













08:00-09:00	Refreshments and registration
09:00-09:10	Chair's opening remarks: <b>Lindsay Town</b> , Chief Executive, <b>IAA-Advisory</b> 
SESSION ONE: Rising to the challenge of change	
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: Leasing - strategic luxury or prized asset? – topic tbc</b> <ul style="list-style-type: none"> <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> <b>Patrick Beselaere, CEO, ING Lease Belgium / ING Commercial Finance Belux</b> 
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>Moderator: Lindsay Town, Chief Executive, IAA-Advisory</b> <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> <b>Patrick Beselaere, CEO, ING Lease Belgium / ING Commercial Finance Belux</b>
11:00-11:30	    
11:00-11:30	Networking Coffee Break

SESSION TWO: New Model Lessor – In Principle and in Practice	
	<p><b>Chair: Joanne Davis, Head of Asset &amp; Consumer Finance (UK Division), Locke Lord (UK) LLP</b></p> <p></p>
11:30-11:50	<p><b>Case study: Forget the lease? Embracing the lifecycle approach</b></p> <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> <li>Operational considerations of the switch to service</li> </ul> <p><b>Bas van Asseldonk, Executive Vice President Europe, DLL</b></p> <p></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> <p></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><b>Moderator: Joanne Davis, Head of Asset &amp; Consumer Finance (UK Division), Locke Lord (UK) LLP</b></p> <p><i>Representative, Cloud Lending Solutions</i></p> <p><b>Brendan Gleeson, Group CEO, White Clarke Group</b></p> <p><i>Further speakers tbc</i></p> <p>    </p>
13:00-14:00	<p><b>Networking lunch sponsored by Locke Lord LLP</b></p> <p></p>
SESSION THREE: Operations Theatre – All Systems, Go!	
	<p><b>Chair: Patrick Guin, CEO, Max &amp; Tite International; Senior Advisor, Invigors</b></p>
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><i>Carmen Ene, CEO, 3 Step IT</i></p> <p><b>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 and 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><i>Moderator: Patrick Gouin, CEO, Max &amp; Tite International; Senior Advisor, Invigors</i>  <i>Philippe Rozental, Global COO, Managing Director, Société Générale Equipment Finance</i>  <i>Carmen Ene, CEO, 3 Step IT</i>  <i>Per Dahlqvist, Head of Business Development, Tieto</i></p> <p><b>3 STEP IT</b>  <b>tieto</b>  <b>SOCIETE GENERALE</b>  Equipment Finance</p>
15:30-16:00	<b>Networking Coffee Break</b>
<b>SESSION FOUR: Building the New Model Lessor</b>	
	<p><b>Chair: Andrew Denton, Chief Executive Officer, Alfa</b></p> <p><b>Alfa</b> </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></p> <p><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><i>John Rees, Chief Commercial Officer, Société Générale Equipment Finance</i>  <i>Bas van Asseldonk, Executive Vice President Europe, DLL</i></p>

	<p><b>Pascal Layan</b>, <i>Global Head of Business Lines and Member of the Executive Management Committee, BNP Paribas Leasing Solutions</i>  <b>Patrick Beselaere</b>, <i>CEO, ING Lease Belgium / ING Commercial Finance Belux</i></p> <p>  SOCIETE GENERALE Equipment Finance            BNP PARIBAS LEASING SOLUTIONS            DL financial solutions partner            ING         </p>
17:20-17:30	Chair's closing remarks
19:00	Drinks Reception sponsored by Netsol 
20:00	Awards Gala Dinner sponsored by Alfa 