



LEASING LIFE - CONFERENCE & AWARDS 2023

20th Anniversary

Corinthia Grand, Budapest

9th 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
Andrew Flegg, Chief Technology Officer, Alfa
Nick Press, Finance & Leasing Development Director, AutoTrader
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
Gerrit-Jan Bas, Managing Director, PACCAR Financial Europe B.V
Natalia Grigoreva, Head of Rabobank and DLL Partnership, DLL
Patrick Gouin, Executive Director, Invigors EMEA
Ian Robertson, Executive Director, Invigors EMEA
Nick Feasey, Executive Director, Invigors EMEA

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9th November 2023 | Corinthia Grand, Budapest

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 uncertainties to certainty

- Global economic trends and Equipment finance
- Keynotes for our industry

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

Automation at your service: Driving efficiency through AI and robotics

09.30

- 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

Andrew Flegg, Chief Technology Officer, Alfa

09.50

Automotive digitisation: Physical retailing, digital journeys

- Auto Trader's latest consumer research findings
- How retailers are combing 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

Nick Press, Finance & Leasing Development 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
Nick Press, Finance & Leasing Development Director, AutoTrader
Andrew Flegg, Chief Technology Officer, Alfa

11:00 **Refreshment break**

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

Chair: Ian Robertson, 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 Sustainability 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 **Sustainable Finance: What can the leasing world learn from the banking world?**

- Introduction to sustainable finance
- Sustainable finance in the banking industry / banks in general

- Sustainable finance in the leasing industry
- What can we learn from the banks to accelerate adoption of sustainable finance in the leasing industry?
- How can we collaborate as an industry to accelerate sustainable finance in the leasing industry?

Natalia Grigoreva, Head of Rabobank and DLL Partnership, DLL

12:30

The circular advantage: Cybersecurity as a lifecycle issue

- From procurement to protection; building resilience
- Navigating converging risks in the digital world
- Circular strategies; greening tech and securing data

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: Ian Robertson, Executive Director, Invigors EMEA

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

Rob Murphy, Chief Operating Officer, Quiktrak

Natalia Grigoreva, Head of Rabobank and DLL Partnership, DLL

Pascal Layan, Deputy CEO, BNP Paribas Leasing Solutions

Thorsten Arp, Vendor Relationship Director for Healthcare & Green Energy, Societe Generale Equipment Finance

13:20

Lunch

- 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?
 - A view on continuously changing customer needs

Gerrit-Jan Bas, Managing Director, PACCAR Financial Services Europe

- 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: Nick Feasey, 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

Gerrit-Jan Bas, Managing Director, PACCAR Financial Europe B.V

- 15:50 **Refreshment break**

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

Chair: *Richard Dewire, Chief Revenue Officer, 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

Data, Data, Data Assets, Assets, Assets ...What else?

- Data enabled business models
- More services around the asset ... and what kind of services / services management
- Stepping up to the Energy transition challenge: new assets and related challenges
- The move to / needs for “asset / Installed base relationship managers”

Ian Robertson, Executive Director, Invigors EMEA

17:00

Futureproof: Ensuring our Industry’s Next Generation of Leaders

- 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

17:20

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

Ian Robertson, Executive Director, Invigors EMEA

17:50

Closing Remarks

Key learnings of the day

Patrick Gouin, Executive Director, Invigors EMEA

Conference Close

18:30 **Pre- Awards Drinks Reception**

19:30 **Leasing Life Awards**
Chaired by Andrew Denton, CEO, Alfa