**MOTOR FINANCE EUROPE: CONFERENCE AND AWARDS 2023**

**InterContinental Wien, Vienna, Austria**

**19-20th October 2023**

**MOTOR FINANCE EUROPE: CONFERENCE AND AWARDS 2023**

<https://www.arena-international.com/event/motorfinance/>

**INFORMATION PACK**



**Entering the Awards - Categories & Eligibility**

The Motor Finance Europe: Conference and Awards 2023 will recognise winners in different categories that cover the sector.

Nominations are now open – deadline for entries is **5pm GMT on 8th September 2023**.

Nominees should follow these simple guidelines to ensure their submission has the best chance of winning.

**Submission Rules**

1. Submissions can be made either on behalf of your own company or in recognition of a colleague or partner firm.
2. **Maximum of 1,000 words**, no appendices but photos within the document are fine.
3. Entry must address the award category explicitly, not generic links to web sites, corporate marketing etc.
4. Submissions should highlight the key differentiator and competitive nature of the project or implementation
5. It is made explicit the Entrant; Judges and the publication will treat all information in strict confidence and any quotes or information to go into the public domain will be pre-cleared by the Entrant.
6. Submissions made after the publicised cut-off date will be treated on a case-by-case basis.
7. The Judges reserve the right to make no award for any specific category
8. The Judges reserve the right to move a submission to a more appropriate category at their discretion
9. In submitting for more than one category the submissions must be unique (see 3)
10. The Judges’ decision is final

Please send your entry form and any supporting documents to christy.chang@arena-international.com

The full list of awards categories and criteria for this year’s awards can be found below.

**Please note:** *Whilst we recommend you try to submit against as many of the criteria as possible, we appreciate that for some companies this may not be possible. The more you can respond against the stronger your application will be, but we would like to highlight that submitting against all criteria is not mandatory.*

Should you wish to discuss any element of the criteria or your submission in more detail, please contact Ray Giddings ray.giddings@arena-international.com

**The Award Categories and the eligibility for each are as follows:**

1. **Captive Finance Company of the Year**

This award is open to nominations for the captive finance houses of any consumer or commercial vehicle producer. These finance companies have become increasingly important to the manufacturers in keeping overall motor sales volumes up. This in turn has driven greater levels of finance penetration and more innovation from the finance houses. For this award, the judges will take into account:

* The performance of the finance company in terms of finance penetration by brands, and contribution to group profits and/or revenue
* Evidence the finance company has helped parent company sales grow, despite the tough economic climate
* Development of the business, e.g. new financial products and growth in volumes in the most recent financial year compared to the last
1. **Independent Finance Provider of the Year**

This award is for the bank-owned independent lender who is best able to demonstrate a track record of working well with intermediaries and can point to success in improving business volumes. Judges will specifically be looking for:

* What makes the lender stand out from the competition
* Development of the business, e.g. new financial products and growth in volumes in the most recent financial year compared to the last
* Demonstrable relationship success with intermediaries, such as supporting dealer activity or helping with regulatory changes
1. **Sub-Prime Lender of the Year**

This award looks to acknowledge those who have provided finance to customers with less than stellar credit histories. Lending in this important niche usually involves higher rates but also higher risks, so this award is looking to see who has best adapted their business to cope with the challenges and made a success of it. Specifically, judges will look at:

* Demonstrate a thorough approach to affordability and credit checking, without overly affecting response times
* How customers - whose circumstances have changed and need guidance - are taken care of
* Products specifically designed to be appropriate to sub-prime customers
1. **Non-Bank Lender of the Year**

This award is for a non-bank lender who is best able to demonstrate a proven track record of working well with end-user companies (and intermediaries) and has shown success in improving business volumes. Judges will specifically be looking for:

* What makes the lender stand out from the competition
* Development of the business, e.g. new financial products and growth in volumes in the most recent financial year compared to the last
* Demonstrable relationship success with end-user companies and intermediaries, such as supporting dealer activity or helping with regulatory changes
1. **Advisory Firm of the Year**

This award is for a consultancy advisory firm that has stood out amongst its peers in taking a unique approach to the business, offering specific insight on the industry and pioneered motor finance as a key market in the past year.

1. **Legal Provider of the Year**

This award will recognise a legal services provider that is deemed to transact a significant proportion of its business in the motor finance industry. Judges will consider:

* Team expertise in law relating to motor finance
* Visibility and influence in the marketplace
* Versatility, in terms of types of work undertaken (litigation, transactional etc)
* Volume and complexity of work undertaken
* Notable successes on behalf of clients
1. **Digital Innovation of the Year (Technology Company)**

This award is designed to recognise a specific digital innovation from a technology provider in the past 12 months. We’re looking for entries to demonstrate how this innovation does something new in the Motor/Auto market. Specifically, judges will consider:

* Entrants must clearly identify a specific digital innovation of the past 12 months
* Show evidence of how the innovation has improved the customer experience
* Explain how this innovation has improved the sales performance of lenders
1. **Best Finance Product of the Year**

This award is for the finance product from a lender or funder which strikes the best balance between offering customers a good deal and ensuring a sustainable business for the company in question. The product in question should benefit the customer as well as the company. Specifically, judges will be looking at:

* How the product works and what differentiates it from the market
* Why a customer would choose this product over an alternative, and how they might benefit from it.
* Evidence of customer satisfaction balanced against the need for sustainable business practices
1. **Best Mobility Solution**

This award recognises the changing nature of mobility and those who have led the market in enabling the next generation of mobility solutions. The judges will consider:

* Solutions that consider changing consumer behaviour to meet new needs
* What makes this product different to what has come before
1. **Best ‘ESG/Sustainability’ Initiative of the Year**

ESG, sustainability, green energy and the environment is the order of the day as the European Commission has unveiled a series of Net Zero Targets aligned with the United Nations Sustainable Development Goals (SDG’s) in recent years to reduce emissions across Europe – with the Motor industry integrating a ban on the sale of new petrol and diesel vehicles by 2030. This award will recognise a leader in the industry, driving adoption of ESG best practices, EVs and greener alternative fuel vehicles or promoting better environmental practices. Judges will consider:

* An initiative designed to help consumers and businesses reduce their emissions
* Evidence of uptake and success of the programme

**The following awards are presented to individuals and as such these will be awarded by the judging panel without prior nomination.**

1. **Industry Ambassador of the Year**

This award will go to an individual who has helped to develop and enhance the reputation or the economic role of the motor finance industry over the past 12 months.

1. **Lifetime Achievement Award**

This award will go to an individual who has helped to build and shape the motor finance industry over the course of their course of their career. They will have taken strategic leadership roles within a company or companies, and steered them to greater success, mentored colleagues through challenges and be a top influencer in the industry. The Lifetime Achievement is, above all else, a recognition of a career which has shown experience, talent, and a commitment to the motor finance sector.

1. **Rising Star Award**

Motor finance is famously an industry of experienced heads who know their industry like the back of their hands. This can make standing out a difficult task for newer members of the industry, and this award looks to help highlight the work of someone under the age of 35. The winner does not need to have yet risen to a senior job but will need to be someone who can evidence the positive impact they have had on the motor finance industry to date.

To enter the awards, simply fill in the awards entry form which can be downloaded on the Motor Finance Europe: Conference and Awards 2023 website: <https://www.arena-international.com/event/motorfinance/>

**Additional Details**

Please find below additional details with regards to the Awards. If you are looking for additional information that you cannot find here, please contact Christy Chang at christy.chang@arena-international.com

**Deadline**

All entries must be received by **5pm GMT on 8th September 2023**. Late entries will NOT be permitted.

**Awards Entry**

Please make sure your form is complete and you have selected the categories that are most appropriate for your entry and agree to the authorisation declaration.

**Awards Sponsorship & Table Hosting**

The Motor Finance Europe Awards provide the perfect platform to target industry leaders and influencers and showcase your products and services in an exclusive forum. Our awards allow you to ensure maximum return on investment and the opportunity to assert yourself as a leader within your industry.

If you would like to find out more about sponsorship opportunities at the awards, get in touch with **Ray Giddings -** **Ray.Giddings@arena-international.com**  - who can advise which sponsorship opportunities are still available.

**Awards Announcement**

The Awards winners for 2023 will be announced at the Motor Finance Europe: Conference and Awards 2023 on 19th October 2023, in InterContinental Wien, Vienna, Austria. A general press release will be issued the following day. For more information on the event, please visit our website > <https://www.arena-international.com/event/motorfinance/>

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**Entry Form**



**PART A – must be received by 08.09.23**

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| **Company Details**  |
| Company Name  |   |
| Company Address (including Postcode)  |   |
| Contact Person  |   |
| Contact Details  |   |
| **Submission Details**  |
| **Item**  | **Details**  |
| Tick Submission Award Categories            | Captive Finance Company of the Year |   |
| Independent Finance Provider of the Year |   |
| Sub-Prime Lender of the Year |   |
| Non-Bank Lender of the Year |  |
| Advisory Firm of the Year |   |
| Legal Provider of the Year |   |
| Digital Innovation of the Year (Technology Company) |   |
| Best Finance Product of the Year |   |
| Best Mobility Solution |   |
| Best ‘ESG/Sustainability’ Initiative of the Year |   |

**PART B – must be received by 08.09.23**

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| **Award Snapshot**  (Please describe in **1000 words or fewer** why your programme or product should be nominated in this category. Please refer to the description below the category when outlining your rationale.) Graphs and pictures can be copied into this document.    |
| **Website URL**  |   |
| **Any other details you wish to share**  |   |