

08:30-09:30 **Coffee & Registration - Exhibition Area**

09:30-09:40 **Chairperson's welcome**
Jonathan Minter, Editor, **Motor Finance**

SESSION ONE

European Motor Finance Perspectives: Setting the Scene

09:40-10:00 **Financial Services – The Enabler of Digitalization for the Dealership**

- The German Auto Finance & Leasing Market
- Recent developments and challenges
- How can we use them for future success?

Anthony Bandmann, Chairman, **AKA**

and Chairman of the Management Board, **Volkswagen Bank GmbH**



10:00-10:20 **Captive Digiconomy: Paving the Way for an Integrated Captive Business Model**

- Redefining today's Captive role in market- and group context
- Venturing towards digitisation and predictive customer analytics
- Establishing new Captive acumen with integrated value proposition

Ulrich Bergmann, Partner, **KPMG AG WPG**

Sandra Speckbacher, Director, **KPMG AG WPG**



10:20-10:40 **The Continuing Growth of Motor Finance in the UK: What's Fuelling the Boom?**

- Reviewing developments in the UK automotive market
- Adopting new techniques to capture consumers
- FCA regulations: the latest requirements

Richard Jones

Managing Director

Black Horse Finance



10:40-11:00 **Speaker Discussion and Q&A**

11:00-11:30 **Coffee Break – Exhibition Area**

SESSION TWO

Capitalising on Fast Growing Market Segments

Chairperson: Peter Landers, Head of Consumer & Vehicle Finance, Financial Services, **Grant Thornton**



11:30-12:10 Expert Panel Discussion: Identifying the Industry's Hottest Developments

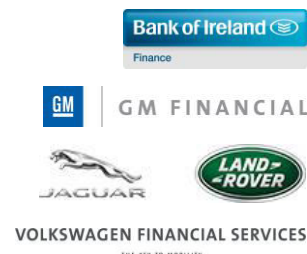
Hear industry experts from across Europe come together to discuss and debate key developments, over the last 12 months, impacting the motor finance industry

Discussion points will include:

- Creating a customer focused and competitive market
- Comparing Europe with emerging markets: China and Russia
- The changing landscape from ownership to usage
- Digital advances in financing
- Updating practices in accordance with regulatory change

Panellists include:

- **Pat Creed**, Managing Director, **Bank of Ireland Finance**
- **Ed Paulat**, Executive Vice President, **GM Financial**
- **Michael Stewart**, Finance & Risk Manager, **Jaguar Land Rover**
- **Knut Kroesche**, Director, International Fleet, After Sales & Used Car, **Volkswagen Financial Services AG**



Case Study Presentations

12:10-12:30 Respiro Car Sharing – European Best Practice Case Study

- Car Sharing is a rent-a-car version 2.0
- Transformative benefits: Technological, Economic, Social & Environmental
- Carbon neutral status – an emerging industry imperative
- Scaling up the business model

Ian Paterson
Co-founder and Executive President
Respiro.es



12:30-12:50 Customer Centric Finance Product Case Study

- Northridge Finance Joint Venture finance product
- Outlining reward and risk factors
- Examining benefits for end users and partners

James McGee
Managing Director
Northridge Finance



12:50-13:00 Speaker Discussion & Audience Q&A

13:00-14:00 Networking Lunch

SESSION THREE

Exploring how Digital is Changing Customer Expectations and Behaviour

Chairperson: Jonathan Minter, Editor, **Motor Finance**

14:00-14:20 The Shift from Ownership to Usage: Future Implications

- The rising popularity of car-sharing and short term rentals
- Consumers benefit from reduced cost and sustained mobility
- Driven by younger generations – huge implications for the future of the industry

Graeme Banister

Director of Consulting, Mobility

Frost and Sullivan



14:20-14:40 The Quickest Yes in Britain – How AU10TIX Enabled RCI to Revolutionise Auto-Financing

Ofer Friedman

VP Marketing

AU10TIX Limited



14:40-15:20 Expert Panel Discussion: Disrupting Motor Finance with Technology

Hear technology experts from across the industry come together to discuss and debate key developments disrupting the motor finance industry

Discussion points include:

- Analysing the latest technological innovations in the industry
- Creating precise customer profiles and personalising your products to increase sales
- Adapting to a data-driven and information-centric culture
- Can customer experience drive digital adoption?
- New strategies to increase time and save costs

Speakers include:

- **Ofer Friedman**, VP Marketing, **AU10TIX Limited**
- **Shaun Harris**, Sales Director, **Codeweavers**
- **Graeme Banister**, Director of Consulting, Mobility, **Frost and Sullivan**
- **David Webber**, Managing Director, **Intelligent Environments**



15:20-15:30 Speaker Discussion and Audience Q&A

15:30-16:00 Networking Coffee Break

SESSION FOUR

Future Focus: Key Trends on the Horizon

Chairpersons:

Ulrich Bergmann, Partner, **KPMG AG WPG**

Sandra Speckbacher, Director, **KPMG AG WPG**



16:00-16:20 Finance Models for the Future

- Motor Finance – now and the enabled future
- The Tripartite challenge
- The CRM conundrum

Karl Werner

Head of Sales & Marketing

Motonovo Finance



16:20-17:00 Closing Debate – Establishing a Roadmap for Motor Finance in 2016 and Beyond

Hear experts discuss a plan of action as gained from the day's presentations. Panelists will consist of experts from OEMs/captive finance companies, leasing organisations and product specialists to provide a cross-industry view on the future of motor finance.

Discussion points will include:

- Key market trends identified from today's talks
- Will the industry ever become truly digital?
- Motor Finance in 5 years – what will the market look like?
- Planning the next steps for your strategy and looking towards the future

Speakers include:

- **Dr. Peter Renkel**, Managing Director, **AKA**
- **Richard Jones**, Managing Director, **Black Horse Finance**
- **Mike Dennett**, CEO, Segment Financial Services UK, **BMW Group**
- **Peter Minter**, Managing Director, **Moneybarn**
- **Karl Werner**, Head of Sales & Marketing, **Motonovo Finance**



17:00 Closing Remarks - Jonathan Minter, Editor, **Motor Finance**

19:00 Drinks Reception and Motor Finance Europe Awards Gala Dinner

**Subject to change*