



9TH ANNUAL MOTOR FINANCE EUROPE: CONFERENCE AND AWARDS 2023

InterContinental Wien, Vienna

19th – 20th October 2023

Speaker Faculty:

Kilian Noack, Managing Director, Mercedes-Benz Leasing Deutschland GmbH

Vanessa Govi, Chief Innovation Officer, ALD Automotive LeasePlan

Giacomo Carelli, CEO CA Auto Bank and Chairman, Drivalia

Klaus Entenmann, Chairman of the Board, Mercedes-Benz Auto Finance

Karim el Ablaoui, CIO and Board Member, CreditPlus Bank

Alejandro Gonzalez, Editor, Motor Finance Online

Karim Tsouli, IT Director, Mobilize Financial Services

Frank Lundberg, Nordic Head of Global Partnerships & Sustainable Financing, Nordea Finance

Chris Hanlon, Managing Director, First Citizen Finance

Eva Kellershof, VP Sales North America & Europe, NETSOL Technologies

James Standing, Finance and Leasing Development Director, AutoTrader

Andreea Socol, Director of Presales, UKI & EMEA UKI & EMEA, DRUID AI

Colin Fleischmann, Director of Global Accounts and Business Development, Solifi

Christopher Ley, Partner, Berylls Strategy Advisors

John Cassidy, Director of Commercial Partners, Close Brothers Motor Finance

Benjamin Koeck, Associate Partner, McKinsey&Company

Ursula Weigl, Partner, McKinsey&Company

Romain Zilahi, Partner, McKinsey&Company

Ralf Baust, Country Manager, Sofico

Matteo Bossi, Solutions Analytics Architect - Data Scientist, Earnix

Nicolas Ullmo, Deputy CEO, Basikon

Andrej Schleicher, Head of Sales, Verimi

Nick Myatt, Principal Consultant – Decision Management, FICO

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Motor Finance Conference 19 th October Day 1 Programme	
08:00 – 08:40	Registration
08:40 – 08:50	Chair's opening remarks Alejandro Gonzalez, Editor, Motor Finance Online
SESSION ONE: What is the Changing Future of the Motor Finance Industry in Uncertain Economic Times? Chair: Christopher Ley, Partner, Berylls Strategy Advisors	
08:50 – 09:10	Navigating the motor finance landscape to succeed in a challenging financing market <ul style="list-style-type: none"> Building a customer centric and future-proof financial services entity Sharing the value-add of the captive business for the Mercedes-Benz luxury strategy How the smart utilisation of regulatory requirements can be used as competitive advantage <i>Kilian Noack, Managing Director, Mercedes-Benz Leasing Deutschland GmbH</i>
09:10 – 09:30	Unleashing the (super-)powers of generative AI in auto finance <ul style="list-style-type: none"> Areas of application and use cases from customer service, fraud detection to process optimization and regulatory compliance Area-specific opportunities and risks Next steps in AI for auto finance companies <i>Eva Kellershof, VP Sales North America & Europe, NETSOL Technologies</i>
09:30 – 09:50	Beyond niche application: will mobility become as mainstream and successful as once hoped? <ul style="list-style-type: none"> Letting profitably mobility structure, is this really a viable business model? Why the one-size fits all model won't work everywhere: How can we make mobility work for areas with varying geographic qualities? Where can mobility be best implemented? As mobility becomes an increasingly fractured business, what does the motor finance bank of the future look like? <i>Vanessa Govi, Chief Innovation Officer, ALD Automotive LeasePlan</i>
09:50 – 10:10	Automotive digitization: Physical retailing, digital journeys <ul style="list-style-type: none"> AutoTrader'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

	<ul style="list-style-type: none"> How retailers and lenders are adapting to this change in the UK <p>James Standing, Finance and Leasing Development Director, AutoTrader</p>
10.10 – 10.30	<p>Panel Discussion: What does the year ahead look like for the auto finance industry faced with a changing market?</p> <p><i>Chair: Christopher Ley, Partner, Berylls Strategy Advisors</i></p> <p><i>Klaus Entenmann, Chairman of the Board, Mercedes-Benz Auto Finance</i></p> <p><i>Eva Kellershof, VP Sales North America & Europe, NETSOL Technologies</i></p> <p><i>James Standing, Finance and Leasing Development Director, AutoTrader</i></p> <p><i>Kilian Noack, Managing Director, Mercedes-Benz Leasing Deutschland GmbH</i></p> <p><i>Vanessa Govi, Chief Innovation Officer, ALD Automotive LeasePlan</i></p>
10.30 - 11:00	Morning refreshments and networking
<p>SESSION TWO: What are the New Operating and New Finance Models?</p> <p>Chair: Alejandro Gonzalez, Editor, Motor Finance Online</p>	
11:00 – 11:20	<p>Thriving in the EUR 425+ bn mobility financing and insurance market</p> <ul style="list-style-type: none"> Structural shifts are drastically changing mobility e.g., new customer ownership preferences, change in mode of transport or transition towards electric Whilst traditional mobility financial services segments such as new vehicle financing observe limited growth, we see new, fast-growth value pools arising until 2030 To sustain growth trajectories, auto finance players need to look for revenue opportunities beyond their existing core business - especially in the used vehicles, micro-mobility, and EV charging segments We want to elaborate on five strategic plays, that help auto finance players thrive in this new environment <p>Benjamin Koeck, Associate Partner, McKinsey&Company</p> <p>Romain Zilahi, Partner, McKinsey&Company</p>
11:20 – 11:40	<p>Operationalising sustainability in the leasing industry</p> <ul style="list-style-type: none"> Ways to reduce Scope 3 financed emissions Framework for green asset financing ESG asset classification and scoring Portfolio ESG analytics, monitoring and target setting <p>Colin Fleischmann, Director of Global Accounts and Business Development, Solifi</p>
11:40– 12:00	<p>Motor Finance: For consumers, wherever they need it</p> <ul style="list-style-type: none"> Traditional method is changing - what was previously weighted heavily to a dealer distribution model is now shifting significantly to brokers and more direct market players. How finance providers need to evolve their routes to market <p>John Cassidy, Director of Commercial Partners, Close Brothers Motor Finance</p>
12:00 – 12:20	<p>Set-up of a pan-European one stop shop for Motor Finance</p> <ul style="list-style-type: none"> Business cases Recommendations, IT considerations <p>Nicolas Ullmo, Deputy CEO, Basikon</p>
12:20 – 12:40	Elevating Leasing Excellence with DRUID Conversational Business Applications

	<ul style="list-style-type: none"> Gain valuable insight and experience the future of leasing featuring the transformative power of DRUID Conversational Business Applications. Learn how Conversational AI, LLMs and GenAI can optimize operations, deliver exceptional customer journeys, and open doors to increased revenue streams. Discover first-hand how streamlined financing, rapid approvals, multichannel interactions, automated deferrals, and convenient data updates can reshape your leasing strategies and help you stay ahead of the pack. <p>Andreea Socol, Director of Presales, UKI & EMEA, DRUID AI</p>
12:40– 13:00	<p>Panel Discussion: How to maximise profitability with new models and leasing structures? Chair: Alejandro Gonzalez, Editor, Motor Finance Online Ursula Weigl, Partner, McKinsey&Company Colin Fleischmann, Director of Global Accounts and Business Development, Solifi John Cassidy, Director of Commercial Partners, Close Brothers Motor Finance Nicolas Ullmo, Deputy CEO, Basikon Andreea Socol, Director of Presales, UKI & EMEA, DRUID AI</p>
13:00 – 13:50	Lunch & Networking
SESSION THREE: How to Adopt a Flexible Approach to Mobility? Chair: Bernd Oppold, Partner, KPMG Deutschland	
13:50 – 14:10	<p>Discovering how mobility solutions can allow everybody to drive green</p> <ul style="list-style-type: none"> Democratising green mobility A 100% Digital Experience with CA Auto Bank & Drivalia Taking responsible action in the race to net-zero for a sustainable future: electric mobility solutions, from car sharing to green financing solutions <p>Giacomo Carelli, CEO CA Auto Bank and Chairman Drivalia</p>
14:10 – 14:30	<p>The auto industry is at a crossroads and the rate of change is accelerating – can you keep pace?</p> <ul style="list-style-type: none"> Vehicles, business models, consumer expectations & behaviours, and government regulation are rapidly changing The ability to effectively harness data and analytics will enable organisations to elevate and differentiate customer experience Open ecosystems and compossible technologies provide the opportunity to overcome typical AI challenges enabling your business to adapt and innovate at pace <p>Nick Myatt, Principal Consultant – Decision Management, FICO</p>
14:30 – 14:50	<p>From financial services to sustainable solutions</p> <ul style="list-style-type: none"> Customer solutions: Navigating the service transformation The speed of right: Leading sustainable transportation Connecting the dots: The solutions eco-system <p>Benjamin Eule, Director Global Services, Daimler Truck Financial Services GmbH</p>
14:50 – 15:10	<p>Mobility-as-a-Service: The shift from product pricing to service pricing</p> <ul style="list-style-type: none"> How customers demand for flexible, user centric, “no hassle” mobility solutions drive new business models

	<ul style="list-style-type: none"> The challenges of moving to a subscription-based model – which products to include and how to price them? How motor finance organizations can become: <ul style="list-style-type: none"> Flexible: Set a comprehensive and flexible pricing methodology that will support new business models. User centric: Use advanced analytics for customer-centric, real-time pricing. “No hassle”: Combine technology and expertise to bundle and price multiple products. <p>Matteo Bossi, Solutions Analytics Architect - Data Scientist, Earnix</p>
15:10 – 15:30	<p>Go Green – or go home</p> <ul style="list-style-type: none"> Building a Sustainable finance strategy in a region where the green wave have become high and persistent Consumer behaviour is changing along with ESG focus– how do we make sure that we adapt to remain relevant. <p>Frank Lundberg, Nordic Head of Global Partnerships & Sustainable Financing, Nordea Finance</p>
15:30 – 15:50	<p>Panel Discussion: Optimising the momentum for mobility to reach financial advantage Chair: Bernd Oppold, Partner, KPMG Deutschland Giacomo Carelli, CEO CA Auto Bank and Chairman Drivalia Frank Lundberg, Nordic Head of Global Partnerships & Sustainable Financing, Nordea Finance Nick Myatt, Principal Consultant – Decision Management, FICO Matteo Bossi, Solutions Analytics Architect - Data Scientist, Earnix Benjamin Eule, Director Global Services, Daimler Truck Financial Services GmbH</p>
15:50-16:10	Mid-Afternoon Refreshments
<p>SESSION FOUR: What does the Future of Digitalisation in the Motor Finance Industry Look Like? Chair: Alejandro Gonzalez, Editor, Motor Finance Online</p>	
16:10 – 16:30	<p>Driving digital transformation against the odds</p> <ul style="list-style-type: none"> Non-bank Independent Lender operating in the Republic of Ireland, a small European market Emergence of First Citizen Finance, a 30-year story Using the Internet to our advantage – Autoline, EasyCalc, Abacus and Autopoint.ie Product innovation / Operational excellence / Dealer relationships <p>Chris Hanlon, Managing Director, First Citizen Finance</p>
16:30 – 17:00	<p>Digitalised Full-Service Leasing Evolution: A Journey from Local to Global</p> <ul style="list-style-type: none"> Adapting to Market Dynamics and Customer Needs: Understanding the evolving DACH market trends and aligning services with changing customer demands. Navigating the Holistic Project Transformation: Tracing the comprehensive transformation journey from conceptualization to lessons learned. Blueprint for Global Expansion: Establishing an efficient international rollout framework, harnessing expertise, and unlocking growth potentials across borders. <p>Ralf Baust, Country Manager, Sofico Karim Tsouli, IT Director, Mobilize Financial Services</p>
17:00 – 17:20	Digitalisation, mobility and sustainability: a perfect fit!

	<ul style="list-style-type: none"> • Trends and challenges affecting the automotive business • The role of value-added services (embedded finance) in sales and digitalization • Digitising in-dealership motor finance loan applications • Digitalisation to support dealers in eMobility and Sustainability transformation <p>Karim el Abiary, CIO and Board Member, CreditPlus Bank</p>
17:20-17:40	<p>One digital identity for every driver - How the Verimi ID Wallet supports current and future mobility services.</p> <ul style="list-style-type: none"> • Offer fast, easy and convenient processes through digital customer onboardings • All-in-one solution for digital identifications, digital signatures and payment services • Seamless integration into any use case, such as internet-based vehicle registrations (i-Kfz), car-leasings and contract conclusions • Digitally verify driving licences of your customers <p>Andrej Schleicher, Head of Sales, Verimi Florian Bremer, Chief of Staff, Verimi</p>
17:40-18:00	<p>Closing Panel Discussion: What does the Future of Digitalisation in the Motor Finance Industry Look Like?</p> <p><i>Chair: Alejandro Gonzalez, Editor, Motor Finance Online</i> <i>Chris Hanlon, Managing Director, First Citizen Finance</i> <i>Ralf Baust, Country Manager, Sofico</i> <i>Karim el Abiary, CIO and Board Member, CreditPlus Bank</i> <i>Andrej Schleicher, Head of Sales, Verimi</i></p>
19:00 – 20:00	Drinks Reception
20:00 - late	<p>Motor Finance Europe Awards Ceremony</p> <div>    </div> <p>Black-tie gala dinner and awards to celebrate industry talent, success and achievement.</p>

	Motor Finance Conference 20 th October Day 2 Programme
9:30	Networking breakfast Join us for a farewell networking breakfast in the exhibition hall before heading home from the conference. This is an excellent chance to reflect on the previous days' events and solidify plans before leaving the event.
10.30	Close of conference