



antwerp2006

# GROWTH & MOBILITY

Leaseurope and Eurofinas Joint Annual Conference  
1-3 October 2006 · Hilton Antwerp · Belgium



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## WELCOME

We have once again looked at making Leaseurope and Eurofinas Joint Annual Conference the most effective opportunity to gain the latest knowledge, share best practices and be fully updated on the key developments relevant to our industry.

### Sunday October 1, 2006

**09.30 > 12.30**

**Eurofinas General Assembly**

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(open to representatives nominated by their National Association only)

**14.00 > 17.00**

**Leaseurope General Assembly**

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(open to representatives nominated by their National Association only)

**19.00 > 20.30**

**Welcome Cocktail Reception hosted by our lead sponsors**

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Elzenveld, Lange Gasthuisstraat 45, Antwerp

**Evening free**

# PROGRAMME

## Monday October 2, 2006

**09.00 > 13.00**

### Common opening session

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Co-chaired by

Jean-Marc Mignerey, Chairman of Leaseurope and CEO, SG Equipment Finance

Eric Spielrein, Chairman of Eurofinas and Senior Vice President & Corporate Secretary, RCI Banque

**09:00 > 09:10 // Welcome statement**

Jean-Marc Mignerey, Chairman of Leaseurope

**09:10 > 09:40 // Inaugural speech**

Karel Van Miert, Professor, Nyenrode Institute for Competition (NIC), Nyenrode Business Universiteit

**09:40 > 10:10 // The economy in 2006 and beyond**

Willem Boonstra, Chief Economist, Rabobank Nederland

**10:10 > 10:50 // The great 2006 commodity boom and the world economy**

Philippe Chalmin, Chair Professor of economic history, Paris Dauphine University

**Questions and debate**

**11.00 > 11.30 // Break for refreshments and Viewing of exhibition**

**11:30 > 11:55 // Vision of a global market player**

Joe Nellis, European Managing Director, Direct Sales, GE Capital (UK)

**11:55 > 12:25 // Focus on a large captive player**

Ben van Schaik, former CEO Royal Fokker Aircraft, President DaimlerChrysler South America, Member Supervisory Board Heineken Nederland

**12:25 > 12:50 // Financing of transport equipment in CEE countries**

Bernd Hoffmann, Executive Board Schmitz Cargobull

**Questions and debate**

**13.00 > 14.30****Lunch and Viewing of exhibition**

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**14.30 > 17.30****Concurrent Sessions**

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**> Eurofinas**

Chaired by  
Pierantonio Rumignani, Vice-Chairman of Eurofinas and  
Head of Corporate Development, Santander Consumer Finance SA

**14:30 > 14:55 // The evolution of consumer credit in the new European countries and cross-border credit**

Bernard Beyens, Country General Counsel, Citibank Belgium

**14:55 > 15:20 // E-banking (providing credit products via the internet)**

Matti Karvonen, First Vice President, Head of Netbanks, Nordea

**15:20 > 15:45 // Fraud – a growing phenomenon**

Jamal Rahal, Director, Strategic Solutions, Experian-Scorex

**Questions and debate****16.00 > 16.30 // Break for refreshments and Viewing of exhibition****16:30 > 17:30 // Indebtedness including collective debt settlement**

Panel discussion (*following a presentation by each panelist*)

Martin Hall, Chairman, Money Advice Trust (UK)

Joop Lobstein, General Manager, Bureau Krediet Registratie –BKR (NL)

**Questions and debate****> Leaseurope**

Chaired by  
Alain Vervaeet, Leaseurope Immediate Past-Chairman and CEO, ING Lease Holding

**14:30 > 14:55 // Market overview of the construction equipment industry**

David Phillips, Managing Director, Off-Highway Research

**14:55 > 15:20 // Maritime economy, transport and logistics: the role of investments and financial instruments**

Francesco Benevolo, Director General, RAM – Rete Autostrade Mediterranee

**15:20 > 15:45 // Real estate & logistics**

Dirk Lannoo, Vice President, Katoennatie Antwerp

**Questions and debate****16.00 > 16.30 // Break for refreshments and Viewing of exhibition****16:30 > 16:55 // Impact of operating leases on key accounting ratios**

Mijntje Lückcrath, Erasmus University Rotterdam

**16:55 > 17:20 // Update on IFRS**

Thomas Schröer, Chairman of Leaseurope Taxation and Accounting Committee and Head of Accounting-Reporting, KGAL

**Questions and debate**

**14.30 > 16.00**

### **The way forward**

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#### **A special welcome meeting organized for Leaseurope's new automotive members**

Chaired by

Jean-Marc Mignerey, Chairman of Leaseurope

Presentation of Leaseurope, its governance and plan of action

**20.00 > 24.00**

### **Gala Dinner**

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Hilton Hotel

Invitation to the 2007 annual conference in Edinburgh by the FLA, UK National Association

## **Tuesday October 3, 2006**

**09.30 > 11.00**

### **Common Automotive Session – Setting the course ahead**

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Co-Chaired by

Mike Sells, Leaseurope Board Member and Operations Director, Scania International Fleet Development Ltd.

David Betteley, Eurofinas Vice-President and Vice-President, Operations, Europe and Africa, Toyota Financial Services

**09:30 > 09:40 // Opening remarks by the Co-Chairs**

**09:40 > 10:05 // Future of the truck transport industry**

Richard Walles, Director, Heavy Truck Industry Research

Global Insight Limited

**10:05 > 10:30 // Point of sale motor finance – Challenges and opportunities**

David Betteley, Eurofinas Vice-President and Vice-President, Operations, Europe and Africa, Toyota Financial Services

**Questions and debate**

**11.00 > 11.30 // Break for refreshments and Viewing of exhibition**

**11.30 > 13.00**

### **Common closing session**

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Co-chaired by  
Eric Spielrein, Chairman of Eurofinas  
Jean-Marc Mignerey, Chairman of Leaseurope

**11:30 > 12:05 // Successful changes: Mastering complexity and dynamism**

Peter Kruse, nextpractice

**12:05 > 12:50 // High performance leadership**

**How to be the very best personal and professional Leader!**

Robert Benninga, Founder Mindpower International

***Questions and debate***

**12:50 > 13:00 // Farewell statement**

Eric Spielrein, Chairman of Eurofinas

**13.00**

### **Farewell lunch**

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