



NPL IBERIAN FORUM

PORTUGAL
OPPORTUNITIES

LISBOA
October 11th, 2018

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Although it has been reduced in the last years, the doubtful loans in Portugal are still above the average of the big countries. This is a relevant problem for the European banking system that finds an alternative in the Secondary market.



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*Pestana Palace Hotel
& National Monument
Rua Jau, 54 | 1300-314*

Lisboa, Portugal



Venue



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OBJECTIVE

The market for buying and selling debt portfolios continues to be an alternative to increase the liquidity of credit institutions, not only in the banking sector but also in other sectors of activity.

We will analyze the impact on the different agents involved on the new regulation regarding NPLs and what is to come, as well as the best practices and peculiarities of the market of secure and Reo's respectively.





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We will fully debate about the expectations for this year in terms of NPLs and once again how technology and Big Data can favor the success of the purchase-sale operations in the different stages. We will share first-hand the vision of vendors, servicers and funds, which will bring us closer to the reality of this sector, which is still very active.



OBJECTIVE

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+ Topics



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1. Expectations of the debt market for 2018: vision of sellers, investors and servicers in the credit industry.
2. Impact of the new IFRS 9, effective in January 2018, and the pressure from the Central Bank of Portugal and the European Central Bank in accelerating the sale of NPLs assets.
3. The assignment of debt in Portugal and European legislation on consumer protection.
4. Betting of other markets for the Portuguese debt. Some of the keys: legal guarantees and efficiency in the recovery.
5. New rules of impartiality.

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⊕ Topics



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6. Best practices in the valuation of portfolios: The quality of data is a great ally.

7. Peculiarities of the sale of mortgage portfolios: calibration, appraisal, global management of the sale of real estate and new ways of recovery of debt such as rent.

8. How technology, Big Data, and AI becomes another ally in search of efficiency in the market of buying and selling portfolios.

9. Alternatives for sale: Innovation in early warning processes. Preventive recovery

10. How to guarantee the future reputation of credit institutions after a process of selling debt.

ADRESSED TO

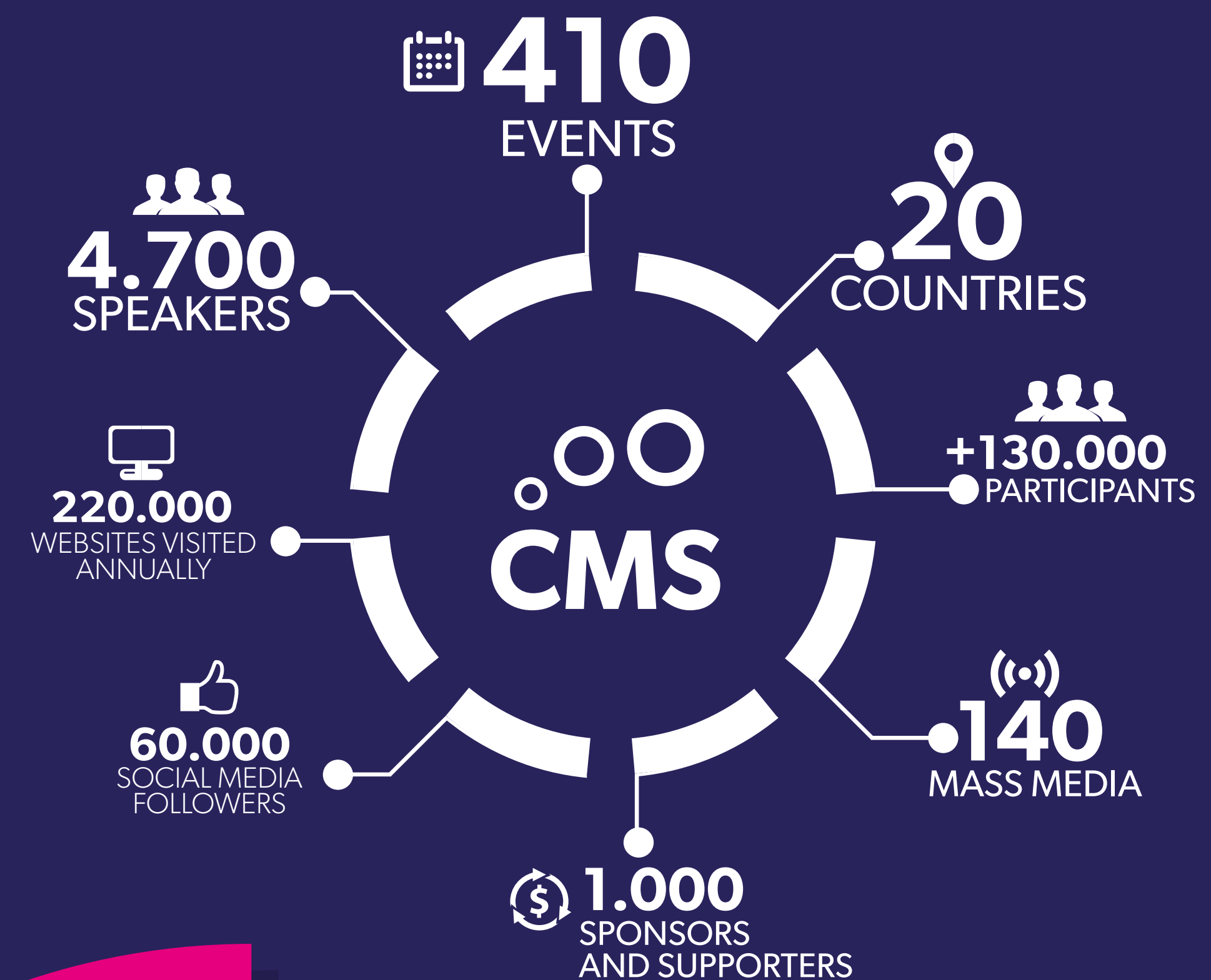
FINANCIAL ENTITIES
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INSURANCE COMPANIES | INVESTMENT FUNDS
ADVISORS & CONSULTANCIES | MASTER SERVICERS
RECOVERY COMPANIES - SERVICERS
PRIVATE EQUITY- CAPITAL MARKETS
REAL ESTATE ASSET MANAGERS
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CREDIT BUREAUS & RISK SCORING



BUSINESS DIRECTORS
FINANCIAL DIRECTORS, RISKS, RECOVERY
DIRECTORS OF ASSET MANAGEMENT
BUSINESS DIRECTORS
CIOs
CONSULTANTS
RESPONSIBLE FOR BUSINESS DEVELOPMENT
RESPONSIBLE FOR COMPLIANCE

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Welcome to **CMS**
Let's accelerate together
& anticipate the future



COMPANIES THAT PARTICIPATE IN OUR EVENTS





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SPONSORSHIP

We continue to share opportunities

CUSTOM MADE SPONSORSHIPS.

GENERATE BEST BUSINESS OPPORTUNITIES BY LETTING US KNOW THE MARKETS AND CATEGORIES WHERE YOU WOULD LIKE TO PARTICIPATE, AND WE WILL DESIGN A CUSTOM MADE SPONSORSHIP FOR YOU

Diamond Exclusive

25 passes

THE EVENT

- 25 passes for clients and/or staff of your company for the entire event
- Outstanding logo on the backstage banner of the conference
- Advertising on the program, size A5
- Insert on the welcome pack
- One minute video to be shown once during the event
- Mention in Social Networks

PRE-EVENT

- Active participation on the definition of the conference agenda (to be discussed with CMS)
- Outstanding logo in e-mail marketing campaign
- Outstanding logo on the website of the event (linked to the website of your company)
- Limited number of additional passes with a special discount and a mailing campaign specially designed by us to communicate it

POST-EVENT

- Logo on the thank you e-mail to the entire database of the event
- Database of all the assistants including (Name, Last name, position, company and e-mail)

Price: € 15.750

Diamond

20 passes

THE EVENT

- 20 passes for clients and/or staff of your company for the entire event
- Outstanding logo on the backstage banner of the conference
- Advertising on the program, size A5
- Insert on the welcome pack
- One minute video to be shown once during the event
- Mention in Social Networks

PRE-EVENT

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- Limited number of additional passes with a special discount and a mailing campaign specially designed by us to communicate it

POST-EVENT

- Logo on the thank you e-mail to the entire database of the event
- Database of all the assistants including (Name, Last name, position, company and e-mail)

Price: € 10.500

Platinum

12 passes

THE EVENT

- 12 passes for clients and/or staff of your company for the entire event
- Signage on the conference room where your logo will be displayed
- Logo mentioned on the program
- Insert on the welcome pack
- Mention in Social Networks

PRE-EVENT

- Outstanding logo in e-mail marketing campaign
- Outstanding logo on the website of the event (linked to the website of your company)
- Limited number of additional passes with a special discount and a mailing campaign specially designed by us to communicate it

POST-EVENT

- Logo on the thank you e-mail to the entire database of the event
- Database of all the assistants including (Name, Last name, position, company and e-mail)

Price: € 7.000

Gold

7 passes

THE EVENT

- 7 passes for clients and/or staff of your company for the entire event
- Signage on the conference room where your logo will be displayed
- Logo mentioned on the program
- Insert on the welcome pack
- Mention in Social Networks

PRE-EVENT

- Logo in e-mail marketing campaign
- Logo on the website of the event (linked to the website of your company)

POST-EVENT

- Logo on the thank you e-mail to the entire database of the event
- Database of all the assistants including (Name, Last name, position, company and e-mail)

Price: € 4.375

Silver

5 passes

THE EVENT

- 5 passes for clients and/or staff of your company for the entire event
- Signage on the conference room where your logo will be displayed
- Insert on the welcome pack

PRE-EVENT

- Logo in e-mail marketing campaign
- Logo on the website of the event (linked to the website of your company)

POST-EVENT

- Logo on the thank you e-mail to the entire database of the event
- Database of all the assistants including (Name, Last name, position, company and e-mail)

Price: € 3.500

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Lunch Break

4 passes

THE EVENT

- 4 passes for clients and/or staff of your company for the entire event
- Exclusive brand exposition during the development of the sponsored lunch
- Signage with your company's name and logo in the lunch place

PRE-EVENT

- Email marketing to be sent to your database offering them a special discount for attending the conference.

Price:
€ 3.150

Coffee Break

2 passes

THE EVENT

- 2 passes for clients and/or staff of your company for the entire event
- Your company's name will be printed on cards that will be placed on the table
- Banner roll-up in the commercial exhibition area

PRE-EVENT

- Email marketing to be sent to your database offering them a special discount for attending the conference.

Price:
€ 2.500

Landyards

2 passes

THE EVENT

- 2 passes for clients and/or staff of your company for the entire event
- Your company logo will be printed exclusively on all the landyards
- Insert on the welcome pack

PRE-EVENT

- Email marketing to be sent to your database offering them a special discount for attending the conference.

Price:
€ 2.500

Conference Bags

2 passes

THE EVENT

- 2 passes for clients and/or staff of your company for the entire event
- Name of the company and logo of your company exclusively on all the bags of the event
- Insert on the welcome pack

PRE EVENTO

- Email marketing to be sent to your database offering them a special discount for attending the conference.

Price:
€ 3.000

Chairs Back Covers

4 passes

THE EVENT

- 4 passes for clients and/or staff of your company for the entire event
- Signage with your company's logo in the back covers of the chairs in the congress/forum

Chair Back Covers (available only for **Diamond, Platinum and Gold** categories)

Price:
€ 3.150

* Ask for other sponsor options



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EARLY BIRD

Sign up for promotional price until 09/11/2018

304€ + VAT

~~380€ + IVA~~

Creditors and Financial Entities 114€ + VAT

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