



European Bank
for Reconstruction and Development

WORKSHOP

Increasing Investment in NPLs in Bulgaria: A practical approach

20 September 2017, Sofia

Organised by

The European Bank for Reconstruction and Development (EBRD)

PROGRAMME

20 September 2017

8:30 - 9:00

Registration and coffee

9:00 - 9:30

Introduction session: Setting the scene (30 min)

Welcoming remarks (10 min)

- Context and objective of the workshop
- Brief overview of the EBRD's role in NPL resolution (NPL Initiative Update)

Larisa Manastirli, Director, Bulgaria, EBRD

Nick Tesseyman, Managing Director, Financial Institutions, EBRD

The NPL situation in Bulgaria (10 min)

- NPL stocktake
- Progress achieved so far and challenges ahead
- BNB's strategy towards NPL resolution

Dimitar Kostov, Deputy Governor, Banking Supervision Department, Bulgarian National Bank (BNB)

European Commission recommendations for the Bulgarian financial sector (10 min)

Ognian Zlatev, Head of Representation, European Commission

09:30 - 10:30

Session 1 - Supervisory guidance for NPL reduction and the practical impacts for banks (60 min)

Introduction: NPL reduction strategy within the broader EU regulatory context (5 min)

Eric Cloutier, Senior Adviser - Regional NPL Initiative, EBRD

FSAP - Technical Note - NPL reduction strategy (25 min)

- Karlis Bauze, Financial Sector Specialist, World Bank
- Michael Moore, FSAP Mission Chief, IMF

Panel Discussion chaired by **Eric Cloutier**, Senior Adviser - Regional NPL Initiative, EBRD (30 min)

Panellists:

- **Stoyan Manolov**, Director of Macroprudential Analysis and Strategy Directorate, BNB
- **Karlis Bauze**, Financial Sector Specialist, World Bank
- **Michael Moore**, FSAP Mission Chief, IMF
- **Nikolay Gertchev**, Economic Analyst - Greece and Bulgaria, DG FISMA¹ - European Commission
- **Dimitar Shumarov**, Chief Financial Officer and MB member, Eurobank Bulgaria

10:30 - 10:45

Coffee break (15 min)

10:45 - 12:15

Session 2 - Multi-creditor out-of-court restructuring (“OOCR”) in EU and Bulgaria (90 min)

Insolvency and Creditor/Debtor Rights - Report on the Observance of Standards and Codes (ICR ROSC) in Bulgaria (20 min)

Hristina Kirilova, Partner and **Ivo Alexandrov**, Senior Associate, Advisors to the World Bank, Kambourov & Partners

Introduction to OOCR and EU Experience (15 min)

- *The importance of OOCR for banks, investors, and financial stability*
- *Requirements for OOCR mechanisms to be efficient and attract investors*
- *Example of successful EU OOCR mechanisms*

Martin Ebner, Partner, Schoenherr

Bulgaria’s legal environment and current OOCR framework (15 min)

Alexandra Doytchinova, Partner, Schoenherr

Panel Discussion chaired by **Jaime Ruiz Rocamora**, EBRD Legal Transition Team (40 min)

Panellists:

- **Ioannis Kesisis**, Head of Work-out Division, Piraeus Bank
- **Milen Buzov**, Team Manager NPLs, Bulgarian-American Credit Bank
- **Martin Ebner**, Partner, Schoenherr
- **Ivo Alexandrov**, Senior Associate, Kambourov & Partners

¹ Directorate-General for Financial Stability, Financial Services and Capital Markets Union

12:15 - 13:15

Session 3 - Closing the pricing gap for NPL transactions (60 min)

Panel Discussion chaired by **Ines Rocha**, Senior FI Banker, EBRD

Successes and challenges in the Bulgarian NPL market

- Recent transactions in the region
- Typologies of portfolios, selling banks and buyers profile
- Comparison with other CESEE markets and what can be expected
- What banks need to be aware of when preparing assets for sale (e.g. data preparation, investors risk appetite and risk returns)

Panellists:

- **Martin Despov**, CEO, Debt Collection Agency
- **Bryan Turner**, Vice-president, Resolute Asset Management (Bulgaria)
- **Teodora Petkova**, Chief Risk Officer and MB member, Unicredit Bulbank
- **Nikolay Lazarov**, Director Recovery, CIBank
- **Anete Daukste**, CEE NPL Transaction expert - KPMG Portfolio Solution Group
- **Matei Florea**, Partner, Schoenherr

13:15 - 13:30

Concluding remarks - Next steps towards a Bulgarian NPL resolution strategy (15 min)
Bojan Markovic, Deputy Director, Economics, Policy & Governance, EBRD

13:30 - 14:30

Networking Lunch

PRACTICAL INFORMATION

VENUE OF THE MEETING

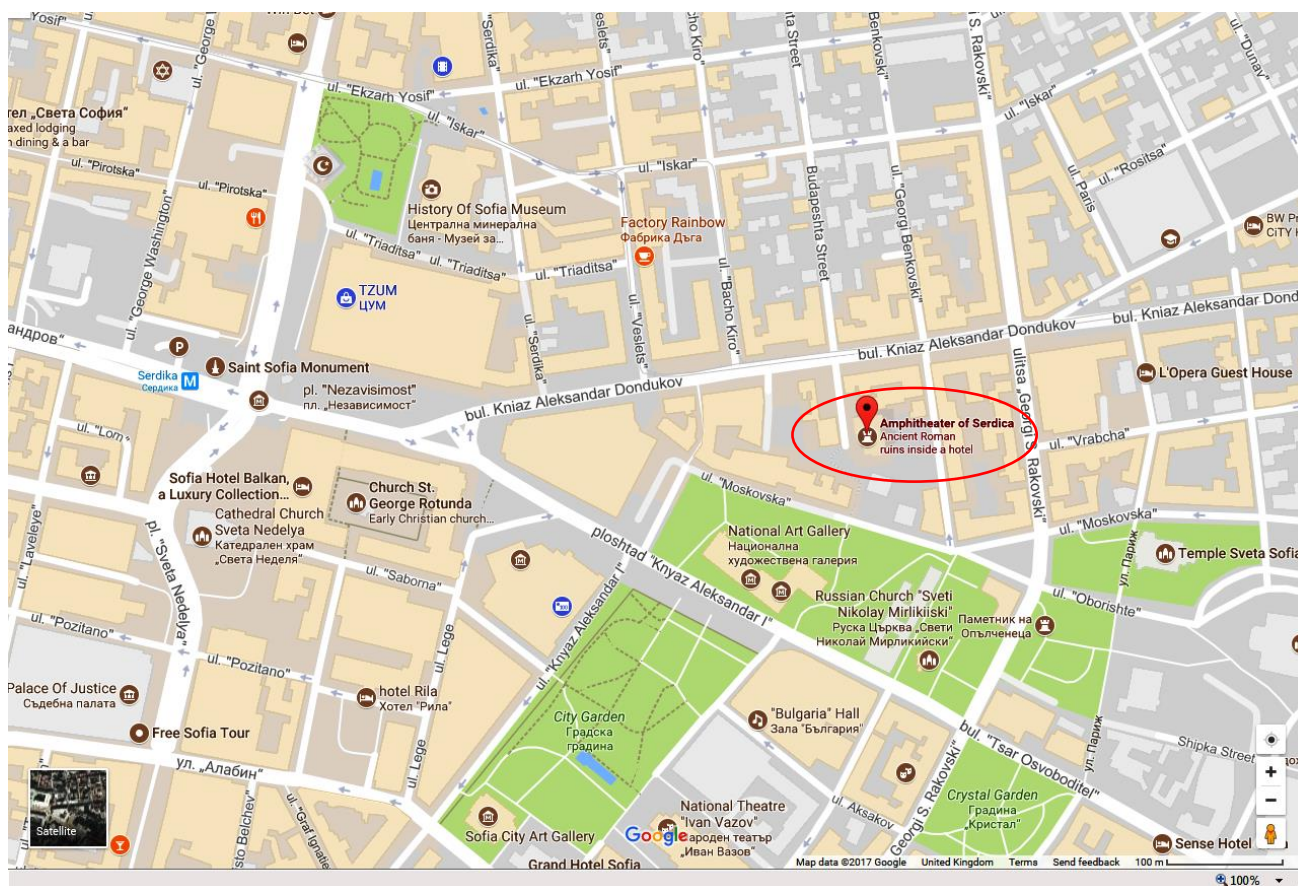
Arena di Serdica Hotel, Sofia

Arena Hall

13-15 Moskovska Street (take the stairs from Moskovska street down to Budapeshta Street)

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<https://www.arenadiserdica.com/>



ARRIVAL IN SOFIA

Sofia airport is conveniently close to the city centre, with the journey into town taking not more than 30 minutes. Sofia airport now has two terminals. Most scheduled flights operate out of Terminal 2 (the new one), Terminal 1 being used for charter flights and budget airlines, such as EasyJet and Wizzair. Check carefully with your airline from which terminal it operates. www.sofia-airport.bg

MEANS OF TRANSPORTATION BETWEEN THE AIRPORT AND THE HOTEL

Participants are responsible for their own transportation arrangements between:

the airport - and the hotel
the hotel- the airport.

Taxi

Recommended taxi operator from airport to the city: OK Supertrans AD, a contractual partner of Sofia airport. The distance between the city centre and Sofia airport is about 10 km.

You can request the service at the offices of OK Supertrans in the Terminals' Arrivals area and the floor markings in yellow will lead you to the taxi stand area.

Tel.+359 2 973 2121

www.oktaxi.net

Important: It is highly recommended that you do not use taxi services offered outside the office of the taxi operator or in front of the terminal, to avoid the risk of abuse.

Underground

Sofia Metro Line 1 connects Sofia Airport to the city centre. The metro station is located in the eastern part of Terminal 2. You can reach it by following the floor markings in blue at the public area of Terminal 2. Free-of-charge transportation between the two terminal buildings is available. The shuttle bus stop is located in front of the terminal buildings.

The journey time from Sofia Airport to the city centre is approximately 18 min.

The metro trains on the route to the airport operate from 5:30 a.m. to midnight on weekdays and weekends/holidays.

CREDIT CARDS

Major credit cards can be used to get cash from ATMs in banks and on the streets as well as to pay bills in hotels, restaurants and shops.

EXCHANGING MONEY

All visitors are advised to exchange currency only at accredited places. Do not take the risk of changing money on the street; it is both risky and illegal. The majority of banks have 24-hour ATM's some of which can also exchange foreign currency.

Individual banks and travel agencies are free to set their own rates but they must be clearly displayed. Rates offered at banks and *bureaux de change* in the city centre are generally better than those available at the airport and in hotels. **The Bulgarian currency is the Lev** (pegged to the EUR at a fixed exchange rate of EUR 1 = EUR 1.95583, so exchange rates should not substantially deviate from this level).

ELECTRICITY

Power sockets are of type F. The standard voltage is 230 V and the standard frequency is 50 Hz.

MEDICAL SERVICE

Delegates are advised to make appropriate arrangements for insurance to cover emergency medical, surgical or hospital expenses while in Bulgaria.

In case of an emergency call: 112

TIME ZONE

Sofia is on Eastern European time: GMT+2, Daylight Saving Time (Apr-Oct): GMT+3