



# 2024 NEW ZEALAND SECURITISATION CONFERENCE

## Auckland | Wednesday 8 May

Westpac, 16 Takutai Square, Auckland

## Agenda

- 11:30am - 12:30pm**      **Arrival & lunch**
- 12:30pm - 12:45pm**      **Welcome address | Mihi Whakatau**
- 12:45pm - 1:20pm**      **Keynote address**  
**Christian Hawkesby** | Deputy Governor Financial Stability | Reserve Bank of New Zealand
- 1:20pm - 2:00pm**      **New Zealand & global economic outlook**  
**Kelly Eckhold** | Chief Economist | Westpac New Zealand  
**Henry Russell** | Economist | ANZ New Zealand  
**Kelvin Davidson** | Chief Property Economist | CoreLogic  
**Janine Carter** | Director, Capital Markets | Bank of New Zealand [MODERATOR]
- 2:00pm - 2:45pm**      **Investor panel**  
**Simon Petris** | Executive Director & Co-Founder | Revolution Asset Management  
**Simon Pannett** | Investment Analyst | Harbour Asset Management  
**Rory Watson** | Head of Debt Market Portfolios & Underwriting | National Australia Bank  
**Paulina Ting** | Senior Portfolio Manager | Challenger Investment Management  
**Fraser Wilson** | Head of Treasury | Motor Trade Finance [MODERATOR]
- 2:45pm - 3:15pm      Break
- 3:15pm - 3:45pm**      **New Zealand & global securitisation market outlook**  
**Martin Jacques** | Head of Securitisation and Covered Bond Strategy | Westpac  
**Simon O'Connell** | Executive Director, Head of Structured Finance | Westpac New Zealand
- 3:45pm - 4:30pm**      **Issuer panel**  
**Caroline Dunlop** | Head of Funding | Avanti Finance  
**Elly Ko** | Head of Funding - Consumer | humm group  
**Duncan Gross** | Group Treasurer | Harmoney  
**Mark De Ree** | Head of Treasury | UDC Finance  
**Jennifer Gunser** | Partner | Bell Gully [MODERATOR]
- 4:30pm - 5:15pm**      **New Zealand credit quality & performance trends**  
**Irene Kleyman** | Senior Vice President | Moody's Investors Service  
**Narelle Coneybeare** | Managing Director, Structured Finance | S&P Global Ratings  
**Ben McCarthy** | Managing Director, Head of APAC Structured Finance | Fitch Ratings  
**Deemle Budhia** | Partner | Russell McVeagh [MODERATOR]
- 5:15pm - 7:30pm**      **Cocktail reception**



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## Speakers



### **Deemle Budhia | Partner | Russell McVeagh**

Deemle is a partner at Russell McVeagh, specialising in debt capital markets – including securitisation, covered bonds and regulatory capital – and financial regulation. She acts for issuers, lenders (senior and mezzanine) and arrangers on various funding programmes including corporate bond and regulatory capital issuances, securitisations, covered bonds programmes and US, European, AUD and domestic funding programmes. Dee is a member of the Australian Securitisation Forum's New Zealand Market subcommittee.



### **Janine Carter | Director, Capital Markets | Bank of New Zealand**

Janine is a Director in the BNZ Securitisation Team. She has been at BNZ as part of the Capital Markets Team since 2017 after relocating from NAB in Melbourne. Janine holds an Honours degree in Economics from the University of Otago and is a CFA Charterholder.



### **Narelle Coneybeare | Managing Director, Structured Finance | S&P Global Ratings**

Narelle Coneybeare is a Managing Director and Sector Lead within the Structured Finance Ratings group for Pacific and South and South East Asia for S&P Global Ratings. Based in Sydney, Narelle is responsible for analytics across RMBS and ABS with a focus on Australia and New Zealand. Narelle has extensive experience rating structured-finance transactions across a broad range of asset classes and various geographic regions. Before joining S&P Global Ratings, Narelle spent several years working as a registered real estate valuer.



### **Kelvin Davidson | Chief Property Economist | CoreLogic**

Kelvin joined CoreLogic in March 2018 as Senior Research Analyst, before moving into his current role of Chief Economist. He has spent 15 years working largely in private sector economic consultancies in both New Zealand and the UK. In his role at CoreLogic, Kelvin's focus is on keeping up to date with what's going on in the property market and continually finding different ways for viewing and interpreting it. Kelvin holds a Bachelor of Commerce with Honours majoring in Economics from University of Canterbury.



### **Mark De Ree | Head of Treasury | UDC Finance**

Mark leads UDC's treasury team and is responsible for the company's NZ\$4bn funding and liquidity management programme. Mark has been with UDC since 2017, and established its securitisation programme in 2020, which is currently comprised of 3 securitisation warehouses and 3 public, term issues – all secured by auto and/or equipment finance receivables. UDC's most recent term issue was in December 2023 for \$650m. Prior to joining UDC, Mark was treasurer at Heartland Bank in Auckland and has also worked extensively for ANZ Bank New Zealand in various treasury and market risk roles.



### **Caroline Dunlop | Head of Funding | Avanti Finance**

Caroline is Head of Funding for Avanti Finance Group. Caroline trained as a lawyer, working first in private practice and in-house in New Zealand and the United Kingdom, before broadening to work across a number of roles in financial services since the 2000s. She enjoys the challenge of working in companies to achieve long-lasting results, seeking to identify innovation opportunities and to maximise efficiencies. With experience in compliance, she has a strong focus on conduct and culture obligations within financial services. Caroline is a member of the ASF's New Zealand Market subcommittee.



### **Kelly Eckhold | Chief Economist | Westpac New Zealand**

Kelly Eckhold is Chief Economist at Westpac. Kelly has recently joined Westpac in March 2023 and previously worked at the International Monetary Fund on monetary policy, foreign exchange and financial stability issues from 2011 and then previously the Reserve Bank of New Zealand in a range of senior roles across Financial Markets, Economics and Financial Stability departments.



### **Duncan Gross | Group Treasurer | Harmoney**

Duncan joined Harmoney in 2013. He is responsible for managing Harmoney's funding facilities and partnerships in New Zealand and Australia. Prior to Harmoney, Duncan held corporate development roles at Fidelity Investments, LLC, and First Marblehead Corp in Boston, Massachusetts. He began his career at BNZ Finance and holds an MBA from Babson College.



### **Jennifer Gunser | Partner | Bell Gully**

Jennifer leads Bell Gully's Banking and Finance Department. She is well established in the New Zealand securitisation market, acting regularly for participants such as Bluestone Mortgages, Humm, MTF, L&F and Harmoney. Jennifer is ranked as a 'Next Generation Partner' in The Legal 500 Asia Pacific 2023, an 'Up and Coming' partner in Chambers Asia Pacific 2023 and was shortlisted as Debt Capital Markets lawyer of the year in the Women in Business Law Awards APAC in 2022 and 2023. Jennifer has an LLB(Hons) from the University of Otago, a Master of Laws at Columbia University School of Law in New York and has practised in both London and New York. Jennifer is a member of the ASF's New Zealand Market subcommittee.



### **Christian Hawkesby | Deputy Governor | Reserve Bank of New Zealand**

Christian has been with Te Putea Matua since 2019. Prior to his appointment as Deputy Governor/General Manager Financial Stability Group, Christian was the Assistant Governor and General Manager of Economics, Financial Markets and Banking. Christian was also part of the team that established Harbour Asset Management, which was awarded Morningstar New Zealand Fund Manager of the Year in 2014, 2016 and 2017. Before this, Christian spent 9 years at the Bank of England, where he held senior positions including Private Secretary to the Deputy Governor, Chief Manager of Sterling Markets and Head of Market Intelligence. Christian graduated from the University of Canterbury with a Master of Commerce (Hons) majoring in Economics.



### **Martin Jacques | Head of Securitisation and Covered Bond Strategy | Westpac**

Martin Jacques is the Head of Securitisation and Covered Bond Strategy at Westpac Institutional Bank. Martin's key areas of focus are research and coverage on the Australian securitisation and structured finance market including RMBS, CMBS, 'Other' ABS such as auto & equipment lease receivables as well as the Australian covered bond market. Westpac has been voted #1 for best research and analysis on Structured Finance in the KangaNews Fixed-Income Research Poll 2018, 2019, 2020, 2021 & 2022.



### **Irene Kleyman | Senior Vice President | Moody's Investors Service**

Irene Kleyman is a Senior Vice President in Moody's Structured Finance Group, based in Sydney. Irene has over 15 years' experience at Moody's Ratings in securitisation. As a lead analyst, she has extensively covered residential mortgage-backed securities, asset-backed securities and covered bonds in Australia and New Zealand. Prior to joining Moody's, Irene worked for three years as a portfolio analyst at JP Morgan, Sydney, specialising in the fixed-interest market. She holds a Bachelor of Commerce and a Bachelor of Finance, both from Macquarie University, Sydney.



**Elly Ko | Head of Funding - Consumer | humm group**

Elly is the Head of Funding for the Consumer portfolio at hummgroup, where she oversees capital management and funding for the group's Consumer receivables portfolios across Australia, New Zealand, Ireland, and Canada. She has been with hummgroup since 2020, managing its capital markets programs as part of the Treasury team. Prior to joining hummgroup, Elly worked for nearly a decade as a lawyer specializing in structured finance and securitization. She advised on various financing arrangements, including structured asset and receivables financing, development and investment financing, and corporate debt transactions, holding senior roles at Allen & Overy and Ashurst. Elly holds a Bachelor of Commerce (Finance) and a Bachelor of Laws from the University of New South Wales.



**Ben McCarthy | Managing Director, Head of APAC Structured Finance | Fitch Ratings**

Ben is a Managing Director at Fitch Ratings and regional group head for the firm's structured finance and covered bond group. The group is responsible for assigning and monitoring credit ratings on ABS, RMBS, CMBS, covered bonds and structured credit/collateralised loan obligations across the region. He oversees criteria, research and analytical development, and interacts with a variety of market participants, particularly investors. Ben has been with Fitch for over 25 years.



**Simon O'Connell | Executive Director, Head of Structured Finance | Westpac New Zealand**

Simon leads Westpac New Zealand's structured finance team and is responsible for a portfolio of more than NZ\$6 billion in securitisation warehouses currently funded by Westpac. Since joining the bank in 2006, Simon has been involved as arranger on the vast majority of New Zealand securitisation capital market transactions. Simon has chaired the ASF New Zealand Market Subcommittee since establishment in 2015.



**Simon Pannett | Senior Credit Analyst | Harbour Asset Management**

Simon is responsible for the bottom-up credit and sustainability analysis within Harbour Asset Management's portfolios spanning high grade to high yield. Simon began his investment career in manager research for AXA. He then worked for a pension fund in the UK before joining Harbour in 2013. Simon holds an Honours degree in Economics and is a CFA charterholder. Simon is a member of the ASF's New Zealand Market subcommittee.



**Simon Petris | Executive Director & Co-Founder | Revolution Asset Management**

Simon is Executive Director and Co-Founder of Revolution Asset Management, a specialist private debt manager with over \$2.8Bn AUD of AUM, investing in asset backed securities (ABS), secured corporate and commercial real estate loans. Revolution was established to provide institutional and wholesale investors with access to the Australian and New Zealand private debt market. Prior to Revolution, Simon worked at Westpac in the Credit Relative Value team and has held credit trading, investing and structuring roles at Challenger, CBA and ANZ. Simon holds a Ph.D. in Applied Mathematics from the University of Melbourne and a First-Class Honours Degree in Theoretical Physics from Monash University and is a member of the ASF's Investor subcommittee.



**Henry Russell | Economist | ANZ New Zealand**

Henry joined ANZ in 2023 from the New Zealand Treasury, where he contributed to the Treasury's macroeconomic forecasts, research and policy advice. At ANZ, Henry leads the bank's NZ labour market and inflation research.



**Paulina Ting | Senior Portfolio Manager | Challenger Investment Management**

Paulina joined the Challenger Investment Manager (CIM) fixed income team in 2021 and is a senior portfolio manager specialising in ABS. Prior to joining CIM, Paulina was an associate director at Westpac Institutional Bank for three years in the structured-finance team where she originated and structured securitisation warehouse facilities and term transactions across multiple asset classes. Before Westpac, Paulina worked at Commonwealth Bank of Australia in the debt capital markets and securitisation teams. Paulina holds a Bachelor of Commerce (Actuarial Studies) and a Bachelor of Applied Finance from Macquarie University. She is a CFA charter holder.



### **Rory Watson | Head of Debt Market Portfolios & Underwriting | National Australia Bank**

Rory leads NAB's Debt Market Portfolio's & Underwriting team, managing a global Banking Book Bond portfolio that provides a dynamic bond balance support to NAB customers, across Securitisation and traditional financial and corporate bond issuance. Based in Sydney, Rory leads a team supporting debt markets origination activity in Australia, New Zealand, UK, Europe and the US. Rory has over 17 years of finance markets experience across a range of funding, debt capital markets, portfolio management and credit trading roles in Australia, UK and New Zealand.



### **Fraser Wilson | Head of Treasury | Motor Trade Finance**

Fraser is the Head of Treasury and Funding at MTF Finance, having started in the role in May 2022. Prior to MTF Finance, Fraser was at BNZ in the Securitisation Origination team for three years. Fraser is responsible for managing MTF Finance's securitisation programme, corporate funding, listed preference shares and ordinary equity which presents a unique challenge given the ownership structure. Fraser is a member of the ASF's New Zealand Market subcommittee.