

**SPRING CONFERENCE – MILANO**  
**MAY 19-20, 2017**  
**AGENDA**

**Friday, May 19**

9.30 AM	<b>Spring Conference IAIB Welcome</b> Banca Profilo S.p.A. Via Cerva 28, Milano	<b>Barry Palte</b> <b>Duane Stullich</b>
9.45 AM	<b>Welcome - Banca Profilo</b> <ul style="list-style-type: none"> <li>• Introduction Banca Profilo</li> <li>• Introduction Agenda</li> </ul>	<b>Fabio Candeli</b> CEO <b>Marco Baga</b> Head of Investment Banking
10:00 AM	<b>Presentation Guest Speaker # 1</b> Topic: The “One Belt One Road” Project as an Investment Driven Growth Strategy: Background, Potential, Problems	<b>Vladimiro Giacché</b> Chairman of CER (Centro Europa Ricerche)
10:45 AM	<b>Coffee break</b>	<b>All members</b>
11:15 AM	<b>Presentation Guest Speaker # 2</b> Topic: One Year After the Brexit. What's Next?	<b>Carlo Milani</b> Research of CER (Centro Europa Ricerche)
12:00 PM	<b>Presentation Guest Speaker # 3</b> Topic: The disruptive company in the football industry: Wyscout	<b>Matteo Campodonico</b> Founder of Wyscout
12:45-1 PM	<b>Lunch</b>	<b>All members</b>
2:00 PM	<b>Presentation Guest Speaker # 4</b> Topic: The future of European banking: regulatory and business challenges	<b>Giorgio Barba Navaretti</b> Department of Economics, Università degli Studi di Milano
3:00 PM	<b>Presentation 1 – Prospective Member</b> Topic: Olimpia Partners	<b>Richard Rainer, Iraja Guimaraes</b>
3:30 PM	<b>Coffee break</b>	<b>All members</b>
3:45 PM	<b>Discussion</b> Topic: What Are the Strategic Options For IAIB? <ul style="list-style-type: none"> <li>• <i>Global and Co-branding Deal Pitch Teams</i></li> <li>• <i>Creating an Integrated and Differentiated Buy-Side Product</i></li> <li>• <i>Other</i></li> </ul>	<b>All members</b>
4:45 PM	<b>End of the meeting day</b>	<b>All members</b>

<b>7:00 – 7.15 PM</b>	<b>Transfer – Moving to Blue Note</b> <b>Calling Point:</b> Hotel Rosa Grand Piazza Fontana 3, Milano	<b>All members</b>
<b>8:00 – 10.30 PM</b>	<b>Blue Note Dinner</b> Blue Note is a jazz club and restaurant. Opened on March 19, 2003, Blue Note Milano is part of the Blue Note network alongside the historical Blue Note Jazz Club in Greenwich Village New York City and the Blue Note Clubs in Tokyo and Nagoya, Japan.	<b>All members</b>
<b>10.30 PM</b>	<b>Transfer – Moving to Hotel Rosa Grand</b> <b>Calling Point:</b> Blue Note Via Pietro Borsieri 37, Milano	<b>All members</b>

**Saturday, May 20**

<b>9:00 AM</b>	<b>Recommencement of Meeting</b> Banca Profilo S.p.A. Via Cerva 28, Milano	<b>Marco Baga</b>
<b>9:05 AM</b>	<b>Presentation 2 – Prospective Member</b> Topic: CapitaLink	<b>Joseph Lai (by phone)</b>
<b>9:20 AM</b>	<b>Member Updates &amp; Overview</b> <ul style="list-style-type: none"> <li>• Report on your business</li> <li>• Performance and key issues</li> <li>• Focus for next 6 months</li> <li>• Insight for other members</li> <li>• Digital era and the high-tech global economy: could the digitalization have a development on financial and advisory services?</li> </ul> Please limit the presentation to 10-15 minutes per member firm	<b>All members</b>
<b>10:00AM</b>	<b>Presentation 3 – Prospective Member</b> Topic: Reimei Global Advisors	<b>Sang-Ho Sohn and Osamu Utsunomiya (by phone)</b>
<b>10:30AM</b>	<b>Coffee break</b>	<b>All members</b>
<b>10:35 AM</b>	<b>Member Updates &amp; Overview (cont.)</b> <ul style="list-style-type: none"> <li>• Report on your business</li> <li>• Performance and key issues</li> <li>• Focus for next 6 months</li> <li>• Insight for other members</li> <li>• Digital era and the high-tech global economy: could the digitalization have a development on financial and advisory services?</li> </ul> Please limit the presentation to 10-15 minutes per member firm	<b>All members</b>
<b>11:30 PM</b>	<b>Speed Deal Networking</b> Split into groups of 2-3	<b>All Members – including Olimpia Partners</b>

1:00 PM	<b>Lunch</b>	All members
1:45 PM	<b>Speed Deal Networking (cont.)</b> <ul style="list-style-type: none"> <li>Split into groups of 2-3</li> </ul>	All Members – including Olimpia Partners
3:45 PM	<b>Discussion</b> Topic: What Are the Strategic Options For IAIB? <ul style="list-style-type: none"> <li>Global and Co-branding Deal Pitch Teams</li> <li>Creating an Integrated and Differentiated Buy-Side Product</li> <li>Other</li> </ul>	All Members (including Doug McCartney - VRA Partners LLC, by phone)
5:00 PM	<b>Conclusion</b> Closing of Spring Conference and Selection of 2017 Fall Conference	Barry Palte Duane Stullich
5:15 PM	<b>End of the meeting day</b>	All members
6:45-8:00 PM	<b>Keith Haring Exhibit (English-speaking guide) – Palazzo Reale</b> Palazzo Reale is located at Piazza del Duomo, 12 (5 minutes by walking from the hotel).	All members
8:15 PM	<b>Transfer – Moving to Terrazza Triennale</b> <b>Calling Point:</b> Piazza Diaz, Milano	All members
8:30-10:30 PM	<b>Terrazza Triennale Dinner – Osteria con vista</b> Viale Alemagna Emilio 6, Milano	All members
10:30 PM	<b>Transfer – Moving to Hotel Rosa Grand</b> <b>Calling Point:</b> Osteria con vista Viale Alemagna Emilio 6, Milano	All members