

**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

SESSION THREE – Keeping pace with the world outside asset finance

Session 3

hosted by Ian Robertson, Principal, Invigors Asset Management

1345-1515



1345-1415

Vendor partnerships – a win win

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



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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