

LEASING LIFE CONFERENCE & AWARDS 2016

24th November 2016 • Paris, France

AGENDA



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THE JOURNAL FOR ASSET FINANCE
LEASINGLIFE

08:30-09:00 **Welcome Refreshments & Registration**

09:00-09:10 **Chairperson's Welcome**

Brian Cantwell, Editor, *Leasing Life*

THE JOURNAL FOR ASSET FINANCE
LEASINGLIFE

09:10-09:30 **Welcome Address**

Françoise Palle-Guillabert, Délégué Général, *ASF*

ASF
ASSOCIATION FRANÇAISE
DES SOCIÉTÉS FINANCIÈRES

SESSION ONE | Scene Setting – The Leasing Industry in 2016

09:30-09:50 **The Rising Competitive Market: New Opportunities**

- Exploring the current state of the leasing industry
- Identifying new trends that have emerged over the past 12 months
- Challenges and pitfalls faced in 2016

Marie-Christine Ducholet, CEO, *Societe Generale Equipment Finance*

 **SOCIETE GENERALE**
Equipment Finance

09:50-10:10 **Pursuing the Development of Business in Today's International Market**

- Encouraging growth in new business and outstanding portfolios
- Keeping up with the growing pace of digital transformation
- Increasing the international footprint of your business

Pascal Layan, Global Head of Business Lines & Member of the Executive Management Committee, *BNP Paribas Leasing Solutions*

 **BNP PARIBAS**
LEASING SOLUTIONS

10:10-10:30 **Making Business Simpler in the Age of Digital**

- Customer centricity by understanding partners and customers needs
- Operational excellence through common systems and harmonized solutions
- Winning culture mind-set as pre-requisite

Peter Hupfeld, Chief Executive, *Nordea Finance*

Nordea

10:30-10:50 **Expert Panel Discussion: Identifying the Latest Leasing Trends in Europe and the UK**

Industry experts discuss the latest industry developments and share their thoughts on key issues, including:

- Creating a customer focused and competitive market
- Comparing the UK with international asset management hubs
- Outlining the challenges ahead and guidelines to prepare for them
- Latest practices in serving SMEs
- The importance of your brand in securing new customers
- Examining the rise of digital across leasing products

Panellists include:

Bas Hoekstra, Vendor Relationship Director, *Societe Generale Equipment Finance*

Peter Hupfeld, Chief Executive, *Nordea Finance*

Pascal Layan, Global Head of Business Lines & Member of the Executive Management Committee, *BNP Paribas Leasing Solutions*

Jonathan Power, Managing Director, *International Decision Systems*

Patrick Gouin, CEO, *Max&Tite International* and Senior Advisor, *Invigors*

 **SOCIETE GENERALE**
Equipment Finance

Nordea

 **BNP PARIBAS**
LEASING SOLUTIONS

 **INTERNATIONAL
DECISION SYSTEMS**
THE GLOBAL LEADER IN
ASSET FINANCE SOFTWARE

 **M&T**
International

 **INVIGORS**
PART OF THE INVIGOR GROUP

10:50-11:00 **Audience Q&A**

11:00-11:30 **Networking Coffee Break – Exhibition Area**

SESSION TWO | Exploring Latest Developments in Europe, the UK and Beyond

STREAM A - Capitalising on Fast Growing Market Segments

Chairperson:

Chris Cooper, Managing Director,
Challenge Consulting Ltd.



11:30-11:50 Extending the Asset Finance Model Across Europe

- The asset approach - SME market
- Small is beautiful!
- Emerging themes in European SME's and the role of asset finance

David Bunker, Assistant MD,
Close Brothers Asset Finance



11:50-12:10 Achieving Sustainable Returns: Creating a Circular Business Model

- Exploring best practices in today's market
- Examining financing used, refurbished and remanufactured assets, as key enablers for a circular business model
- Uncovering the role of leasing and financing in the circular economy

Egbert de Jong, Vice President Product Development
& Life Cycle Asset Management, **DLL**



12:10-12:30 International Perspective on the Industry

- Exploring lessons and key strategies
- Examining how markets are structured and how they have evolved
- Sharing best practices on innovations and products used abroad

Pascal Philippossian-Hardouin,
Regional Sales Manager
EMEAR South, **Cisco**



12:30-13:00 Speaker Discussion and Q&A

Speaker Joining:

Per Dahlqvist,
Manager Business Development
& Marketing, **Emric**



STREAM B - Exploring UK SME Funding

Chairpersons:

Jo Davis, Partner, **Locke Lord**
Tarun Mistry, Partner,
Grant Thornton



Millennials

- Discover who they are and their attitudes to life and finances
- How to become a millennial magnet
- Building for the future

Carl D'Amassa, Group MD
Business Finance, **Aldermore**



Tailoring Services to Serve SMEs

- Creating financial products for small and medium-sized businesses
- Establishing strong relationships with intermediaries
- Recognising needs of customers to drive your strategy

Gavin Wraith-Carter, Managing Director,
Hitachi Capital Business Finance



UK Asset Finance Case Study

- Understanding which assets are strong in the UK
- Embracing social media as a sales avenue
- Successfully managing the future needs of a business in line with market developments

Kieran Marshall, Managing Director,
AIB Finance and Leasing



Speaker Discussion and Q&A

13:00-14:00 Networking Lunch – Exhibition Area

SESSION THREE | New Technology, New Finance Models and New Partnerships

STREAM A - Industry Disruptors

Chairperson:

Lindsay Town, CEO, IAA-Advisory



14:00-14:20

Partners in disruption

- Disruption is inevitable, it's coming larger and faster
- Some disruptions will naturally favour financing
- Partnerships allow us to exploit disruptive solutions

Carmen Ene, CEO, 3StepIT



14:20-14:40

Leasing As a Source of Growth for Revenue

- Leasing case study
- Proving a route to market
- Leasing as a more customer centric approach than regular banking

Thomas Stahl, Managing Director,

Deutsche Leasing Group



14:40-15:00

Digital Disruption in Asset Finance Industry – How do We Get the Biggest ‘Bang for the Buck’

- Digital disruption is significantly influencing our lives. Companies are making significant investments to stay ahead. There is a clear difference emerging between digital leaders and digital strugglers
- Different approaches adopted in adapting to digital
- A successful approach to adopt digital – key ingredients

Diwakar Singhal, Senior Vice President, Genpact



15:00-15:20

Speaker Discussion and Q&A

STREAM B - Exploring UK SME Funding-Roundtable Discussion

Chairpersons:

Jo Davis, Partner, Locke Lord

Tarun Mistry, Partner,

Grant Thornton



Grant Thornton
An instinct for growth

Expert Roundtable Discussion:

Exploring UK SME Funding

Industry experts from banks, challenger banks and new providers of funding will discuss and debate the UK landscape of SME Funding

Discussion points to include:

- Assessing key developments
- Current SME outlook in the UK
- Using digital to reach new customers
- How can the UK learn from other markets
- Building a roadmap for 2017 and beyond

Speakers include:

Carl D'Amassa, Group MD Business Finance, Aldermore



Simon Goldie, Head of Asset Finance, FLA



Stuart Hall, Regional Sales Manager UK & Ireland, Cisco Capital



Kieran Marshall, Managing Director, AIB Finance and Leasing



Bernard Skivington, Director Wholesale Solutions, British Business Bank



Gavin Wraith-Carter, Managing Director, Hitachi Capital Business Finance



Questions and participation from audience

15:20-15:50

Networking Break – Exhibition Area



SESSION FOUR | Future Perspectives – Building A Roadmap Beyond 2016

Chairperson: Andrew Denton, CEO, CHP Consulting



15:50-16:10 **Leasing Redefined: What's in a Name?**

- Review of research into the status quo of the leasing industry
- The evolving strategies and offerings of leasing companies
- How the findings can be used to further develop the industry

Lindsay Town, CEO, IAA-Advisory



16:10-16:50 **CEO Panel Debate:**

International Perspectives – Comparing the Status Quo of the Industry in Key Markets

Company leaders discuss the future direction of the leasing industry and how growth can be achieved across markets, as well as taking questions from the audience on the other topics covered over the course of the day.

Discussion points include:

- Assessing key developments internationally
- How can Europe and the UK learn from other markets
- Does digital transcend borders?
- Lessons learned and key takeaways from today's presentations
- Building a roadmap for 2017 and beyond

Speakers Include:

Carmen Ene, CEO, 3 Step IT

Peter Hupfeld, Chief Executive, Nordea Finance

Carlo van Kemenade, COO and member of the Executive Board, DLL

Pascal Layan, Global Head of Business Lines & Member of the Executive Management Committee, BNP Paribas Leasing Solutions

John Rees, Head of Industry and Vendor Management, Societe Generale Equipment Finance

Lindsay Town, CEO, IAA-Advisory



16:50-17:00 **Audience Q&A**

17:00 **Closing remarks**



19:00-20:00 **Leasing Life Awards 2016 - Drinks Reception, Sponsored by**

20:00 **Leasing Life Awards 2016 - Gala Dinner, Exclusively Sponsored by CHP Consulting**