

SANDLER O'NEILL + PARTNERS, L.P.

Southeast Regional Bank Strategy Forum

Wednesday, May 24, 2017

The Omni Hotel, Charlotte, North Carolina

- 8:00am – 10:00am **Registration & Continental Breakfast (Dogwood Ballroom)**
- 8:00am – 10:00am **NCACPA Ethics Class “2017 Professional Ethics & Conduct”**
Optional—for those that need to fulfill the annual requirement
- 10:00am – 10:45am **The Outlook for Bank Stocks**
Steven Scouten, Managing Director
- Takeaways from the recent 1Q17 earnings season
 - A newly evolving landscape has heightened investor expectations for 2017 and beyond
 - How is regime change in Washington impacting the regulatory environment?
 - Consolidation in the banking industry
- 10:45am – 11:00am **Coffee Break**
- 11:00am – 12:00pm **Merger and Capital Markets Update**
Scott Clark, Principal – Investment Banking
- Recent case studies in Investment Banking
- 12:00pm – 12:30pm **Networking Luncheon (Poplar Ballroom)**
- 12:30pm – 1:15pm **Luncheon Speaker – Robert Albertson**
Principal, Chief Strategist
- 1:15pm – 2:00pm **Current Balance Sheet Management**
Scott Hildenbrand, Principal & Chief Balance Sheet Strategist
- Expectations of stagnation are replaced with expectations of unpredictability
 - Impact on your balance sheet of high stock prices and a great deal of capital being raised
 - Strategies your bank can utilize to address the additional competition
- 2:00pm – 2:15pm **Coffee break**
- 2:15pm – 3:00pm **Improving Your Loan Sourcing Through Non-Bank Partnerships and Alternative Investments**
Chris Howley, Managing Director – Asset Finance and Structured Products
- The path to more efficient Consumer and C&I loan sourcing
 - Risk solutions for commercial real estate transactions
 - The latest in CRA-focused opportunities
 - Accessing sectors through securitization - SBA 7a, CLOs
- 3:00pm **Cocktails (Dogwood Foyer)**