





Leasing Life European Conference & Awards 2013

Berlin, Germany
5 December 2013

0830-0900	Welcome coffee & registration in the exhibition area	
0900-0905	Welcome Grant Collinson , Editor, Leasing Life	
0905-0915	Introduction Horst Fittler , Chief Executive, Bundesverband Deutscher Leasing-Unternehmen	
		
Session 1	SESSION ONE – Feeding a global appetite: who will fund tomorrow’s deals?	
0915-1035		
0915-0935	Who’s next? <ul style="list-style-type: none"> What is the potential for pension funds, private equity and other financial institutions to enter the asset finance market? What sources can European leasing markets expect to see investment from? The pros and cons of asset finance investment for different institution types. 	Lars Bang Commercial Director Nordea Finance 
0935-0955	The shape of things to come This session will review some of the forces for changing in financing: <ul style="list-style-type: none"> How Dell responded to create its own captive finance organisation earlier in 2013 And the ways in which Dell Financial Services is likely to develop in the future 	Richard O’Donohue Director of Business Development Dell Financial Services 
0955-1015	Fulfilling leasing’s potential in the manufacturing sector <ul style="list-style-type: none"> The successful implementation of asset finance within a manufacturing business The benefits of using asset finance – from a user’s perspective How the manufacturing sector views leasing What can the players within the leasing industry do further to support the manufacturing sector? 	Ian Isaac Director Lombard Christopher Simpson Chairman Manufacturing Excellence Awards; IMechE Colin Spencer Halsey Chairman Hymid Multi Shot 

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1015-1035 On stage interview and debate

1035-1105 Coffee break in the exhibition area

Session 2 **SESSION TWO – Bank-owned asset finance: identifying the positives**

1105-1225

*Chaired by **Chris Boobyer**, Senior Partner, Invigors EMEA*



1105-1125 **Securitisation – a resurgence for asset finance**

- Securitisation overview, the knock on from 2008
- The changing landscape – survivors in an evolving market
- Mechanics and restoring investor confidence
- New avenues for asset finance and the shape of things to come

Ian Dennis
Director
LPM Outsourcing



1125-1145 **What winning bank leasing organisations look like**

- The renewed European competitive landscape after a decade of transformation
- The spiral of the regulatory contagion
- Core or non-core: how leasing looks to a Banking shareholder
- Is leasing a product or a business?

Eric Frachon
EVP, Head of International
SG Equipment Finance



1145-1205 **Leasing integration from a technology perspective**

- Is technology being used to further integrate leasing within parent banks or is it driving greater independence?
- What resources can be shared, and what elements of a lessor's systems must remain customised?
- How technology is being used outside the bank-owned market

Pascal Martinez
Sales Director
Linedata



1205-1225 Interactive discussion

Panellist joining stage:
John Chadwick



1225-1345 Lunch in the exhibition area

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SESSION THREE – Keeping pace with the world outside asset finance

Session 3

haired by **Ian Robertson**, Principal, Invigors Asset Management

1345-1515



Vendor partnerships – a win win

1345-1415

Global lessor De Lage Landen and manufacturer Wacker Neuson are partners in finance and take a joint look at:

- Why use partnerships and why use partnerships in finance?
- What makes a vendor financing partnership work?
- Why, in a world of win and lose, a vendor partnership is a real win win?

Thomas Stahl
Country Manager
De Lage Landen



with

Günther C. Binder
Finance Director
Wacker Neuson



Wacker Neuson
Group

1415-1435

Finance: a partner for technology

- The way the world is using information technology is changing at a faster rate than ever
- Businesses need to be able to update and replace their equipment to stay ahead giving lessors an opportunity to be a fundamental component of every business's technology investment decisions
- How can finance companies, manufacturers and developers present themselves to customers so financing their technology needs is the natural and obvious choice rather than a secondary consideration?

Rafael Chacon
Regional Sales Leader
Cisco Capital



1435-1455

Real innovation: what can asset finance learn from other industries?

- Revolutionary innovations are being realised in industries generally considered to be completely removed from asset finance
- Our speaker identifies ideas and principles that could be applied to asset finance

Diwakar Singhal
Senior Vice President
Genpact



1455-1515

On stage discussion

1515-1550

Coffee break in the exhibition area

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Session 4 **SESSION FOUR – The elephant in the room – securing tomorrow’s human capital**

1550-1645 Chaired by **Andrew Denton**, Chief Operating Officer, CHP Consulting



1550-1610 **A proper education**

- The talent gap in asset finance is real and will only widen if the industry doesn't take concerted action
- Peter Thomas looks at the options for developing an industry-wide approach to training and retaining talent

Peter Thomas
Chief Operating Officer
The Leasing Foundation



1610-1630 **ON STAGE INTERVIEW:
How to solve the diversity problem in asset finance**

- Compared to the wider financial services industry, asset finance has a very poor diversity profile.
- How can we reinvigorate the business by encouraging female leadership, a more culturally diverse personnel makeup, and an intake that reflects the modern business world?

Chris Sullivan
Chief Executive, Corporate
Banking Division
Royal Bank of Scotland



1630-1650 On stage discussion

1650 Close of Leasing Life European Conference 2013

1915 **Cocktail reception**

2000 **Awards dinner**

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