmarktstabilisierung?
- First experiences quality aspects loan level data – learnings for the Ana Credit project?
- Bilanzierung von ABS und Structured Finance – Aktuelle Entwicklungen in der IFRS Bilanzierung (-IFRS 9 und 10 sowie neuer Leasing-Standard)
- Will Europe suffer the same fate as Japan? 

 Registration and contact



#### Congress language

-  Please note that the Congress language is German. All panels, workshops and supporting programme, that are held in English are marked with a Union Jack. 
-  These events will be conducted in English.
-  Events marked with this symbol are suitable for both German and English-speaking participants.

## Schlussforum | Closing forum

Schlussforum | Closing forum

**Staatsanleihen – zwischen Ankaufsprogramm, Fiskalpolitik und Aufsichtsrecht**



Die Diskussion um die Behandlung von Staatsanleihen steht im Zentrum von Europas Finanzmarktstabilität. Dies unterstreicht nicht zuletzt die aktuelle Diskussion um einen weiteren Schuldenschnitt Griechenlands. Einerseits werden Banken und Versicherungen aufsichtsrechtlich ermutigt, Staatsanleihen zu halten, andererseits manifestiert sich in den hohen Beständen von Staatsanleihen bei Banken der Defizitstaaten Südeuropas die enge Verquickung von Staats- und Bankenrisiken. Hinzu kommt, dass die EZB in den letzten zwei Jahren in ihren Bilanzen im Rahmen ihres Ankaufprogramms erhebliche Bestände von europäischen Staatsanleihen aufgebaut hat.

Aufsichtsrechtlich spräche viel dafür, Staatsanleihen wie jede andere Risikoaktiva zu behandeln. Dies hätte aber wahrscheinlich hohe Implikationen für die Staatsfinanzierung und, angesichts der hohen Bestände, auch für die Bankbilanzen. Darüber hinaus haben die EZB-Ankaufsprogramme die Risikoprämien für Staatsanleihen dramatisch gesenkt. Was sind die Schlussfolgerungen aus den vorgenannten Punkten und welche Perspektiven ergeben sich zukünftig?

**Moderation** ■ N.N.

**Teilnehmer** ■ Anton F. Börner, Präsident des Bundesverband Großhandel, Außenhandel, Dienstleistungen (BGA) e.V.  
 ■ Dr. Moritz Kraemer, Managing Director EMEA, Analytical Manager, Standard & Poor's  
 ■ Hans W. Reich, Vorsitzender des Aufsichtsrats, Citigroup  
 ■ Dr. Ludger Schuknecht, Abteilungsleiter Grundsatzfragen und internationale Wirtschaftspolitik, Bundesministerium der Finanzen



### Weitere Infos im Web

- » TSI Fachnews
- » TSI kompakt



## Wen Sie auf diesem Kongress treffen | Who will you meet at the Congress?

The TSI Congress 2016 has the support of the entire securitisation and asset based finance industry as well as of politics and the business sector. It brings together specialists and management representatives, managing directors, partners and board members from the fields of credit and loan portfolio management, risk management, law, trade, treasury departments at banks, law firms, auditing companies, rating agencies, service providers and consulting companies as well as investors from Germany and other countries and treasurers from large corporates. As in previous years, many representatives of German business, politics and national and international supervisory authorities as well as academics working in this field will be taking advantage of the Congress as a platform to exchange professional views and experience.

Given the importance of regulation for banks' credit policy and therefore also for corporate finance, the TSI Congress is also becoming increasingly relevant to treasurers and CFOs of larger German Mittelstand enterprises. Almost 40 discussion forums and workshops together with many business events will provide extensive information as well as numerous opportunities to make contact with others. In its tenth year, the TSI Congress 2016 has now become THE platform where experts and management representatives meet.

Thanks to the support of all leading German industry and trade associations, the Federation of German Industries (BDI), the Federal Association of German Leasing Companies (BDL), the German Association of the Automotive Industry (VDA), the Federation of German Wholesale, Foreign Trade and Services (BGA) and the Association of German Treasurers (VDT), we are expecting a further increasing number of participants from the corporate segment.

### Further details online:

- » Congress structure
- » Topic overview
- » Registration and contact



- » Further Events of the TSI



## Der Kongress im Überblick | Congress at a glance

The annual TSI Congress has now become firmly established as a key Berlin-based event in the securitisation and asset-based finance markets. In 2016 we will be celebrating its tenth anniversary. With 75 sponsors, media partners and supporting organisations together with just under 650 delegates, broad participation by, for example, the Deutsche Bundesbank, the ECB, politics, EU representatives, investors, business associations and the press, the 2015 Congress attracted all key market players to Berlin.



## Round Tables & Business Events

TSI and some sponsors provide an opportunity for expert discussions with guests from business and politics over breakfast or lunch in a pleasant setting. The limited number of participants creates a private atmosphere with plenty of opportunity for an exchange of views between delegates and speakers and chance for you to engage in an intensive dialogue with guests.

- Investor Kick-off Lunch 
- Euro Lunch Break 
- Market Special & Fintech: Round Table
- "WirtschaftsFrühstück" – Future Banking Special

Full details of our Round Tables & Business Events are available soon on our website!



## Rahmenprogramm | Supporting programme

TSI joins forces with some sponsors to provide an extensive supporting programme at the TSI Congress 2016. The success of a congress is partly due to the provision of ample networking opportunities and time to discuss matters with clients in a relaxed atmosphere. TSI's supporting programme, which starts on the evening immediately preceding the congress with a reception given by KfW on 27 September 2016, provides many opportunities to meet clients or to expand personal networks over a glass of wine and light refreshments or on a sightseeing tour.

- KfW Reception 
- Networking Reception 
- Special Wine Evening 
- Chill-out and Get-together 
- Visit to the Dalí exhibition 
- Visit to the Natural History Museum 
- Guided tour of central Berlin 
- Closing Reception 
- Family & Friends Day – A day in Potsdam! 
- Family & Friends Day – Visit to the Reichstag 

Click here for full details of our supporting programme!



# Our partners and sponsors

As on 20 May 2016

## Sponsors

ALLEN & OVERY

arvato  
BERTELSMANN

BAKER & MCKENZIE

Bayern LB

BNP PARIBAS  
SECURITIES SERVICES

BNY MELLON

caplantic  
ALTERNATIVE  
ASSETS

citi

CLIFFORD  
CHANCE

coface  
FOR SAFER TRADE

COMMERZBANK

CRÉDIT AGRICOLE  
CORPORATE & INVESTMENT BANK

Creditreform  
Rating Agentur

DBRS  
Insight beyond the rating.

DekaBank

Deloitte.

Deutsche Bank

DZ BANK

EY  
Building a better  
working world

EURO RATING  
SERVICES

fidis.  
Financial Software & Services

FitchRatings

Freshfields Bruckhaus Deringer

GSK STOCKMANN  
+ KOLLEGEN

Helaba  
Landesbank  
Hessen-Thüringen

HENGELER MUELLER  
www.hengeler.com

Hogan  
Lovells

HSH  
NORDBANK

IKB  
Deutsche Industriebank

IKB Leasing

JONES  
DAY

KFW

KPMG

LB BW  
Landesbank Baden-Württemberg

Linklaters

MAYER • BROWN

MOODY'S  
INVESTORS SERVICE

NORD/LB

pwc

quantFS  
financial transaction services

Raiffeisen Bank  
International

ReedSmith  
The business of relationships.

Santander  
CONSUMER BANK

SCOPE

SEB

SQUIRE  
PATTON BOGGS

STANDARD & POOR'S  
RATINGS SERVICES  
MCGRAW HILL FINANCIAL

SFM  
PART OF THE ELIAN GROUP

TMF  
GROUP  
Global reach  
Local knowledge

TXS  
FUNDING  
SOLUTIONS

UniCredit  
Corporate & Investment Banking

VOLKSWAGEN  
FINANCIAL SERVICES  
THE KEY TO MOBILITY

WHITE & CASE

WILMINGTON  
TRUST

zeb

## Media partners

Absolut  
research

bank-verlag  
Das Service-Unternehmen  
der privaten Banken

COMPLIANCE  
digital

die bank

KREDIT & RATING  
PRAXIS

RISIKO  
MANAGER

FINANCE  
Das Magazin für Finanzrecht

Zeitschrift  
für das gesamte  
Kreditwesen

## In addition, the Congress is supported by

Bundesministerium  
der Finanzen

Bundesministerium  
für Wirtschaft  
und Energie

BDI  
Bundesverband der  
Deutschen Industrie e.V.

BUNDESVERBAND DEUTSCHER  
LEASING-UNTERNEHMEN

BGA  
Bundesverband  
Großhandel, Außenhandel,  
Dienstleistungen e.V.

DIHK  
Deutscher  
Industrie- und Handelskammertag

HESSEN  
Hessisches Ministerium der  
Finanzen

VDA  
Verband der  
Automobilindustrie

VERBAND  
DEUTSCHER  
TREASURER



TSI Congress 2016  
28 and 29 September 2016 | Berlin

# Registration

## TSI Congress 2016

The future of the securitisation and structured finance market in Germany and Europe

### Date

28 and 29 September 2016

### Venue

Radisson Blu Hotel, Berlin

Karl-Liebknecht-Strasse 3, 10178 Berlin, Germany

Online registration  
now available



## Room reservations

To reserve your room, please contact the hotels listed under this link: [Hotel reservation TSI Congress 2016](#). A limited number of rooms have been reserved for you at special prices under the code "TSI Congress 2016".

## Conditions of participation

The participation fee for the two-day Congress including lunch, snacks, soft drinks and Congress documents is EUR 1,980 plus VAT. Participation in all Round Tables & Business Events as well as the supporting programme is also included but separate registration is required for certain events (indicated in the programme). All Congress delegates will be sent separate invitations to the supporting programme around six weeks before the start of the Congress.

Once your registration has been received, you will receive a letter of confirmation and an invoice. The full Congress fee will be charged for cancellations received in the last 14 days before the start of the Congress. The same applies to non-participation in the event. A replacement delegate may, of course, be sent. The registration is subject to our [General terms and conditions](#).

## Organised by

True Sale International GmbH (TSI)

Mainzer Landstrasse 51, 60329 Frankfurt am Main, Germany

Now online!

Sign up easily using the online form to the Congress 2016:  
[www.tsi-kongress.de/en/registration/](http://www.tsi-kongress.de/en/registration/)

Alternatively, complete the adjacent form and fax it to us. Please do not forget to sign it!



### Your contact person

Monika Beye

Telefon: +49 (0)69 2992-1733

Telefax: +49 (0)69 2992-1717

monika.beye@tsi-gmbh.de

## By fax to +49 (0)69 2992-1717

**YES,** I would like to take part in the TSI Congress 2016 "The future of the securitisation and structured finance market in Germany and Europe" on 28 and 29 September 2016 at the Radisson Blu Hotel, Berlin.

Standard participation fee per person EUR 1,980\*

Reduced registration fee per person EUR 1,485\*

If four or more participants from one company register at the same time, they will be given a 25% discount on the standard registration fee. Please use a separate registration form for each participant, making copies of the form as needed.

Corporate participation fee per person EUR 490\*

\* Plus 19% VAT

## Participant's address/Billing address

Dr/Mr/Ms/First name/Surname

Company

Position

Department

Street

City and postcode

Tel/Fax

Email address

Place and date, Signature

Billing address (if different)

I would like to pay the registration fee by credit card:

Visa

MasterCard

Credit card number

Expiry date

Check digit

Security: We are concerned to ensure that your personal data are protected. All data forwarded by TSI will be transmitted over a safe link and are protected against external interference by modern encryption technology.



TSI Congress 2016  
28 and 29 September 2016 | Berlin