

08:00-08:50 Registration and Morning Refreshments
08:50-09:00 Welcome Address: **Brian Cantwell**, Editor, **Leasing Life**

SESSION ONE | Scene Setting – The Leasing Industry in 2017

09:00-09:10 **Chairperson: Lindsay Town**, Chairman and Chief Executive, **IAA-Advisory**



09:10-09:30 **Welcome Address: The Dutch Leasing Industry -- Preparing for the Future Overview on the Dutch Leasing Market, Challenges and Opportunities**

Stephan van Beek, President, **Dutch Leasing Association**



09:30-09:50 **The Ever Burgeoning Leasing Market: Industry Overview**

- Exploring the current state of the leasing industry
- Identifying new trends that have emerged over the past 12 months
- Challenges and pitfalls faced in 2017

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



09:50-10:10 **Circularity: How Leasing Companies Can Meet the Needs of Their Customers?**

- A macro view on circularity and impact on financing business
- Circularity in equipment; client cases
- How leasing companies are dealing with circularity and what issues needs to be solved

Petran van Heel, Sector Banker Construction | Real Estate, **ABN AMRO** and **Rick van Hemert**, Equipment Specialist Public and Sustainability, Asset Management, **ABN AMRO Lease**



10:10-10:15 **Q&A with Petran van Heel and Rick van Hemert**

10:15-10:35 **Preparing Your Organisation For The Digital Future**

- How to prepare and execute a digital transformation programme
- Learnings so far
- The future of leasing in a digital age

Bas van Asseldonk, Executive Vice President Europe, **DLL**



10:35-10:55 **The Digital Age of Leasing is Now**

- Profiling the latest technological advances of the industry
- Highlighting new finance offerings enabled by digital
- Using digital to drive business growth

Jochen Jehmlich, CEO, **Société Générale Equipment Finance**



10:55 -11:00 **Q&A with Jochen Jehmlich**

11:00-11:30 Expert Panel Discussion: Remaining Competitive in an Ever Growing Market

- Sustaining the industry growth
- Identifying and catering for a versatile customer base
- Implementing the latest digital innovations

Moderator: Lindsay Town, Chairman and Chief Executive, **IAA-Advisory**

Speakers:

Stephan van Beek, President, **Dutch Leasing Association**

Simon Lefevre, Managing Director, **ABN AMRO Lease**

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









Bas van Asseldonk, Executive Vice President Europe, **DLL**

John Rees, Global Head of Sales and Marketing, **Société Générale Equipment Finance**



11:30-11:50 Networking Coffee Break

SESSION TWO | Exploring Latest Market Developments

11:50-12:00	Chairperson: <i>Per Dahlqvist</i>, Head of Business Development, Tieto	
12:00-12:20	Bank's Perspective on Vendor Partnerships <ul style="list-style-type: none"> • Bank case study on partnering with vendor • Insights from the vendor on outcomes of partnerships • Challenges and opportunities of partnerships 	
12:20-12:40	<i>Patrick Beselaere</i>, CEO, ING Lease Belgium, Global Head of Leasing, ING Lease Asset Finance 2.0 <ul style="list-style-type: none"> • Challenges for the Leasing Industry • Asset Finance 2.0 – What we need to work on 	
12:40-13:00	<i>Nora Vermin</i>, Managing Director, Deutsche Leasing Benelux Modern IT for Leasing Operations Efficiency <ul style="list-style-type: none"> • iMX unique complete automated solution for the management of any kind of financing technique • How iMX helps financing companies to improve their efficiency and reduce their costs • iMX and modern software architecture for financing companies • Success oriented iMX implementation methodology 	
13:00-13:20	<i>Mourad Bergaoui</i>, Project Director, Codix Speaker Discussion and Q&A	
13:20-14:20	Networking Lunch – Exhibition Area	   

SESSION THREE | iLeasing – Technology, Innovation and Intelligence

14:20-14:30 **Chairperson: *Patrick Guin, CEO, Max & Tite International;***
Senior Advisor, Invigors - The Alta Group



14:30-14:50 **Extraordinary Opportunities & Challenges**

- Embracing the potential for internal transformation
- Exploiting the value added partnership opportunity
- The challenge of driving dramatic change

Carmen Ene, CEO, 3 Step IT



14:50-15:10 **Tailoring Services to Serve SMEs**

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

Chantal Voncken, Regional Sales Manager North, Cisco



15:10-15:30 **Customer-centric onboarding: Managing compliance and risk without compromising the customer experience**

- The three horizons of digitisation
- How agreement automation improves customer journey and speeds up customer activation
- How technology can mitigate legal, compliance, fraud and enforceability risks

David Fletcher, VP Sales, Dealflo



15:30-15:50 **Speaker Discussion and Q&A**

Moderator: Patrick Guin, CEO Max&Tite International; Senior Advisor, Invigors -The Alta Group



Speakers:

Carmen Ene, CEO, 3 Step IT

Chantal Voncken, Regional Sales Manager North, Cisco

David Fletcher, VP Sales, Dealflo

Philippe Rozental, Global COO, Managing Director, Société Générale Equipment Finance



15:50-16:10 Networking Break

SESSION FOUR | What does the Future Hold?

 16:10-16:20 Chairperson: **Andrew Denton, CEO, Alfa**

 16:20 -16:50 **Expert panel discussion: Diversity and Inclusion**

- Understanding the business benefits of building inclusive leadership, management and organisations
- How to embed inclusion and diversity into hiring, performance management, succession management, leadership development and learning

 Moderator: **Andrew Denton, CEO, Alfa**

Speakers:

Lindsay Town, Chairman and Chief Executive, IAA-Advisory
Carmen Ene, CEO, 3 Step IT
Carol Roberts, Managing Director, Bibby Leasing
Prof. Peter Thomas, Executive Director, The Leasing Foundation

 16:50-17:30 **Closing Panel Debate: Looking to the Future of the Industry**

Company leaders discuss the future direction of the leasing industry, and taking questions from the audience on the other topics covered over the course of the day.

- Key trends impacting the market
- Building a roadmap for 2018 and beyond
- New technologies and new opportunities
- What does the future of leasing look like?

 Moderator: **Andrew Denton, CEO, Alfa**

Speakers:

Stephan van Beek, President, Dutch Leasing Association
Nora Vermin, Managing Director, Deutsche Leasing Benelux
Bas van Asseldonk, Executive Vice President Europe, DLL
Patrick Beselaere, CEO, ING Lease Belgium, Global Head of Leasing, ING Lease
Richard de Keijzer, Managing Director UK, ABN AMRO
John Rees, Global Head of Sales and Marketing, Société Générale
Equipment Finance
Pascal Layan, Global Head of Business Lines and Member of the Executive Management Committee, BNP Paribas Leasing Solutions


17:30–17:40 Chair's closing remarks

 19:00 **Leasing Life Awards 2017**
 Drinks Reception & Gala Dinner