

THE JOURNAL FOR THE CAR FINANCE INDUSTRY

# Motor Finance

## **Motor Finance: Europe Awards 2019**

### **Awards Information Pack**

The Motor Finance Europe Awards 2019 will take place on 29<sup>th</sup> May in Munich, Germany.

Full details of this year's categories and criteria can be found below.

Nominations are now open – deadline for entries is 5pm GMT on Friday 29th March.

Send your completed nominations to [events@arena-international.com](mailto:events@arena-international.com)

Nominees should follow these simple guidelines to ensure their submission has the best chance of winning.

### Submission Rules

1. Submissions can be made either on behalf of your own company or in recognition of a colleague or partner firm.
2. Maximum of 1,000 words in Word format, no appendices.
3. Entry must address the award category explicitly, not generic links to web sites, corporate marketing etc.
4. Submissions should highlight the key differentiator and competitive nature of the project or implementation
5. It is made explicit the Entrant, Judges and the publication will treat any and all information in strict confidence and any quotes or information to go into the public domain will be pre-cleared by the Entrant.
6. Submissions made after the publicised cut-off date will be ignored irrespective of their relative merits.
7. The Editor and Judges reserve the right to make no award for any specific category
8. The Editor and Judges reserve the right to move a submission to a more appropriate category at their discretion
9. In submitting for more than one category the submissions must be unique
10. The Editor and Judges' decision is final

The full list of awards categories and criteria for this year's awards can be found below.

Please note: *Whilst we recommend you to try to submit against as many of the criteria as possible, we appreciate that for some companies this may not be possible. The more you can respond against the stronger your application will be, but we would like to highlight that submitting against all criteria is not mandatory.*

Should you require further guidance on your entry please contact our Editor: Brian Cantwell  
[brian.cantwell@verdict.co.uk](mailto:brian.cantwell@verdict.co.uk)

Good luck in your submissions!

**Captive Finance Company of the Year:**

This award is open to nominations for the captive finance houses of any consumer vehicle producer. These finance companies have become increasingly important to the manufacturers in keeping up overall car sale volumes. This in turn has driven greater levels of finance penetration and more innovation from the finance houses. For this award, judges will take into account:

- The performance of the finance company in terms of finance penetration within the brands, and contribution to group profits/revenue
- Evidence the finance company has helped sales of the mother company grow, despite a tough economic climate
- Development of the business, e.g. new financial products and growth in volumes in 2018 compared to 2017.

**Bank Owned Independent Finance Provider of the Year:**

This award is for the bank owned independent lender is who is best able to demonstrate a proven track record of working well with intermediaries and success in improving business volumes. Judges will specifically looking for:

- What makes the lender stand out from the competition
- Development of the business, e.g. new financial products and growth in volumes in 2018 compared to 2017.
- Demonstrable relationship success with intermediaries, such as supporting dealer activity or helping with regulatory changes

**Non-bank Owned Independent Finance Provider of the Year:**

This award is for the non-bank owned independent lender is who is best able to demonstrate a proven track record of working well with intermediaries and success in improving business volumes. Judges will specifically looking for:

- What makes the lender stand out from the competition
- Development of the business, e.g. new financial products and growth in volumes in 2018 compared to 2017.
- Demonstrable relationship success with intermediaries, such as supporting dealer activity or helping with regulatory changes

### Sub-Prime/Non-prime Lender of the Year:

This award looks to acknowledge those who have provided finance to customers with less than stellar credit histories. Lending in this important niche usually involves higher rates but higher risks, and this award is looking to see who has best adapted their business to cope with the challenges, and made success of the challenges. Specifically, judges will look at:

- Demonstrate a thorough approach to affordability and credit checking, without overly effecting response times
- How customers whose circumstances have changed and are in need of further assistance are taken care of
- Products specifically designed to be appropriate to sub-prime customers.

### Intermediary of the Year:

Be it broker or dealer, intermediaries are the life blood of the industry, and vital for introducing new business to all finance companies. While sizes vary from small operations to huge franchised networks, success always involves a unique mix of relationship management, technology and processes, and recent regulatory changes have only made things harder. For this award judges will be looking at:

- Proposal acceptance rates
- Investment in staff and processes
- Demonstrable ability to add value to lending partners' sales operations
- Relationships with lessors

### Advisory Firm of the Year:

This award is for a consultancy advisory firm that has stood out amongst its peers in taking a unique approach to the business, offering specific insight on the industry and pioneered motor finance as a key market in the past year.

### Legal Provider of the Year:

This award will recognise a legal services provider of any size that is deemed to transact a significant proportion of its business in the motor finance industry. Judges take into account:

- Team expertise in law relating to motor finance
- Visibility and influence in the marketplace
- Versatility, both in terms of types of work undertaken (litigation, transactional etc)
- Volume and complexity of work undertaken
- Notable successes on behalf of clients

### **Fleet Services Provider of the Year**

This award looks to acknowledge fleet service and management providers who go the extra mile for their clients. The industry these days is so much more than leasing cars, and a good provider can actively improve a client's productivity while lowering fleet costs. Judges will specifically be looking at:

- How the provider helps its clients to identify improvement to fleet productivity
- How individual client needs are taken into account.
- Evidence of strategic progress over the past 12 months.

### **Digital Innovation of the Year: Fleet**

This award is designed to recognise a specific digital innovation from a fleet services provider in the past 12 months. We're looking for entries to demonstrate how this innovation does something new in the fleet market. Specifically, judges will consider:

- Entrants must make clear what the specific digital innovation of the past 12 months is.
- An explanation and evidence of how the innovation improves the customer experience or improves the environmental impact of fleets.
- How does this innovation improve the lives of fleet managers, drivers or both?

### **Digital Innovation of the Year: Consumer lending**

This award is designed to recognise a specific digital innovation from a lender or broker in the past 12 months which has driven forward the digital frontier of motor finance. We're looking for entries to demonstrate how this innovation does something not done elsewhere or before. Specifically, judges will consider:

- Entrants must make clear what the specific digital innovation of the past 12 months is.
- Evidence must be provided on how the innovation improves the customer experience.
- The bigger the impact on the customer journey, the better. How does this specific innovation change the sale of finance, or the management of customers, for the better?

### **Digital Innovation of the Year**

We're looking to recognise third party technology or service providers and vendors who have brought new ideas or technology to the market. The innovation will have helped lenders, dealers or brokers sell finance more efficiently, compliantly or digitally. Specifically, judges will consider:

- Entrants must make clear what the specific digital innovation of the past 12 months is.
- Evidence must be provided on how the innovation has improved either an existing finance proposition or been key to the development of a new proposition entirely.
- How is this innovation different from what has come before?

### Best Finance Product

This award is for the finance product from a lender or broker which strikes the best balance between offering customers a good deal and ensuring a sustainable business for the company in question. The product in question should benefit the customer as well as the company. Specifically, judges will be looking at:

- The specifics of how the product works, and what makes this different from what else is out there?
- Why a customer would choose this product over an alternative, and how they benefit from it.
- Evidence of customer satisfaction being balanced with a need for sustainable business practises

### Rising Star Award:

Motor finance is famously an industry of experienced heads who know their industry like the back of their hands. This can make standing out a difficult task for newer members of the industry, and this award looks to help highlight the work of someone under the age of 35. The winner does not need to have yet risen to a senior job, but will need to be someone who can evidence the positive impact they have had on the motor finance industry.

**The following awards are presented to individuals and as such these will be awarded by the judging panel without prior nomination.**

### Industry Ambassador of the Year:

This award will go to an individual who has helped to develop and enhance the reputation or the economic role of the motor finance industry over the past 12 months.

### Lifetime Achievement Award

This award will go to an individual who has helped to build and shape the motor finance industry over the course of their career. They will have taken strategic leadership roles within a company or companies, and steered them to greater success, mentored colleagues through challenges and be a top influencer in the industry. The Lifetime Achievement is, above all else, a recognition of a career which has shown experience, talent and commitment to motor finance.

### Editor's Choice Award

This award will be given to an individual or company at the Editors discretion. The winner will be someone or thing the editor feels deserves recognition for past or recent achievements and contributions to the industry, regardless of whether they work/are a lender, broker, consultant, provider or beyond.