



Motor Finance



Motor Finance Europe 2009

Conference and Expo

13 March

Marriott Grosvenor Square London

Chaired by

Jo Tacon, Editor, Motor Finance, **VRL FinancialNews**

Brian Rogerson, Consultant Editor, **VRL FinancialNews**

Confirmed speakers

Olivier Fossion, Head of International Sales, **ALD Automotive**

Sergey Dianin, Managing Director, **ARVAL Russia**

Andrew Brameld, National Sales Director, **Barclays Partner Finance**

Ana Rubio Gonzalez, Chief Economist Sector Analysis, **BBVA S.A.**

Chris Sutton, Managing Director, **Black Horse**

John Lewis, Director General, **BVRLA**

Jacqueline Mills, Senior Advisor, **Leaseurope**

Nick Cherry, Director & General Manager, **Red2Black Collections Ltd**

David Betteley, Vice President, Managing Director, **Toyota Financial Services Plc**

Prof Peter Cooke, KPMG Professor of Automotive Management, **University of Buckingham**



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AGENDA ■ MARRIOTT GROSVENOR SQUARE LONDON ■ 13 MARCH 2009

0800-0900	Welcome Coffee & Registration in the Exhibition Area	
0900-0910	Jo Tacon Editor, Motor Finance VRL FinancialNews	Motor Finance Welcome & Opening Remarks
OPENING ADDRESS 0910-0930	Prof Peter Cooke KPMG Professor of Automotive Management University of Buckingham	
0930-0945	Ana Rubio Gonzalez Chief Economist Sector Analysis BBVA S.A.	The European Automotive Industry: The Way Ahead <ul style="list-style-type: none"> • Car registrations in Europe • The weakness of European consumption • Financing conditions in Europe
0945-1000	On-stage Interview	
PLENARY SESSION 1 1000-1140	The Impact of the Credit Crunch on Motor Finance: Challenges and Opportunities Chaired by: Jo Tacon Editor, Motor Finance VRL FinancialNews	<ul style="list-style-type: none"> • How to Get Funding –Lack of Liquidity • Falling Residual Values • Lack of Consumer Confidence • Spreading the Costs
1000-1020	Andrew Brameld National Sales Director Barclays Partner Finance	The Motor Finance Market from an Independent Perspective
1020-1040	Nick Cherry Director & General Manager Red2Black Collections Ltd	Debt Collection
1040-1100	Chris Sutton Managing Director Black Horse	Importance of Point of Sale Finance: Opportunities for 2009 <ul style="list-style-type: none"> • Company overview • Opportunities at PoS • Increasing revenue through add-on products • Another phase • Importance of relationships • Managing Confidence
1100-1120	On-stage Interview	
1120-1150	Coffee in the Exhibition Area	
PLENARY SESSION 2 1150-1250	Changes on Regulation Affecting Motor Finance Chaired by: John Lewis CEO BVRLA	<ul style="list-style-type: none"> • How the Captives are benefiting for BER (Block Exemption Regulation) changes • EU Consumer Credit Directive (CCD) • IASB/FASB Lease Accounting Project
1150-1210	Albert Moser* Chairman Porsche Financial Services GmbH	



1210-1230	Jacqueline Mills Senior Advisor Leaseurope	Update on the International Lease Accounting Review <ul style="list-style-type: none"> • Background to changes to current lease accounting standards • Standard setter discussions - state of play • Implications for the industry and its clients
1230-1250	On-stage Interview	
1250-1350	Lunch in the Exhibition Area	
PLENARY SESSION 3 1350- 1510	New Opportunities	<ul style="list-style-type: none"> • Partnership Leasing • Point of Sale
1350-1410	Sergey Dianin Managing Director ARVAL Russia	Russian Automotive Market and Auto Financing in Russia: Car market and Operational Leasing in Russia <ul style="list-style-type: none"> • ARVAL Russia – key facts&figures • Russian car market overview • Financial and Operational leasing in Russia • Russia – is one of most potential markets
1410-1430	David Betteley Vice President, MD Toyota Financial Services Plc	
1430-1450	Olivier Fossion Head of International Sales ALD Automotive	Pan-European Solutions for fleet leasing <ul style="list-style-type: none"> • FSL and fleet management european landscape • Pan-European customer demand • Focus on C&E European emerging markets • The future of Pan-European fleet management
1450-1510	On-stage Interview	
1510-1540	Coffee in the Exhibition Area	
PLENARY SESSION 4 1540- 1650	Review of Key Points in the Motor Finance Industry	<ul style="list-style-type: none"> • Channels of Distribution (Brokers, Internet) • Customer Relationship Management (CRM) • Future of Subprime • Cross-selling opportunities through M&A • SME leasing
1540-1600	Gary Lee* General Manager Retail Daimler Insurance Services UK Limited	Benefits from F&I
1600-1620	Richard Schooling* Chief Operating Officer BMW Financial Services UK	
1620-1640	Fiat Auto Financial Services*	
1640-1650	On-stage Interview	
PANEL DISCUSSION 1650-1720	Andrew Brameld* Chris Sutton* David Betteley*	
1720-1730	Close of Motor Finance Europe 2009	

* Subject to confirmation