

Leasing Life European Conference & Awards 2015

3rd December 2015 • Corinthia Hotel, Budapest, Hungary

THE JOURNAL FOR ASSET FINANCE
LEASINGLIFE

08:30-09:15 **Coffee & Registration - Exhibition Area**

09:15-09:30 **Chairman's Welcome**
Brian Cantwell, Editor, *Leasing Life*

09:30-09:50 **Opening Address**
Hungarian Leasing Association



Session One Scene Setting: The Leasing Industry in 2015

09:50-10:10 **The Rising Competitive Market: New Opportunities**

- The competitive market and growing market share
- In search of profit, not turn over: is bigger better?
- Outlining the challenges ahead and guidelines to prepare for them

John Rees, Global Head of Sales & Marketing, **Societe Generale Equipment Finance**



10:10-10:30 **Steps For Leasing To Grow**

- Exploring the current state of the asset finance industry
- Challenges and pitfalls to address in 2016
- Looking to the future

Carmen Ene, CEO, **3 Step IT**



10:30-10:50 **Captive Finance Partner**

- Integration of financial processes in the product life cycle of a Vendor

Thomas Stahl, Managing Director, **Deutsche Leasing Group**

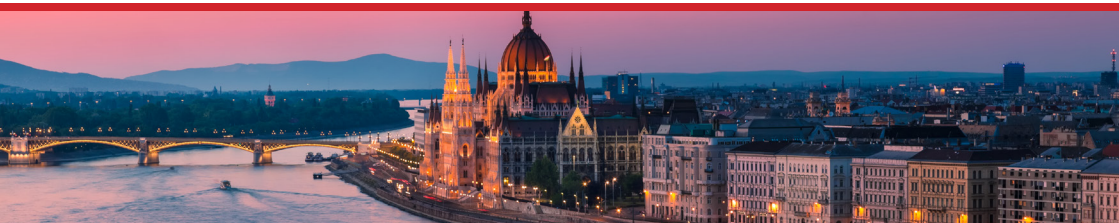


10:50-11:10 **Speaker Discussion and Audience Q&A**

11:10-11:40 **Coffee Break – Exhibition Area** *Sponsored by:*



Five Arrows Outsourcing Solutions



Session Two Leasing as a Service: Breaking the Mould

Chairperson: Ian Dennis, Business Development Director,
Five Arrows Outsourcing Solutions

 **ROTHSCHILD**
Five Arrows Outsourcing Solutions

11:40-12:00 A Banks Perspective on Asset Finance

- Changing perceptions of leasing contracts for the corporate environment
- Tapping into hidden leasing markets: getting into small corporations & governments
- Understanding the public's attitudes to leasing

Keith Softly, Head of Fixed Assets – Product, **Lloyds Bank Commercial Banking**


LLOYDS BANK

12:00-12:20 Industry Disruptors: Online Leasing Services

- The new e-commerce of leasing
- Analysis: Does it help or hinder your propositions?
- Can the knowledge truly be replaced?

Diwakar Singhal, Senior Vice President, **Genpact**

GENPACT
GENERATING IMPACT™

12:20-12:40 Joint Ventures as a Means to Grow Business

- The “Nordea Fleet story” – background and achievements
- Insights and pitfalls of joint ventures
- Key learning points

Lars Bang, Commercial Director, **Nordea**

Tim Albertsen, Deputy CEO, **ALD Automotive**

Nordea 

12:40-13:00 Speaker Discussion and Audience Q&A

13:00-14:00 Networking Lunch *Sponsored by:*

EPOKA
IT EQUIPMENT

Session Three Partnerships, Talent and Technology: Unleashing the Next Wave

Chairman: Chris Cooper, Managing Director, **Challenge Consulting Ltd**

 **Challenge**
consulting

14:00-14:20 Harnessing The Power of Technology in Leasing

- Examining the growth of technology and opportunities
- Understanding the new digital customer
- Breaking down barriers inherent in traditional leasing models

Guido Kessler, Regional Sales Leader – Central Region, **Cisco Capital**


CISCO
Capital

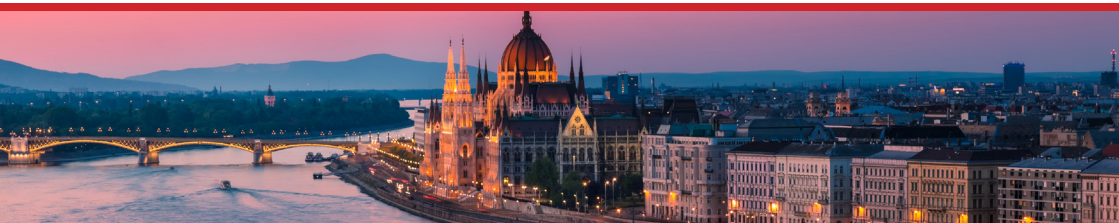
14:20-14:40 Partnership – Beyond the Financial Co-operation

Éva Partleton, Financial Solutions Manager, **Cisco Capital**

Attila Illés, Country Sales Manager, **DLL Hungary**


CISCO
Capital

 **dLL** financial solutions
partner



Leasing Life European Conference & Awards 2015

3rd December 2015 • Corinthia Hotel, Budapest, Hungary

THE JOURNAL FOR ASSET FINANCE
LEASINGLIFE

14:40-15:00 Fixing The Talent Pipeline in Leasing

- Offering an educational experience to nurture talent
- Spotlight on women within leasing
- Addressing what the industry can do better and steps for success

Peter Thomas, COO & Co-Founder, **The Leasing Foundation**



15:00-15:20 Speaker Discussion and Q&A

15:20-15:50 Coffee Break and Networking *Sponsored by:*

 **ROTHSCHILD**

Five Arrows Outsourcing Solutions

Session Four Future Focus: Building A Roadmap For 2015 And Beyond

Chairperson: Andrew Denton, COO, **CHP Consulting**

alfa
SYSTEMS | from
CHP Consulting

15:50-16:10 How Collaboration Drives the Circular Economy

- Building truly sustainable businesses
- Extending the life of the product and building new revenue streams
- Being part of a business that provides solutions to underpin these new circular value chains

Bill Stephenson, CEO/Chairman of the Executive Board, **DLL**

dLL financial solutions
partner

16:10-17:00 CEO Panel Debate: The Future of Leasing – 5 Years to 2020

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

Speakers joining:

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

Bill Stephenson, CEO/Chairman of the Executive Board, **DLL**

Carmen Ene, CEO, **3 Step IT**

Mike Randall, CEO, **Close Brothers**

17:00 Close of Conference

19:00 Gala Dinner & Awards Ceremony

Sponsored by:

alfa
SYSTEMS | from
CHP Consulting

