

ACEPI Conference 2020

November 5, 2020

2020. The year of changes. The opportunities and the challenges for the market of certificates.

10:00 – AM SESSION

Moderator: Alessandro Plateroti

10:00 – Introduction

Nicola Francia – Chairman ACEPI

10:05 – The data tells a story: the primary market, the secondary market, and market returns

Giovanna Zanotti – Scientific Director – ACEPI

Emanuele Grasso – Securitised Derivatives Listing Manager – Borsa Italiana

10:20 – 1st round table

The evolution in consulting and the offer of financial instruments in the era of digitalization

Luca Facchini Provera – Head of Assistance and Sales Support – Banca dei Territori – Intesa Sanpaolo

Patrick Busi – Head of Product Structuring & Investment Solutions – CheBanca!

Daniele Borriello – Head of Investment Products – Retail Sales & Marketing – UniCredit

Alessandro Forconi – Head of Trading and Markets – IWB Bank Private Investments

+ Q&A

11:00 – ACEPI Talks (in English, with simultaneous translation to Italian)

The financial market transparency and investor trust

Isadora Tarola – Head of the Supervision Office of Market Infrastructure and Substitute of Head of the Markets Division – Consob

Emmanuel Dumas – Senior Policy Officer in the Investment & Reporting Division – ESMA

Paola Fico – Head of Primary Markets & Post Trade Regulation – Borsa Italiana

Q&A

11:20 – 2nd round table

What are the opportunities for using certificates for regrowth

Melania d'Angelo – Head of Project BG CERTIFICATE hub – Banca Generali

Katia Benvegnù – Senior Product Manager Investment Products – Capital Markets – Deutsche Bank

Roberto Arosio – Head of Investments & Wealth Management – Banca Aletti – Banco BPM

Monica Di Luccio – Head of Marketing – Intesa Sanpaolo Private Banking

Antonio Antropoli – Management of assets under administration and in custody and structured products – BNL BNP Paribas

Q&A

12:05 – Salutation

Nicola Francia – Chairman – ACEPI

02:30 – PM SESSION

Experiences in the use of certificates in portfolios

2:30 – Introduction

Nicola Francia – Chairman ACEPI

Moderator Pierpaolo Scandurra

2:35 – The future&present of distribution and financial advisory

Leopoldo Gasbarro – Head of Gruppo Triboo, Wall Street Italia

Educational course, credited by EFPA Italia – 2 credits EFA/EFPP/EIP/EIP CF

2:40 – First experience: How to use certificates for the recovery of past losses and bond diversification

Alessandro Toccaceli – Financial advisor DBFA

Q&A

3:00 – Second experience: Tax optimization with certificates

Carlo Tavazza – Financial advisor

Q&A

3:20 – Third experience: Risk reduction and optimization of equity returns

Roberto Boccanera – Financial advisor – Azimut

Q&A

3:40 – Forth experience: How to build a portfolio of certificates with different degrees of risk

Pierpaolo Scandurra – CEO – Certificati e Derivati

Q&A

4:10 – Future experience: trading with certificates (duration= 15')

Bellelli – Independent trader

Q&A

4:35 – Salutation

Nicola Francia – Chairman – ACEPI