

# Credit *Field Trip*



European Debt Sales Innovation  
and Best Practices Hub

# 2016

20 - 21 - 22 June  
Nottingham, UK

**New!**

**Speed networking sessions  
with international Investors**

Share your ideas with potential new partners.

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CREDIT VILLAGE



June **2016**  
Nottingham, UK

## Create your new vision of the credit world!

Three days in UK visiting the leading companies searching for best practices and partners for future projects. Expand your boundaries by exchanging ideas and experiences first hand with an international group of leaders focused on leveraging Credit & Collection industry into a new level.

Visits with the influential market leading companies in the UK with a series of direct contact activities with key executives. Opportunities to find new partners to empower your business.

## Attendees profile

**This set of activities and visits has been created for a group of 30 to 40 international attendees:**

Top-level decision makers executives from the European Credit & Collection market. Owners or high level directors of collections companies, credit bureaus and lenders networking between them and with UK companies.

## Day 1 | RECEPTION | MEET & GREET COCKTAIL

Welcome for all attendees, an excellent opportunity to network with peers in a relaxed, casual environment.

### THE NOTTINGHAM BELFRY HOTEL



## Day 2 | MORNING VISIT

### LOWELL GROUP

Lowell Group is a leading provider of credit management services, specialising in debt recovery, data analytics and customer insight. Comprising market leader in debt purchase, Lowell Portfolio I Ltd, debt collection business, Lowell Financial Ltd, and debt servicing specialists Fredrickson international (<http://www.freds.com/>), the Group is well-placed to offer advice on integrated debt management strategies across the credit arrears life cycle.

9.30 - 12.00

- Arrival at Lowell's offices
- Visit and presentation.

- Current situation of UK Market
- Lowell: History and background
- How we use data
- How we get customers feedback
- Speech analytics
- Valued added services



**Speaker: Dicky Davies, Business Development Director, Lowell Group**

### 12.00 - 12.30 NETWORKING LUNCH AT LOWELL

### 12.30 - 14.00 Panel session - UK Regulatory: the biggest change

The biggest change in the Collections and Recoveries space has been one of regulation by various Government trade bodies – the current one being the FCA (Financial Conduct Authority). This has changed the industry over the last 5 years beyond all recognition. It has led to a huge increase in legal and compliance employees and the entire end to end processes have had to be reviewed and either re-written or adapted to fit into this new world. The result of this is that it has made the UK one of the most sophisticated and ethical places to perform Collections and Recoveries activities in the world.

As markets develop around Europe it is expected that the regulation deployed in the US and UK will become prevalent in other jurisdictions. This will influence the entire collections lifecycle for companies that operate in this space with only the players that can adapt and manage these changes surviving as fitter and more complete organisations. In this session you will hear from some key Senior Executives from throughout the UK industry on how the regulatory framework has changed and the influence it has had on their business.

## VISIT TO LOWELL GROUP

- » Leigh Berkley, President, CSA
- » Sara De Tute Compliance & Legal Director Lowell & CSA Board member
- » Denise Crossley CEO, MotorMile
- » Richard Haymes Head of Financial Difficulties TDX

### THEMES THAT WILL BE COVERED:

- Regulation how does it work and who is responsible
- How can regulation be influenced
- What are the key themes TCF (Treating Customer Fairly), Vulnerability, Affordability etc
- How can you prepare for such changes
- What has worked well in the UK market

**We will have a senior panel discussion made up of people from Industry trade bodies, Debt Purchasers, Industry specialists and advisors.**

## AFTERNOON VISIT TDX GROUP

### CONNECTED DEBT SOLUTIONS

TDX Group provides businesses with technology, data and advisory solutions to improve debt liquidation and the fair treatment of consumers in financial arrears.

Founded in the UK in 2004, TDX Group now has a global presence, with four international offices and active projects and partnerships in many locations.

Member of The Credit Services Association (CSA). The CSA is the only national association in the United Kingdom for companies active in the provision of services relating to the recovery of debts.

TDX Group is also ISO 27001 certified for debt placement and management.





## Day 2 | **NETWORKING DINNER**

### Pitcher & Piano

Newly refurbished and housed inside a striking Grade II-listed church, in the heart of the Lace Market.

Enjoy a range of delicious meals, cocktails, worldly wines and boutique beers with colleagues in a stunning backdrop.



## New!

### DAY 3

Workshop with thematic panel discussions with specific focus on the market of the Spanish, Italian and Portuguese credit, collection and debt sales with participation of key international players.

8.00 - 9.15 | **REGISTRATION & WELCOME COFFEE**

**OPENING WELCOME** | **Peter Wallwork**, Managing Director CSA

9.15 - 9.45 | **SPEECH:** International debt and sales opportunities in South European Markets from UK perspective.

- Adaptability to cultural and legislative differences.
- Joint venture with local partners or establishing yourself.

• **Leigh Berkley**, President CSA

9.45 - 10.30 | **SPEECH:** (Non) Performing Loans in South European Markets: Spain, Portugal and Italian markets.

- Economic outlook and financial market size.
- Opportunities in Non Performing and Performing debt.

• **Iñigo Mato**, Managing Director, TDX Group Spain

• **Massimo Famularo**, Member Board of Directors at Frontis NPL

10.30 - 11.00 | **COFFEE BREAK NETWORKING SESSION**



11.00 - 13.30

### **1<sup>st</sup> Round - Speed Networking Session.**

#### **MEETINGS WILL FOCUS ON THESE PARTICIPANTS:**

- Investment Funds searching for good opportunities to invest at international level (NPL or PL assets opportunities, M&A opportunities)
- International Credit & Collection leading companies interested in interact with funds, looking for good partners.

13.30 - 14.30 | **LUNCH NETWORKING SESSIONS**

International Credit & Collection leading companies interested in interacting with funds, looking for good partners.

14.30 - 15.00 | **COFFEE AND TEA RECEPTION ENDS.**

### EXTRA ACTIVITY

17.00 - 19.30 | **VISIT TO A SPECIAL BRITISH PUB IN NOTTINGHAM**

## Speed networking sessions with international leading players of the asset management market

### INVITED COMPANIES

- 1st Credit
- AnaCap Financial Partners
- Apollo Management International
- ARC (Europe)
- Arrow Global
- Arvato Financial Solutions
- Ashurst
- Atlantic Square
- Bain Capital
- Blackstone Group
- Cabot Credit Management
- CarVal Investors GB
- Cerberus European Capital Advisors
- Clayton Euro Risk
- D. E. Shaw Group
- Debt Managers (Services)
- Encore Capital
- Experto Credite
- Fortress Investment Group
- Hoist Finance
- Idem Capital Securities
- IND
- JC International Acquisition
- Creditlink Account Recovery Solutions
- KKR Asset Management Partners
- Kruk Group
- Lindorff Group AB
- Link Financial Outsourcing
- Lowell Group
- Motormile Finance UK
- PRA Group (UK)
- PRAC Financial
- Qualco UK
- Sigma Red
- SLL Capital
- TBI Financial Services
- The Carlyle Group
- TPG Global

## SPONSORSHIP CATEGORIES



### **Badge**

The Field Trip badge is a piece of great distinction for the attendees, which will give great visibility to your brand since it will be used by all the attendees during both days.

Photograph of all the participants with the event's badge and their brand.



### **Backpack**

Your company logo will be displayed exclusively on Field Trip backpacks.

These items are a long-term vehicle for promoting your company, as delegates will usually take them home and use them.



### **Headrest covers for bus transfers**

Transfers to every activity will jointly be made by van, so that your company logo will be associated to the event from the beginning. Every transfer will be an opportunity of exclusive visibility for your logo.



### **Cocktail**

You will have exclusive branding exposure for your sponsored cocktail.

Invitations with your company logo will be issued to all conference attendees reminding them that you are hosting the welcoming cocktail.

Signage with your name and company logo will be placed at the reception.



### **Lunch**

You will have exclusive branding exposure for your sponsored lunch.

Invitations with your company logo will be issued to all conference attendees reminding them that you are hosting the welcoming cocktail.



### **CMS Field Trip Cap**

Your company logo will be displayed exclusively on Field Trip caps.

These items are a long-term vehicle for promoting your company, as delegates will usually take them home and use them.



### **CMS Field Trip Polos**

Photograph of all the participants with the event's t-shirt with your brand.

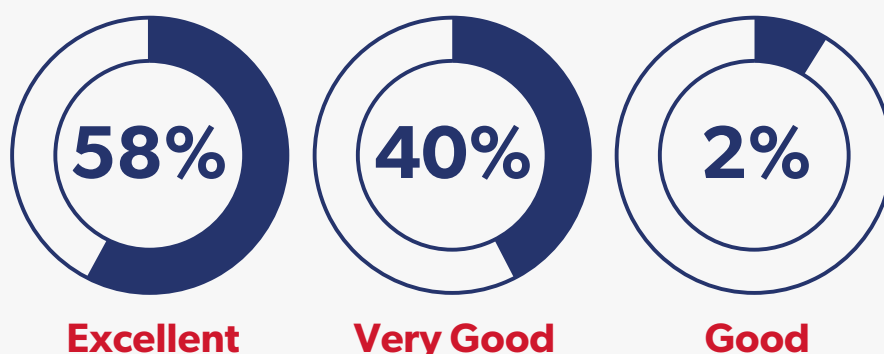




## About CMS Field Trips

Our events have transformed themselves into the most qualified tool for companies and key decision makers of the industry to exchange ideas and generate opportunities. The following graphs confirm the strategic importance of CMS Field Trips as the best meetings to generate new significant relationships.

Networking generated by the professionals along the three days of activities:



**97%** of the participants in the latest editions of our Field Trips gave us high marks in interaction and business opportunities.

**9**  
out of 10 9 out of every 10 participants graded our CONTENT as Excellent or Very good.

**92%** of the participants gave us a top grade (Excellence or Very good) in the general organization of the Field Trip experiences.

Organized by



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# About **CMS Field Trips**

○  
**2013**



## ATLANTA



## SAN DIEGO

○  
**2014**

○  
**2015**



## MADRID



## CHICAGO

○  
**2015**



CMS is the global organization specialized in the generation of opportunities for the credit industry, sharing the knowledge, the innovation and the vision of the future in each of their events.

Specialization and networking are our greatest competitive advantages to create ideas and business opportunities, which allow credit & collection leaders to generate excellent tailor made business.

We are leaders in innovation and our compromise is to strongly develop new events of greater worldwide recognition.

We invite you to be part of the opportunities of the credit industry.

**Welcome to CMS**

[CMSpeople.com](http://CMSpeople.com)



# CREDIT VILLAGE

Come non dare **credito**  
ad un villaggio così?



Credit Village is a community of Italian managers, high level executives, players and companies operating in the Credit Management and Debt Collection Industry. It was **born in 2002** with the intention of **promoting in Italy Credit and Debt Collection Management culture**.

***Credit Village Magazine is currently the first and the only Italian magazine, entirely dedicated to Credit and Debt Collection Management industry.*** The magazine is distributed in about 5.000 copies and reaches the following readers' target: credit & riskmanagers, financial and administrative directors of private companies, directors, legal managers, risk and collection managers of banks, financial and leasing companies, debtcollectionagencies, credit insurances companies, credit bureau, credit reporting agencies, professional associations, consumers associations, debt buyers, attorneys, call & contact centers.

In addition to this, Credit Village is specialized in organizing different events focused on Credit and Debt Collection Industries basic themes.



# Credit *Field Trip*

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We invite you to be part of the  
opportunities of the credit industry.

**Contact:**

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