

Funding the UK mortgage industry — an action plan

An industry conference, forum and launch event

- New mortgage funding strategies and sources?
- Current requirements of funding users and providers?
- How to work with the government and regulators?
- Launch of the Mortgage Funding Group
– a new cross-industry forum for actioning this agenda

The British Library, London
Wednesday, 24 March 2010

9.15am to 5.00pm

No attendance charge for
invited guests - see below

Keynote speaker:

David Smith
The Sunday Times
Economics Editor

Speakers and panel members include:

John Wriglesworth, Managing Director
The Wriglesworth Consultancy

Tony Ward, Vice Chairman / CEO
IMLA / Home Funding

Nigel Stockton, Sales Director, Mortgages
Lloyds Banking Group

Matthew Duncan, Partner, Funding team
Sidley Austin LLP

Lynda Blackwell, Mortgage Policy
Financial Services Authority

Dean Carter, Treasurer
Nottingham Building Society

Stephen Smith, Director of Housing
Legal & General

Peter Williams, Executive Chairman
Intermediary Mortgage Lenders
Association

Robert Plehn, Head of Securitisation
Lloyds Banking Group

Rob Thomas, Senior Policy Adviser
Council of Mortgage Lenders

Phil Jenks, Managing Director
Phil Jenks Consultancy Ltd

Mike Slevin, Head of UK Securitisation
RBS Global Banking & Markets

This event has been organised with the assistance of:



Please join other key industry participants in launching this important new funding initiative

The UK mortgage market is facing an unprecedented squeeze on funding, reflecting a range of restricted capital / wholesale markets and intense competition for retail funds. Constrained funding results in many households being unable to get a mortgage and the housing market remaining weak. Users and providers of finance, the government and regulators need to understand and coordinate their requirements to allow funds to flow again. Several industry bodies have been working hard with participants to restore a properly functioning market.

This event marks the launch of the **Mortgage Funding Group**, a new cross-industry group to give fresh impetus to this agenda. It aims to bring lenders, industry bodies, investors and others together to find ways forward and to co-ordinate the collective weight of the industry behind new initiatives and practical, workable solutions.

This event is part of the Mortgage Funding Group's action plan to secure a stronger funding base for the UK mortgage market and focus on allowing mortgage lending to meet demand on a sounder footing for the benefit of all.

The British Library, London

The event will be held at The British Library, 96 Euston Road, London NW1 2DB next to King's Cross, St Pancras (Eurostar) and Euston stations. These connect to the Hammersmith and City, Piccadilly, Northern, Circle, District, Metropolitan and Victoria underground lines. See <http://www.bl.uk/aboutus/quickinfo/loc/stp/index.html>.

The state of the art Conference Centre offers exceptional and flexible facilities. These include side meeting rooms as well as a foyer and bar area with seating nooks to break out and enjoy discussions with colleagues over refreshments. Its food is truly superior (another reason it was chosen for this event!).



Essential to register for this event

Attendance is strictly by invitation only. This is your invitation and we would be delighted if you would attend.

We are grateful that the international law firm Sidley Austin, which is closely involved with the UK mortgage funding sector, has agreed to support this event.

Spaces are limited. To avoid disappointment please RSVP as soon as possible to Shirley Burnett at shirley.burnett@sidley.com or +44 (0)20 7360 3645 with details of your name, position, company, email and postal address and telephone number. To substitute a colleague in your place please contact Shirley Burnett.



08.30 Registration and refreshments

09.15 **Introduction and objectives of this event**

- o Context: state of mortgage industry and key challenges
- o The MFG, its aims and action plan

Tony Ward, *Vice Chairman / CEO*
IMLA / Home Funding

09.35 **Keynote address: State of the nation/economy**

- o The macro-economic context
- o Housing market futures and mortgage funding
- o Going forward –election and regulation –impacts

David Smith, *Economics Editor*
The Sunday Times

10.05 Questions for David Smith

10.15 **Funding sources: Capital markets**

- o What is available and can be achieved?
- o Investor and rating requirements
- o Meeting new data and transparency expectations

Robert Plehn, *Head of Securitisation*
Lloyds Banking Group

10.45 **Funding sources: Banks & retail deposits**

- o Chasing retail?
- o A diversity of funding sources?
- o The changing balance of funding and activity?

Mike Slevin, *Head of UK Securitisation*
RBS Global Banking & Markets

11.15 Refreshments

11.45 **Funding users: Building societies**

- o Changing the rules of the game?
- o What is available going forward?
- o Clear support for the mutual sector?

Dean Carter, *Treasurer*
Nottingham Building Society

12.05 **Funding: A bigger picture?**

- o The wider context
- o The scale and scope of the problem
- o Possible ways forward

Rob Thomas, *Senior Policy Adviser*
Council of Mortgage Lenders

12.25 **Panel discussion: funding sources and users**

- o How big a problem is it going forward?
- o Managing down the impact of withdrawing government support
- o Can the market solve the problem on its own?

Rob Thomas (Panel Moderator) with
Robert Plehn, **Mike Slevin**,
and **Dean Carter**.

13.00 Lunch

14.00 **Housing market context**

- o Should we be worried if the housing market is underfunded?
- o Long term implications of a funding shortfall? Who bears the costs?
- o Impact on the balance of housing tenures and home ownership?

John Wriglesworth, *Managing Director*
The Wriglesworth Consultancy

14.20 **The FSA's reforms to the mortgage market**

- o Mortgage Market Review impact on funding needs and providers

Lynda Blackwell, *Mortgage Policy*
Financial Services Authority

14.50 **Some alternative perspectives**

- o Possible different reform solutions with less impact on mortgage funding

Matthew Duncan, *Partner, Funding team*
Sidley Austin LLP

15.10 **What the government and regulators ought to be doing**

- o What level of funding and competition?
- o Aligning funding dynamics with government and regulatory policy

Phil Jenks, *Managing Director*
Phil Jenks Consultancy Ltd

15.30 Refreshments

15.50 **Mortgage products and distribution models**

- o Working within the new environment of shortage and change
- o Reduced competition and the likely impact of new entrants
- o Who wins, who loses?

Nigel Stockton, *Sales Director, Mortgages*
Lloyds Banking Group

Stephen Smith, *Director of Housing*
Legal & General

16.20 **Panel discussion: practical, workable solutions**

- o Understanding the challenges and the way forward
- o Priority tasks for the MFG to find and implement solutions

Peter Williams, *Executive Chairman, IMLA*
(Panel Moderator) with **Nigel Stockton**,
Stephen Smith, **Phil Jenks** and
Rob Thomas.

16.40 **Concluding remarks**

Tony Ward, *Vice Chairman / CEO*
IMLA / Home Funding

Sidley Austin LLP, the Intermediary Mortgage Lenders Association and the Financial Services Forum will process delegate contact details, and pass details between them, for the purpose of organising and administering this event and contacting you about future events and developments. If you would prefer not to be contacted for these purposes, please reply to this invitation with a note to that effect and we will remove you from our contact lists.