

# CASCAIS 2005

THE LISBON AGENDA—  
TAKING ON THE CHALLENGE  
LEASEUROPE & EUROFINAS  
JOINT ANNUAL CONFERENCE  
**OCTOBER 2 - 4**  
**HOTEL CASCAIS MIRAGEM**  
**PORTUGAL**

WITH THE SUPPORT OF OUR EXCLUSIVE SPONSORS



LINEDATA SERVICES



audaxys

IN ASSOCIATION WITH



ESTORIL & SINTRA  
CONVENTION BUREAU



LEASEUROPE



EUROFINAS



**SUNDAY OCTOBER 2 2005**

**09.30-12.30**

Eurofinas

**GENERAL ASSEMBLY**

OPEN TO DELEGATES NOMINATED BY THEIR NATIONAL ASSOCIATION ONLY

**14.00-17.00**

Leaseurope

**GENERAL ASSEMBLY**

OPEN TO DELEGATES NOMINATED BY THEIR NATIONAL ASSOCIATION ONLY

**19.00-20.30**

**COCKTAIL RECEPTION HOSTED BY OUR SPONSORS**

**EVENING FREE**

**MONDAY OCTOBER 3 2005**

**CONFERENCE PROGRAMME**

**09.00 - 10.45**

**09.00-10.45**

**COMMON OPENING SESSION**

CO-CHAIRMEN OF THE SESSION

António Menezes Rodrigues

CHAIRMAN OF EUROFINAS

Alain Vervaeke

CHAIRMAN OF LEASEUROPE

**09.00-09.15**

**OPENING STATEMENT**

António Menezes Rodrigues

CHAIRMAN OF EUROFINAS

**09.15-09.45**

**INAUGURAL SPEECH**

Vitor Constâncio

GOVERNOR, BANK OF PORTUGAL

**09.45-10.30**

**THE ECONOMY IN 2005 AND BEYOND –**

**KEY TRENDS AND GLOBAL PERSPECTIVES**

Geert Noels

CHIEF ECONOMIST, PETERCAM [tbc]

**10.30-10.45**

**QUESTIONS AND DEBATE**

**10.45-11.15**

**BREAK FOR REFRESHMENTS AND VIEWING OF EXHIBITION**

**MONDAY OCTOBER 3 2005**  
**CONFERENCE PROGRAMME – CONCURRENT SESSIONS**  
**11.15 – 13.00**

**EUROFINAS**

**A LOOK INTO THE MAIN TRENDS  
OF THE CREDIT MARKET**

CHAIRMAN OF THE SESSION

Eric Spielrein

VICE-CHAIRMAN OF EUROFINAS

**11.15-11.45**

**LATEST TRENDS OF THE CREDIT MARKET IN EUROPE**

Umberto Filotto

CHAIRMAN, EUROFINAS STATISTICS & REGULATION COMMITTEE

**11.45-12.45**

**CONSUMPTION AND CREDIT PROVISION:  
SURVEYING THE CONSUMER**

PRESENTATIONS AND DEBATE BY

Marie-Laurence Guena

DIRECTOR, FINANCE AND TNS SERVICES, SOFRES

Carlos Bohorquez

MILLWARD BROWN

Rosa-Maria Gelpi

VICE-PRESIDENT, CETELEM

**12.45-13.00**

**QUESTIONS AND DEBATE**

**13.00-14.30**

**LUNCH AND VIEWING OF EXHIBITION**

**LEASEUROPE**

**EVOLUTION OF THE  
LEASING MARKET**

CHAIRMAN OF THE SESSION

Jean-Marc Mignerey

VICE-CHAIRMAN OF LEASEUROPE

**11.15-11.45**

**UPDATE OF THE LEASING MARKET IN EUROPE**

Piero Biagi

CHAIRMAN, LEASEUROPE STATISTICS & MARKETING COMMITTEE

**11.45-12.15**

**A SURVEY OF LEASING COMPANIES**

Derek Soper

PRINCIPAL, THE ALTA GROUP

**12.15-12.45**

**SHIFT TOWARDS A GROWING CEE MARKET**

Peter Wilk

HEAD OF INTERNATIONAL BUSINESS, GENERALI INSURANCE

**12.45-13.00**

**QUESTIONS AND DEBATE**

**13.00-14.30**

**LUNCH AND VIEWING OF EXHIBITION**

**MONDAY OCTOBER 3 2005**  
**CONFERENCE PROGRAMME – CONCURRENT SESSIONS**  
**14.30 – 15.45**

**EUROFINAS**

**RETAIL FINANCIAL SERVICES  
– A RENEWED FOCUS**

CHAIRMAN OF THE SESSION  
Pierantonio Rumignani  
VICE-CHAIRMAN OF EUROFINAS

**14.30-15.00**

**MARKET INTEGRATION AND THE ROAD AHEAD**

Hein Blocks  
CHAIRMAN, EUROPEAN BANKING INDUSTRY COMMITTEE [EBIC]

**15.00-15.30**

**ASSESSING CONSUMER PROTECTION : NEW TRENDS?**

Eric Ducoulombier  
DEPUTY HEAD OF UNIT, DG MARKT, EU COMMISSION

**15.30-15.45**

**QUESTIONS AND DEBATE**

**15.45-16.15**

BREAK FOR REFRESHMENTS AND VIEWING OF EXHIBITION

**LEASEUROPE (Track 1)**

**ESTABLISHING A FIRM-WIDE  
VISIBLE APPROACH TO LEASING**

CHAIRMAN OF THE SESSION  
Alexander Schmidecker  
BOARD MEMBER OF LEASEUROPE

**14.30-15.30**

**VENDOR LEASING COMPANIES AND THEIR  
ROLE IN SUPPORTING SALES ACTIVITIES**

Ortwin Klapper  
HEAD OF SUPERVISORY BOARD, CAC LEASING SK AND CAC LEASING CZ

**Panel Discussion**

Ortwin Klapper  
HEAD OF SUPERVISORY BOARD, CAC LEASING SK AND CAC LEASING CZ  
Derek Soper  
PRINCIPAL, THE ALTA GROUP  
Representative from the Industry [tbc]

**15.30-15.45**

**QUESTIONS AND DEBATE**

**15.45-16.15**

BREAK FOR REFRESHMENTS AND VIEWING OF EXHIBITION

**LEASEUROPE (Track 2)**

**FROM REGULATORY COMPLIANCE TO VALUE CREATION  
– A NEW LOOK AT BASLE II**

CHAIRMAN OF THE SESSION  
Massimo Paoletti  
IMMEDIATE PAST-CHAIRMAN OF LEASEUROPE

**14.30-15.00**

**A CRITICAL ANALYSIS OF THE LATEST REGULATORY DEVELOPMENTS  
AND THEIR IMPACT ON THE LEASING INDUSTRY**

Mathias Schmit  
CONSULTANT, SAGORA

**15.00-15.30**

**PRICING CHALLENGES IN A COMPETITIVE INDUSTRY**

Patrick Beselaere  
COMMERCIAL DIRECTOR, ING LEASE BELGIUM

**15.30-15.45**

**QUESTIONS AND DEBATE**

**15.45-16.15**

BREAK FOR REFRESHMENTS AND VIEWING OF EXHIBITION

**MONDAY OCTOBER 3 2005**  
**CONFERENCE PROGRAMME – CONCURRENT SESSIONS**  
**16.15 – 17.30**

**EUROFINAS**

**CHALLENGES OF CREDIT PROTECTION**

CHAIRMAN OF THE SESSION  
Pierantonio Rumignani  
VICE-CHAIRMAN OF EUROFINAS

**ROUND TABLE DISCUSSION**

MODERATOR  
Pierantonio Rumignani  
VICE-CHAIRMAN OF EUROFINAS

**KEY PLAYERS**

Regulator [tbc]

Steven Devine

DIRECTOR OF CORPORATE COMMUNICATION, CARDIF PINNACLE

Representative from PSA [tbc]

**17.15-17.30**

**QUESTIONS AND DEBATE**

**LEASEUROPE (Track 1)**

**OPERATING IN A NEW ERA:  
SUSTAINABLE PROFITS AND THE ROLE  
OF RENEWABLE ENERGY FINANCE**

CHAIRMAN OF THE SESSION  
Horst-Günther Schulz  
BOARD MEMBER OF LEASEUROPE

**16.15-17.15**

**ENERGY OUTLOOK IN THE 21ST CENTURY - PROBLEMS  
AND OPPORTUNITIES FOR THE ASSET FINANCE INDUSTRY**

Peter Miles

EX MANAGING DIRECTOR, LLOYDS TSB LEASING AND  
EX DIRECTOR, STRUCTURED ASSET FINANCE, LLOYDS TSB BANK

**17.15-17.30**

**QUESTIONS AND DEBATE**

**LEASEUROPE (Track 2)**

**LEASE TAXATION:  
WHERE DO WE STAND?**

CHAIRMAN OF THE SESSION  
Thomas Schröer  
CHAIRMAN, LEASEUROPE ACCOUNTING & TAXATION COMMITTEE

**16.15-16.45**

**TAX-BASED LEASING**

Philip Marwood

TAX PARTNER, INTERNATIONAL AND FINANCE TAX GROUP, KPMG UK

**16.45-17.15**

**CROSS-BORDER LEASING – A CASE STUDY**

Paul Chambers

TAX PARTNER, ATOZ

**17.15-17.30**

**QUESTIONS AND DEBATE**

**GALA DINNER**

**20.00**

**COCKTAIL**

**20.30**

**GALA DINNER**

With Presentation of ANTWERP 2006  
by the Dutch and Belgian National Associations Representatives

**TUESDAY OCTOBER 4 2005**  
**CONFERENCE PROGRAMME**  
**09.00 - 13.00**

**09.00-10.30**

**EUROPEAN AUTO-FORUM**

SCANNING THE HORIZON OF THE AUTOMOTIVE MARKET:  
A NEW KIND OF CUSTOMER?

**09.00-09.10**

OPENING REMARKS BY THE CHAIRMAN OF THE SESSION

Federico Tasso

VICE-CHAIRMAN OF THE EUROPEAN AUTO-FORUM

**09.10-09.45**

TOTAL MOBILITY:

CAR FLEET CONCEPT OF THE FUTURE?

Peter M. Verkuyt

MANAGING DIRECTOR, LEASEPLAN NETHERLANDS AND CHAIRMAN,  
LONG TERM RENTAL, ECATRA

**09.45-10.15**

AUTO-MARKETING NEW TRENDS:

HOW TO MANAGE EFFECTIVE RELATIONSHIPS

WITH A CHANGING CUSTOMER – A SUCCESSFUL EXAMPLE

Roberto Corradini

DIRECTOR, CUSTOMER & PROSPECT RELATIONSHIP MANAGEMENT, BMW ITALY

**10.15-10.30**

QUESTIONS AND DEBATE

**10.30-11.00**

BREAK FOR REFRESHMENTS AND VIEWING OF EXHIBITION

**11.00-13.00**

**COMMON CLOSING SESSION**

CO-CHAIRMEN OF THE SESSION

Alain Vervaeet

CHAIRMAN OF LEASEUROPE

António Menezes Rodrigues

CHAIRMAN OF EUROFINAS

**11.00-11.30**

ORGANISATIONAL INTELLIGENCE

– A LOOK INSIDE THE BLACK BOX

Patrick Georges

NEUROSURGEON, MBA PROFESSOR, SOLVAY BUSINESS SCHOOL  
AND HEC PARIS

**11.30-12.15**

IS BIGGER BETTER?

Ingo Walter

DIRECTOR, GLOBAL BUSINESS INSTITUTE, NYU STERN SCHOOL OF BUSINESS

**12.15-12.25**

QUESTIONS AND DEBATE

**12.25-12.35**

FAREWELL FROM THE PORTUGUESE NATIONAL  
ASSOCIATIONS – ASFAC AND ALF

**12.35-12.50**

FAREWELL SPEECH

Alain Vervaeet

CHAIRMAN OF LEASEUROPE

**12.50-13.00**

TRANSFER OF POWER

Eric Spielrein

CHAIRMAN-ELECT OF EUROFINAS

Jean-Marc Mignerey

CHAIRMAN-ELECT OF LEASEUROPE

**13.00**

FAREWELL LUNCH