










08:00-09:00	<b>Refreshments and registration</b>
09:00-09:10	<b>Chair's opening remarks</b>
<b>SESSION ONE: Rising to the challenge of change</b>	
09:10-09:30	<b>Welcome Address: Market overview</b> <ul style="list-style-type: none"> <li>Overview of the industry, Estonia and the Baltics</li> <li>Positioning leasing among other financial instruments</li> </ul> <b>Reet Hääl, CEO, Estonian Leasing Association</b> 
09:30-09:50	<b>OPENING ADDRESS: Regional macroeconomic overview</b> <ul style="list-style-type: none"> <li>Regional growth prospects and interest-rate outlook</li> <li>After the fall? Preparing for an era of low growth and rising default risk</li> <li>The Brexit effect on European leasing – a golden opportunity?</li> <li>Winners and losers in the race to digital</li> </ul> <b>Jochen Jehmlich, CEO, Société Générale Equipment Finance</b> 
09:50-10:10	<b>Industry mega-trend: The Analyst's View: Leasing - strategic luxury or prized asset?</b> <ul style="list-style-type: none"> <li>M&amp;A activity and prospects for the industry</li> <li>Winners, losers and newcomers – insights from 2017</li> <li>Prospects for leasing in the age of the asset-lite economy</li> <li>Growth in alternative capital sources for asset investment</li> </ul>
10:10-10:30	<b>Re-defining asset ownership for a digital generation – topic tbc</b> <ul style="list-style-type: none"> <li>Trends in equipment use and ownership</li> <li>Embracing new techniques in asset management</li> <li>Role of technology in driving efficient distribution and customer acquisition</li> </ul> <b>Pascal Layan, Global Head of Business Lines and Member of the Executive Management Committee, BNP Paribas Leasing Solutions</b> 
10:30-11:00	<b>SPEAKER Q&amp;A and PANEL DISCUSSION: Funding strategies for a lean world</b> <ul style="list-style-type: none"> <li>Optimising liquidity management</li> <li>Getting ready for Basel III</li> <li>Building a centralised treasury</li> <li>Automating compliance and on-boarding</li> </ul> <b>Reet Hääl, CEO, Estonian Leasing Association</b> <b>Jochen Jehmlich, CEO, Société Générale Equipment Finance</b> <b>Pascal Layan, Global Head of Business Lines and Member of the Executive Management Committee, BNP Paribas Leasing Solutions</b>   
11:00-11:30	<b>Networking Coffee Break</b>
<b>SESSION TWO: New Model Lessor – In Principle and in Practice</b>	
11:30-11:50	<b>Case study: Forget the lease? Embracing the lifecycle approach</b> <ul style="list-style-type: none"> <li>Embracing the circular value chain approach to lease delivery &amp; design</li> <li>Forget the lease – a customer-centric view of asset finance</li> <li>Strategic impact on sales channels and distribution</li> </ul>

	<ul style="list-style-type: none"> <li>Operational considerations of the switch to service</li> </ul> <p><i>Representative, DLL</i></p> 
11:50-12:10	<p><b>A Millennial Moment? Transforming sales channels</b></p> <ul style="list-style-type: none"> <li>Re-defining sales and distribution channels for the digital era</li> <li>Leasing for start-ups? Communicating the benefits of asset finance to a new audience</li> <li>Using technology to drive efficiency in management, retention &amp; customer acquisition</li> </ul> <p><i>Speaker tbc</i></p>
12:10-12:30	<p><b>Harnessing the power of agile: Assessing the transformative potential of digital</b></p> <ul style="list-style-type: none"> <li>What role could blockchain play in asset finance? What's the opportunity?</li> <li>Is the industry ready for an agile approach to service delivery?</li> <li>How can the pace of innovation in lease origination and risk scoring be increased?</li> <li>Leveraging asset tracking for business benefits</li> </ul> <p><i>Representative, Cloud Lending Solutions</i></p> 
12:30-13:00	<p><b>SPEAKER Q&amp;A and PANEL DISCUSSION: Re-defining leasing for a digital age</b></p> <ul style="list-style-type: none"> <li>What can be learnt from the use of technology in the autofinance industry?</li> <li>What's the cultural dimension to creating a leaner, digital-first leasing industry?</li> <li>Who's leading the pack in the drive to service?</li> <li>How do you approach the drive to digital?</li> </ul> <p><i>Representative, DLL</i>  <i>Representative, Cloud Lending Solutions</i>  <b>Brendan Gleeson, Group CEO, White Clarke Group</b></p>   
13:00-14:00	<b>Networking lunch</b>
<b>SESSION THREE: Operations Theatre – All Systems, Go!</b>	
14:00-14:20	<p><b>Taking the right risks for the rewards: Strategic implications of the era of asset management</b></p> <ul style="list-style-type: none"> <li>Understanding the risks of the shift to asset liability</li> <li>Adapting to the cultural shift of the switch to service</li> <li>Resetting and re-structuring the business model</li> <li>Regulatory implications of the asset ownership model</li> </ul>
14:20-14:40	<p><b>It's the experience that counts: digital delights</b></p> <ul style="list-style-type: none"> <li>Changing expectations</li> <li>Digitalising the service</li> <li>Improving the experience</li> </ul> <p><b>Carmen Ene, CEO, 3 Step IT</b></p> 
14:40-15:00	<p><b>In it together? Understanding the partner-based approach to innovation and business optimisation</b></p> <ul style="list-style-type: none"> <li>Where should the industry look for innovation inspiration?</li> <li>What role should technology partners play and how is it changing?</li> <li>How do you right-size your technology partner?</li> <li>Overcoming the obstacles of digital transformation</li> </ul>
15:00-15:30	<p><b>SPEAKER Q&amp;A and PANEL DISCUSSION: Always On: Using data and analytics to drive performance, deliver value</b></p>

	<ul style="list-style-type: none"> <li>Understanding the value of a data-first strategy</li> <li>How do you un-silo your data?</li> <li>Building a data-centred sales culture</li> <li>Customers come first: Thinking about customer need, not product sales</li> </ul> <p><b>Philippe Rozental</b>, Global COO, Managing Director, <b>Société Générale Equipment Finance</b>  <b>Carmen Ene</b>, CEO, <b>3 Step IT</b></p> <p> </p>
15:30-16:00	<b>Networking Coffee Break</b>
<b>SESSION FOUR: Building the New Model Lessor</b>	
	<p><b>Chair: Andrew Denton</b>, Chief Executive Officer, <b>Alfa</b></p> <p></p>
16:00-16:20	<p><b>Our future, our people</b></p> <ul style="list-style-type: none"> <li>Understanding emerging talent trends</li> <li>Best practice in talent acquisition and management</li> <li>Right fitting for the future? Building the right skills and talent pipelines</li> <li>Why diversity matters for modern leasing</li> </ul>
16:20 -16:40	<p><b>Lessons in leasing: Insights from autofinance's innovation revolution</b></p> <ul style="list-style-type: none"> <li>Managing the pressures of high growth, low residuals</li> <li>Gearing up the secondary market</li> <li>Using data and analytics to manage risk, improve sales</li> <li>Managing the transition to digital</li> </ul>
16:40-17:20	<p><b>FINAL DEBATE: The Lean-ers and Leaders Debate</b>  <i>Industry leaders and lean fintechs debate their views on what's needed to help the industry make the big (digital) leap forward</i></p> <ul style="list-style-type: none"> <li>Is a new era dawning?</li> <li>Are we ready for it and how can we take the leap?</li> <li>What can the industry learn from new digital entrants in banking?</li> <li>How can the industry embrace change and build a new culture?</li> <li>Why isn't there more innovation in asset finance and how can we jump start it?</li> </ul> <p><b>John Rees</b>, Chief Commercial Officer, <b>Société Générale Equipment Finance</b>  Representative, <b>DLL</b>  <b>Pascal Layan</b>, Global Head of Business Lines and Member of the Executive Management Committee, <b>BNP Paribas Leasing Solutions</b></p> <p>  </p>
17:20-17:30	<b>Chair's closing remarks</b>
19:00	<p><b>Drinks Reception sponsored by Netsol</b></p> <p></p>
20:00	<p><b>Awards Gala Dinner sponsored by Alfa</b></p> <p></p>