

“What is happening in the ABS/MBS neighbourhood?”

ABS/MBS in Russia, Poland, CEE and other countries in the Region

Look also at Bulgaria, Czech Republic and Kazakhstan

18th April 2007
Munich, Germany

Your expert trainers:

Tim Nicolle
Deputy Head of European
Securitisation Group
HypoVereinsbank London

Oliver Fürst
Head of Structured Products Europe
State Street Global Markets

Dagmar Schemann-Teuber
Independent Consultant
and Managing Director
ABS+MBS Consulting
Schemann-Teuber GmbH, Germany

Plus some legal
considerations
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Key benefits include:

- Limited spaces on a first come, first accepted basis
- Pre-course questionnaires to establish your individual and business concerns
- Practical case studies and explanations
- Comprehensive course documentation

Programme

Transaction drivers

- What is the motivation to securitise?

Market players

- Who are the active securitisation players?

Asset classes

- Which asset types are in focus?

Legal issues

- What are the specific legal issues in securitisation?

Rating aspects

- Which requirements can be expected?

Funding routes

- Conduit vs. term funding
- Private vs. public issuance
- Local vs. other currencies
- Who are the investors?

Structural features

- What are the important structural elements?

Practical hurdles

- How can typical pitfalls be avoided?

Case studies

- Country specific transactions

Securitisation in Russia

Client case studies from the leading Russian securitisation house:

- Russian car loan securitisation
- Securitisation of Russian finance leases
- Russian mortgage loan securitisation

Securitisation in the Czech Republic

Client case study:

- Securitisation of Czech credit card receivables (the first and only public transaction to date)

Tim Nicolle, Deputy Head of European Securitisation Group,
HypoVereinsbank London

Securitisation in Poland

Client case studies:

- In-depth presentation of the largest SME leasing ABS transaction in the region closed to date; the first transaction of its kind in Poland, *inter alia*, supported by the European Investment Fund (EIF)
- Polish mortgage receivables securitisation

Oliver Fürst, Head of Structured Products Europe,
State Street Global Markets

Other countries in the region

- Bulgaria
- Kazakhstan

Market outlook

Interactive group discussion about lessons learnt especially from the numerous Russian transactions for other countries

About your expert trainers:

Tim Nicolle – He graduated with a law degree from Queen’s College, Cambridge in 1986 and has worked in the international financial sector ever since, focusing on the securitisation industry, a veteran of about 100 securitisations executed over the last 20 years. Tim is Deputy Head of the European Securitisation Group at HypoVereinsbank/UniCredit Markets & Investment Banking, and responsible for many of the innovations, now standard, in the Russian ABS marketplace. HVB is the only international investment bank with a full-time team focused solely on Russian ABS. For 2006, HVB was #1 in Russia and #1 in CEE/SEE/CIS securitisations. In early 2007, the Russian ABS pipeline totalled 11 mandates.

R. Oliver Fürst – Has led State Street’s European securitisation business since 2001. Established in Munich in 1995, State Street closed their first securitisation deal of auto receivables in Poland in 2006, and is considered a leader in developing new European securitisation markets. Mr. Fürst has many years of experience arranging transactions involving a wide range of asset classes. Prior to joining State Street, he worked for Bank Austria in Vienna and London for four years. He began his career at Creditanstalt in 1990 as a lawyer responsible for regulatory and corporate law issues, and as an assistant to the Chairman of the Managing Board. Oliver holds a degree in law from the University of Vienna and read corporate finance at London Business School.

Dagmar Schemann-Teuber – Has professional industry experience within banking and international capital markets since 1979, with anchors in credit analysis, domestic and cross-border corporate financings, project finance, structured financings and securitisations. She has pioneered work for asset securitisation in Germany with practical experience since 1992 including the participation and arrangement of ABCP, ABS, MBS and CDO programmes, as well as structuring short-term and long-term true sale and synthetic transactions with a variety of asset types in multiple countries. ABS+MBS Consulting Schemann-Teuber GmbH is an independent advisory firm specialising in the area of securitisation as well as other structured financings (including SPL/NPL) in the German market. Clients include German and Non-German banks, mid-market corporations and insurance companies.

the seminar

With the support of some market players for the first securitisation transactions, Germany has added a new facet to the alternating relationships with Russia and Poland, being more innovative than many might assume. This is the first seminar held in Munich and delivered in English, that will focus on ABS and MBS for these and other countries within the region. This will include an analysis of Bulgaria, The Czech Republic and Kazakhstan.

The programme is designed for German and Non-German banks, insurers and corporations. Two key guest speakers from driving banking institutions, plus an experienced moderator, will discuss the new securitisation markets, development speed, complexity and potential from various perspectives. The seminar will also introduce real transactions in depth, and concentrate on lessons learnt for other countries. On the agenda are included structural, legal, rating and funding considerations as well as potential practical pitfalls.

how will you benefit?

- Discuss in depth what is happening in the ABS/MBS neighbourhood, drivers, players and asset classes
- Explore real case studies, and access expert knowledge on the Russian and Polish markets
- Gain insight on securitisation in Bulgaria, The Czech Republic and Kazakhstan
- Evaluate structural, legal, rating and funding considerations, as well as potential practical pitfalls
- Focus on lessons learnt and outlook for 2007

To view our full course calendar, please go to www.mefinance.com

about...

who should attend?

From Financial Services Institutions, Investment Banks, Corporations, Insurance and Re-Insurance Groups and Legal Firms:

- Financial Control
- Treasury
- Capital Markets
- Securitisation/ABS/MBS
- Structured Finance
- Real Estate Investment Banking
- Corporate Finance
- Credit/Lending
- Risk Management
- Investments
- Central/Eastern European Business

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For further details on future events and specific tailor-made training please contact **Francesca Bogliaccini** on:
Tel: +44 (0) 20 3002 3246
Fax: +44 (0) 20 3002 3019

ABS/MBS in Russia, Poland, CEE and other countries in the Region

Please write in **BLOCK CAPITALS**

AM2435

TRAINING COURSE: ABS/MBS IN RUSSIA, POLAND, CEE
AND OTHER COUNTRIES IN THE REGION

DATE(S): 18TH APRIL 2007

VENUE: MUNICH, GERMANY
VENUE TO BE CONFIRMED ONE MONTH PRIOR TO THE EVENT

HOTEL ACCOMMODATION: COMPLIMENTARY ACCOMMODATION BOOKING SERVICE

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AM2435

- 16TH APRIL – PRACTICAL ABS/MBS FUNDAMENTALS AND OVERVIEW – EUR 1,695
- 17TH APRIL – ABS/MBS SPECIALTIES – EUR 1,695
- 18TH APRIL – ABS/MBS IN RUSSIA, POLAND AND OTHER COUNTRIES IN THE REGION – EUR 1,945
- FULL 3 DAY TRAINING COURSE FEE @ EUR 5,335

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Training Registration Details

Note: Do not fax this form to the hotel

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