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TSI Congress 2016

28 and 29 September 2016 | Berlin

10th
TSI Congress
ANNIVERSARY

Family & Friends Day
on 30 September 2016

TSI Congress on 28 and 29 September 2016

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

Some of our speakers from politics and business



Bestandsaufnahme
Finanzmarktregulierung 

Dr Michael Meister

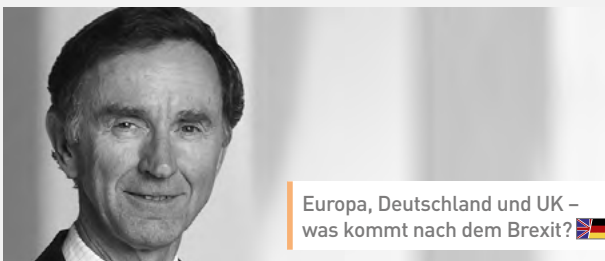
Staatssekretär
Bundesministerium der Finanzen



Um was es im amerikanischen
Wahlkampf wirklich geht 

Stephan Richter

Publisher and Editor-in-Chief
The Globalist



Europa, Deutschland und UK –
was kommt nach dem Brexit? 

Lord Green of Hurstpierpoint

Former CEO of HSBC and British Minister of
State for Trade and Investment



How to prevent the next
banking crisis in Europe 

Dr Andreas (Andy) Jobst

Senior Economist
International Monetary Fund

TSI Congress 2016 ... where the community meets!

www.tsi-congress.com | www.tsi-kongress.de

» www.tsi-congress.com

Full details are available on
our website!



Einführung | Introduction

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.



Just click on the icon and the TSI Congress 2016 meetings will be added to your calendar on 28 and 29 September 2016.

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

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. Mit Hoffen und Bangen schaut die europäische Finanzwelt daher nach Brüssel.

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

Teilnehmer ■ Dr. Thorsten Pötzsch, 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



Dr. Pötzsch



Scholz



Theurer



Prof. Dr. Verleger



Dr. Weller

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. Ein spannendes Schlusspanel erwartet Sie.

Moderation ■ Stefan Ziese, Managing Director, Commerzbank

Teilnehmer ■ Ralph Brinkhaus, stellvertretender Fraktionschef der CDU/CSU-Bundestagsfraktion, Deutscher Bundestag
 ■ 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



Brinkhaus



Dr. Kraemer



Reich



Dr. Schuknecht



Ziese

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 Refinanzierung 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 
- Refinancing of commercial real estate – variety of options instead of one way street 
- 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 Ausplatzerung der Kreditrisiken 
- Aviation Finance 
- Trustee special 



Gandy



Dr. Helms



Dr. Hesdahl



Dr. Henkelmann



Dr. Kaiser



Dr. Klüwer



Maxwell



Rolf

Verbriefungen in Deutschland – Fundament für Wachstum der Realwirtschaft

- The auto ABS market – Backbone of auto industry refinancin 
- 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 
- Luxembourg Securitisation Law – current developments and application examples 

Further details online:

 TSI Partner





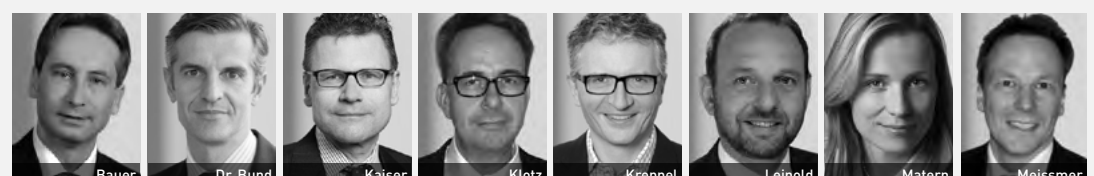
Aktuelle Fragen zur Finanzmarktregulierung im Spiegel der Kapitalmarktunion

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 und die Rolle von Banken und Versicherungen im Zuge von Solvency II
- Die Zukunft von Privatplatzierungen im Aktionsplan CMU – Was bedeutet dies für den deutschen Schuldschein- und Schuldverschreibungsmarkt?
- BREXIT: vier Modelle in der Diskussion – doch was heißt dies für den Finanz- und Kapitalmarkt?

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
- Quo Vadis Basel – Erste Umriss eines Basel IV Gerüsts jenseits der Verbriefungsregulierung
- 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)



	Lobby and Conference area, Ground floor			DomLounge area, 7th and 8th floor		
Time	Room: Saphir 2	Room: Saphir 1	Room: Aquamarin	Room: Nikolai 2	Room: Nikolai 3	Room: Foyer Alexanderplatz
08.30–10.00	Registration					
10.00–11.15	 Opening forum Die Zukunft der Verbriefung und Covered Bonds in der Kapitalmarktunion Moderation - Dr. Michael Weller, OF Counsel, Clifford Chance Participants - Dr. Thorsten Pötzsch, Ministerialdirigent, Leiter Unterabteilung nationale und internationale Finanzmärkte, Bundesministerium der Finanzen - Detlef Scholz, Head of Europe, DBRS Ratings - Michael Theurer, Mitglied im Europäischen Parlament - Prof. Dr. Arnd Verleger, Mitglied des Vorstandes, Santander Consumer Bank 					
11.15–11.45	Coffee Break					
11.45–12.45	 Parallel discussions forums STS-Verbriefungsregelwerk für Term ABS und ABCPs – Kriterien, Prozesse und Regeln EK-Unterlegung Moderation - Dr. Stefan Krauss, Hengeler Mueller Participants - Martina Bender, Europäische Zentralbank - Dalibor Jarnevic, DZ BANK - Susanne Matern, Fitch Ratings - Volker Meissner, LBBW - Michael Rützel, White & Case - Jörg Wiese, Volkswagen Financial Services 					 Investor Kick-off Structured finance 2.0 – an instrument is revived Moderation - Dr. Stefan Bund, Scope Ratings Participant - Iñigo Gomez-Jordana, DLA Piper Lynn Maxwell, HSBC - Bastian Schäfer, Sal. Oppenheim, requested - N.N., EIF 
12.45–14.15	Lunch Break					
13.00–14.00						 Euro Lunch Break Non-performing loans in the Euro area – how to prevent the next banking crisis in Europe Moderation - Jens Schmidt-Bürgel, Moody´s Deutschland Participants - Dr. Andreas (Andy) Jobst, Senior Economist, International Monetary Fund 
14.15–15.15	 Parallel discussions forums The auto ABS market – Backbone of auto industry refinancing Moderation - Dr. Martin Kaiser, Baker & McKenzie Participants - Dr. Volker Lager, Standard & Poor´s - Uli Maute, BMW - Peter René Müller, Santander Consumer Bank - Stefan Rolf, Volkswagen Financial Services - Edward Weber, NORD LB 					
15.15–15.45	Coffee Break					
15.45–16.45	 Parallel discussions forums Bilanzierung von ABS und Structured Finance – Aktuelle Entwicklungen in der IFRS Bilanzierung 9 und 10 Moderation - Christian Bauer, KPMG Participants - Peter Flück, PwC 					
16.45–17.15	Coffee Break					
17.15–18.15	 Parallel discussions forums Bestandsaufnahme Finanzmarkt-regulierung – Der Fahrplan der Kapitalmarktunion im Zeichen des bestehenden Regulierungsumfeldes Keynote - Dr. Michael Meister, Staatssekretär, BMF Moderation - Dr. Oliver Kronat, Clifford Chance Participants - Dr. Michael Kemmer, BdB - Prof. Dr. Stephan Paul, Ruhr-Universität Bochum - Hiltrud Thelen-Pischke, PwC 					
18.15–19.30	 Networking Reception (Conference area and DomLounge) 					
from 20.00	 Special Wine Evening* (by invitation only! Room Rubin) “Europa, Deutschland und UK – was kommt nach dem Brexit?“ Moderation - Dr. Helmuth Bahn, The Single Resolution Board Special Guest - Lord Green of Hurstpierpoint Supported by: 					
21.30–02.00	 Chill-out and Get-together (in the DomLounge, Foyer Berliner Dom) 					

 These events will be conducted in English.

 These events will be conducted in German.

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* These events require separate registration.

Lobby and Conference area, Ground floor							DemLounge area, 7th and 8th floor		
Time	Room: Saphir 2	Room: Saphir 1	Room: Aquamarin	Room: Nikolai 2	Room: Nikolai 3	Room: Foyer Alexanderplatz			
09.30–10.30	 Parallet discussions forums BREXIT: Vier Modelle in der Diskussion – doch was heißt dies für den Finanz- und Kapitalmarkt? Moderation - Dr. Jens Rinze, Squire Patton Boggs Participants - Kai A. Schaffelhuber, Allen & Overy - Peter Scherer, GSK STOCKMANN + KOLLEGEN - Alexander von Dobschütz, BayernLB	Die Zukunft von Privatplatzierungen im Aktionsplan CMU – Was bedeutet dies für den deutschen Schuldschein- und Schuldverschreibungsmarkt? Moderation - Dr. Sven Brandt, Hogan Lovells Participants - Paul Kuhn, BayernLB - Marlin Scharnke, Allen & Overy - Claudius Siegel, Helaba	Die Zukunft für Infrastrukturinvestments und die Rolle von Banken und Versicherungen im Zuge von Solvency II Moderation - N.N., Latham & Watkins Participants - Oliver Bartholomäus, NORD LB - Claus Fritzen, Allianz - Dr. Markus Herrmann, LBBW - N.N., BMWi - N.N., zeb	Aviation finance Moderation Gerald Christoph Dorsch, FeriEuro Rating			 Corporate Breakfast Enough is enough – um was es im amerikanischen Wahlkampf wirklich geht und wie er das Land verändert Moderation - Dr. Martin Kaiser, Baker & McKenzie Special Guest - Stephan Richter, Publisher and Editor-in-Chief, The Globalist		
10.30–11.00	Coffee Break								
11.00–12.00	 Parallet discussions forums Neues Covered Bond Gesetz – Chancen für Europa oder Bedrohung für den Pfandbrief? Moderation - Okko Hendrik Behrends, DLA Piper Keynote - Dr. Gerhard Schick, Bündnis 90/Die Grünen Participants - Karlo Fuchs, Scope Ratings - Dr. Wolf Christoph Gramatke, zeb - Bastian Schäfer, Sal. Oppenheim jr. & Cie, angefragt - Jens Tolckmitt, Vdp	Regulierung von Banken und Fintechs – Zwischen „Sand box“ und High Level Regulierung Moderation - Ulf Kreppel, Jones Day Participants - Peter Scherer, GSK STOCKMANN + KOLLEGEN - Christoph Schlecht, BaFin	Status Quo & Trends in der Verbriefung für Leasingunternehmen Moderation - Rainer Bohn, LBBW Participants - Schajan Abbas, Moody's - Dr. Jürgen Brust, IKB - Florian Hummel, BayernLB - Helmut Meier-Tanski, Deutsche Leasing - David Tuchenhausen, Standard & Poor's	Trustee Special Moderation Simon Porter, Baker & McKenzie	Luxembourg Securitisation Law – current developments and application examples Moderation - Paul Péporté, Allen Overy Participants - Rolf Caspers, Sanne Group - Andreas Heinzmann, GSK STOCKMANN + KOLLEGEN - Holger von Keutz, PwC				
12.00–12.30	Coffee Break								
12.30–13.30	 Closing forum Staatsanleihen – zwischen Ankaufsprogramm, Fiskalpolitik und Aufsichtsrecht Moderation - Stefan Ziese, Managing Director, Commerzbank Participants - Ralph Brinkhaus, stellvertretender Fraktionschef der CDU/CSU-Bundestagsfraktion, Deutscher Bundestag - 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								
13.30–15.50	Lunch								
15.00–17.30	 Guided walking tour of Central Berlin*								
15.00–17.00	 Visit to the Museum für Naturkunde*								
15.00–17.15	 Visit to the Dalí exhibition*								
17.00–18.30	 Closing Reception (Terrace HEat, Radisson Blu)								

 These events will be conducted in English.

 These events will be conducted in German.

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Speakers at the TSI Congress 2016 include



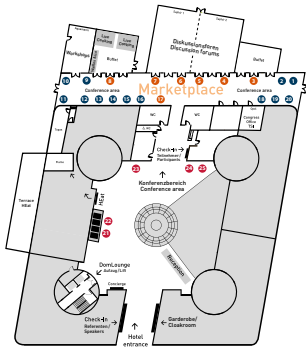
- **Claus Fintzen**, Director Infrastructure Debt, Allianz Global Investors Europe GmbH
- **Rob Ford**, Portfolio Manager, Founding Partner, TwentyFour Asset Management
- **Dr Fernando González**, Senior Advisor in Prudential Policy Directorate
- **René Griemens**, CFO, Kreditech Holding SSL GmbH
- **Jean-Marc Israël**, Head of Monetary & Financial Statistics Division, Europäische Zentralbank
- **Dr Andreas Jobst**, Senior Economist, International Monetary Fund



- **Dr Michael Kemmer**, Hauptgeschäftsführer, Mitglied des Vorstands, Bundesverband deutscher Banken e.V.
- **Dr Axel Kunde**, Head of Unit D1, The Single Resolution Board
- **Helmut Meier-Tanski**, Leiter Konzern-Treasury, Deutsche Leasing AG
- **Harry Noutsos**, Global Head of ABS, ING Bank
- **Sachin Patel**, Global Co-Head, Funding Circle Limited
- **Prof Dr Stephan Paul**, Inhaber des Lehrstuhls für Finanzierung und Kreditwirtschaft, Ruhr-Universität Bochum



- **Stephan G. Richter**, Publisher and Editor-in-Chief of The Globalist and President of The Globalist Research Center
- **Dr Gerhard Schick**, MdB, Finanzpolitischer Sprecher; Stellv. Vorsitzender des Finanzausschusses, Deutscher Bundestag
- **Christoph Schlecht**, Regiergungsdirektor/Referatsleiter, Strategieentwicklung, Bundesanstalt für Finanzdienstleistungsaufsicht
- **Dr Dominik Steinkühler**, Managing Director, Lendico Deutschland GmbH
- **Dr Esther Wandel**, Leiterin des Referats für Investmentwesen, Bundesministerium der Finanzen
- **Bernhard Zahel**, Director, Portfolio Manager, Structured Finance, Deutsche Asset Management International GmbH



» Overview of the marketplace at the TSI Congress 2016

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.

Further details online:

» Congress structure



» Registration and contact



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.



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



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
- Euro Lunch Break
- “WirtschaftsFrühstück” – Future Banking Special



>> Family and Friends Day!



Ein Tag in Potsdam und
Besichtigung des
Reichtages am Abend!



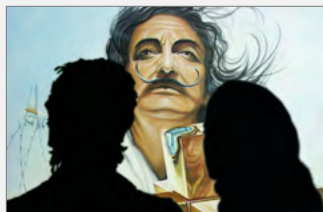
Click here for full details of
our supporting programme!



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



Our partners and sponsors

As on 5 August 2016

Sponsors



Media partners



In addition, the Congress is supported by



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 regular 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/

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



Your contact person

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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

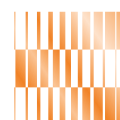
Dr/Mr/Ms/First name/Surname
Company
Position
Department
Street
City and postcode
Tel/Fax
Email address
Place and date, Signature
Billing address (if different)

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.



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