



# LEASING LIFE - CONFERENCE & AWARDS 2023

## 20<sup>th</sup> Anniversary

Corinthia Grand, Budapest

9<sup>th</sup> November 2023

### Key Speakers:

*István Zs.Nagy, President, Hungarian Leasing Association*  
*Florence Roussel-Pollet, Chief Commercial Officer, Societe Generale Equipment Finance*  
*Andrew Denton, CEO, Alfa*  
*Bill Stephenson, Global CEO, PEAC Solutions*  
*Matt Roper, CEO Commercial, Close Brothers*  
*Richard Dewire, Chief Revenue Officer, Alfa*  
*Pascal Layan, Deputy CEO, BNP Paribas Leasing Solutions*  
*Ben Jones, Head of Product, Alfa iQ*  
*Ian Plummer, Commercial Director, AutoTrader*  
*Marije Rhebergen, Global Head of Sustainability, DLL*  
*Carmen Ene, CEO 3stepIT and BNP Paribas 3 Step IT*  
*Thomas Nokin, Founder & CEO, Basikon*  
*Martin de Heus, EMEA Director, Enterprise and Corporate Solutions, Moxo*  
*Rob Murphy, Chief Operating Officer, Quiktrak*  
*Ognjen Radovic, Head of Leasing and Factoring, TietoEvy*  
*Horst Becker, Senior Manager, KPMG*  
*Stefan Kurz, Financial Services Manager, KPMG*  
*Patrick Gouin, Executive Director, Invigors EMEA*  
*Ian Robertson, Executive Director, Invigors EMEA*

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## Session One – Market dynamics and trends

Chair: *Alejandro Gonzalez, Editor, Leasing Life*

### 09.00 **Welcome Address**

*István Zs.Nagy, President, Hungarian Leasing Association*

### 09.10 **Opening Keynote Address**

**From uncertainty to certainty: Navigating challenges and seizing opportunities in the evolving leasing landscape**

- Analysing global economic trends and their implications for leasing markets
- Addressing regulatory changes, customer demands, and risks
- Identifying emerging opportunities for growth and leveraging technology advancements
- Strategies for risk management, collaboration, and adapting business models

*Florence Roussel-Pollet, Chief Commercial Officer, Societe Generale Equipment Finance*

09.30

**Automation at your service: Driving efficiency through AI and robotics**

- Exploring the potential of AI and robotics in transforming the leasing industry
- Showcasing real-world examples of applications in the industry
- Tackling compliance challenges and enhancing risk management with technological advancement

*Ben Jones, Head of Product, Alfa iQ*

09.50

**Automotive digitisation: Physical retailing, digital journeys**

- Auto Trader's latest consumer research findings
- How retailers are combining the digital journey with the physical showroom environment
- The importance of a true omni-channel experience
- How retailers and lease companies are adapting to this change in the UK

*Ian Plummer, Commercial Director, AutoTrader*

10:10

**Mastering the technology transition**

- Critical path analysis within software implementation

- Navigating software selection within the leasing space
- Maximizing project efficiency through quality of requirements

**Horst Becker, Senior Manager, KPMG**

10:30

## Panel Discussion

**Thriving in the technology era: Challenges, opportunities and ensuring readiness**

*Chair: Alejandro Gonzalez, Editor, Leasing Life*

*Florence Roussel-Pollet, Chief Commercial Officer, Societe Generale Equipment Finance*

*Ben Jones, Head of Product, Alfa iQ*

*Ian Plummer, Commercial Director, AutoTrader*

11:00

**Refreshment break**

## Session Two – Innovate, innovate: The asset at the heart of success

**Chair: Patrick Guin, Executive Director, Invigors EMEA**

11:30

**Leasing Today: Knowing our strengths, limits and the challenges to overcome**

- Our role as lessors
- Adapting leasing strategies to navigate turbulent times whilst aligning with sustainability targets
- Financing the transition to clean and renewable energy sources
- What the future looks like for the leasing industry

***Pascal Layan, Deputy CEO, BNP Paribas Leasing Solutions***

***Myriam Beque, Head of International Business Line, BNP Paribas Leasing Solutions***

***Pascale Favre, Head of International Business Line, BNP Paribas Leasing Solutions***

***Andrey Maramzine, Chief Sustainable Officer, BNP Paribas Leasing Solutions***

11:50

**Inspecting the world one asset at a time**

- Exploring the latest mobile technology to assist in performing inspections and audits of assets
- Shaping IT system to fit client demands
- Why people are the real assets

***Rob Murphy, Chief Operating Officer, Quiktrak***

12:10

**Reserved for *Marije Rhebergen, Global Head of Sustainability, DLL***



- 12:30      **Supporting the circular transition in Europe**
- Helping European businesses maximise the value of their technology investment
  - Circular and profitable, when being sustainable pays
  - What's next; understanding the regulatory landscape

*Carmen Ene, CEO 3stepIT and BNP Paribas 3 Step IT*

- 12:50      **Panel Discussion**
- Bridging the gap between financing and effective asset management: Do we have the “asset” culture?**
- Chair: Patrick Gouin, Executive Director, Invigors EMEA*  
*Carmen Ene, CEO 3stepIT and BNP Paribas 3 Step IT*  
*Rob Murphy, Chief Operating Officer, Quiktrak*  
*Marije Rhebergen, Global Head of Sustainability, DLL*  
*Pascal Layan, Deputy CEO, BNP Paribas Leasing Solutions*

- 13:20      **Lunch**

## Session Three – Thriving in turbulent times: Maximising profitability and control

*Chair: Ian Robertson, Executive Director, Invigors EMEA*

- 14:20      **Creating a pan-European one-stop shop**
- Underpinning successful establishments
  - Navigating the strategic advantages of centralising leasing services
  - Highlighting essential IT considerations

*Thomas Nokin, Founder & CEO, Basikon*

- 14:40 **Orchestrating success: Aligning operating models and systems**
- Orienting operations and IT Teams to drive business focused outcomes
  - Does the segmentation between “front” and “back” still make sense?

*Speaker TBC*

- 15:00 **Streamlining client business workflows in leasing**
- Rethink today’s costly, inefficient, and fragmented client interaction model requiring significant manual intervention
  - Use actionable business insights to improve team productivity, identify bottlenecks, and improve performance
  - Explore leveraging project workspaces to streamline your external business, drive operational efficiency, and increase retention
  - Coordinate with your clients, partners, and teams to achieve joint deliverables, hit milestones, gather approvals, and more

*Martin de Heus, EMEA Director, Enterprise and Corporate Solutions, Moxo*

15:20 **Panel Discussion**

**Operational excellence: How do we get there?**

*Chair: Ian Robertson, Executive Director, Invigors EMEA*

*Thomas Nokin, Founder & CEO, Basikon*

*Martin de Heus, EMEA Director, Enterprise and Corporate Solutions, Moxo*

*Ognjen Radovic, Head of Leasing and Factoring, TietoEvry*

*Stefan Kurz, Financial Services Manager, KPMG*

15:50 **Refreshment break**

**Session Four – What are the future trends and disruptors for the leasing Industry?**

*Chair: Andrew Denton, CEO, Alfa*

- 16:20 **Unleashing the future: Innovation, trends, and the leasing workplace**
- Navigating the evolving job landscape; is this the end of traditional roles?
  - Revolutionising sales and operational functions
  - Building a talented workforce; effective recruitment strategies and training for growth

*Matt Roper, CEO Commercial, Close Brothers*

- 16:40 **Attracting and retaining the new generation**
- The 'graying' of our industry and the mission critical need for succession planning and leadership development
  - Cultivating top talents and high potentials with appropriate mentoring and coaching
  - Identifying the right skills and capabilities to excel in our fast-changing industry and world
  - "Getting Uncomfortable" – the stretch assignments where real lessons are learned and the real growth occurs

**Bill Stephenson, Global CEO, PEAC Solutions**

- 17:00 **Business models revolution: FinTech's on the accelerated move**
- Harnessing the power of micro-tickets
  - Exploring Fintech innovation and digital tactics
  - Looking to a fully digitalised business model whilst ensuring the customer experience is captured

**Speaker TBC**

17:20 **Closing Panel Discussion - Where do we see our industry in 2028?**

*Chair: Richard Dewire, Chief Revenue Officer, Alfa*

*Matt Roper, CEO Commercial, Close Brothers*

*Bill Stephenson, Global CEO, PEAC Solutions*

- 17:50 **Closing Remarks**  
**Key learnings of the day**  
*Patrick Gouin, Executive Director, Invigors EMEA*  
**Conference Close**

## LEASING LIFE AWARDS

- 18:30 **Pre- Awards Drinks Reception**
- 19:30 **Leasing Life Awards**  
**Chaired by Andrew Denton, CEO, Alfa**

## **Other Topics**

### **Maximising value through servitisation and IoT devices**

- Viewing assets as living productive bodies to unlock new revenue streams
- Understanding the concept of TUC (Total Cost of usership) and its significance
- Embracing the shift towards service-based business models
- Looking at the power of services centred around the asset including predictive maintenance, and energy consumption optimization

### **Mastering risk management: Specialization and anticipation for a changing landscape**

- Understand risks in new markets and new products; do we really know our risks?
- Examining key challenges and obstacles to success
- Developing proactive strategies to stay ahead of the curve and mitigate future risks