

2nd LEASE CONFERENCE DUBAI

Developments for the Middle East & Africa

Dubai, United Arab Emirates

November 16 & 17, 2022

Jumeirah Creekside Hotel



PROGRAM

INVIGORS

THE TRUSTED ADVISORS TO THE ASSET FINANCE INDUSTRY

The
Alta Group

Powerful Insights » Proven Results
Global advisors in equipment finance

November 16, 2022, general sessions

Chairman: Dr. RAFAEL CASTILLO TRIANA

08.30 – 09.30 COFFEE & REGISTRATION

MORNING SESSION

09.30 – 09.40 WELCOME – HANS GEIJSEN

09.40 – 09.45 INTRODUCTION – RAFAEL CASTILLO TRIANA

09.45 – 10.30 RAFAEL CASTILLO TRIANA
“The Future of Equipment Finance after the Pandemic”

10.30 – 11.15 MICHAEL SAVVA - WATSON, FARLEY & WILLIAMS
Legal developments

11.15 – 11.45 COFFEE

11.45 – 12.30 Dr. LIRAZ MARGALIT
“Changing the game: the new roles of customer experience”

12.30 – 13.15 UGNE KONTARE – SOFT₄LEASING
“Asset Finance industry trends from the software provider’s perspective”

13.15 – 14.00 LUNCH

November 16, 2022, general sessions

Chairman: Dr. RAFAEL CASTILLO TRIANA

AFTERNOON SESSION

14.00 – 14.45 FRANCOIS ROTH – INVIGORS EMEA LTD

Raise your Resilience: “Know Your Asset (KYA)”

14.45 – 15.30 DANIA KURDY – DR. BUSINESS CONSULTANT

“Integrated Report: The Future of the Reporting”

15.30 – 16.00 COFFEE

16.00 – 16.45 MARIUS ANTON – LOCATION SOLUTIONS

“The Role of Telematics in changing Mobility Landscape”

16.45 – 17.15 AMINA CHAKCHOUK – CODIX

“How can IT Leasing and Credit Software support and boost the Green Growth Strategy and the Green Finance?”

18.00 – 19.30 NETWORKING COCKTAIL

November 17, 2022 Equipment Leasing

Chairman: Dr. RAFAEL CASTILLO TRIANA

MORNING SESSION

09.15 – 10.00 SIMI THAPAR – CSI RENTING INDIA

“Beyond Leasing: Insight on the Success of Lifecycle Solutions”

10.00 – 10.45 MURAT SULTANOV – IFC / WORLDBANK

“Leasing as an Acquisition Finance Tool: The Importance of a Legal, Regulatory and Institutional Ecosystem”

10.45 – 11.15 COFFEE

11.15 – 12.00 Dr. MUDDASSIR AHMED - SCM DOJO

“The 4 Pillars of Supply Chain Strategy”

12.00 – 13.00 PANEL DISCUSSION:

VENKI RAMASUBHRAMONI (NATIONAL BANK OF FUJAIRAH)

HATEM SAMIR (GLOBALCORP)

ROBERT NYASIMI (RENTCO)

FRANCOIS ROTH (INVIGORS EMEA)

Moderator: BABAR MALIK (LINK LEASE)

13.00 – 14.00 LUNCH

November 17, 2022 Equipment Leasing

Chairman: Dr. RAFAEL CASTILLO TRIANA

AFTERNOON SESSION

- 14.00 – 15.00 DISCUSSION MODERATED BY: STEVE KITCHING
SPEAKERS: TATIANA STUPENKOVA / NIMESH MALIK– GRANT THORNTON
“UAE Corporate Tax – A new Dimension”
- 15.00 – 15.45 SADAQAT KHAN – AL DAR INTERNATIONAL FOR SHARIAH COMPLIANCE
“Islamic Lease Finance: Understanding Islamic Shariah Framework and its
Global Application”
- 15.45 – 16.15 COFFEE
- 16.15 – 17.00 HIMANSHU JOSHI – CAVENDISH MAXWELL
“Valuation of Plant, Machinery & Equipment Assets”
- 17.00 – 17.10 CLOSING HANS GEIJSEN

November 17, 2022 Auto Finance & Fleet Leasing

Chairman: PAUL BENNETT

MORNING SESSION

**09.15 – 10.00 AJAY NARAIN – LEASEPLAN EMIRATES
“The Mobility Paradox and Circularity”**

**10.00 – 10.45 AASIF KHAN – SAP
“Digital Trends in Automotive”**

10.45 – 11.15 COFFEE

**11.15 – 12.30 PANEL DISCUSSION:
ANDREW DEFRANCESCA (EKAR)
ALEX MAAS (AL FUTTAIM)
CLAUDIO ESPOSITO-AIARDO (CARASTI)
MODERATOR : CHRIS KIRBY (TOMORROW’S JOURNEY)
“Car Sharing & Subscription Models”**

**12.30 – 13.00 PAUL BENNETT - IVENDI
“Make Buying Easier**

13.00 – 14.00 LUNCH

November 17, 2022 Auto Finance & Fleet Leasing

Chairman: PAUL BENNETT

AFTERNOON SESSION

14.00 – 14.45 STEVE MOLYNEUX – AL GHANDI

“Yaseer-Post Covid Re-boot & Showroom integrated Leasing”

14.45 – 15.30 SUBHASHREE RAMARATHMAN – FROST & SULLIVAN

“Opportunities in Short-Term Leasing and Subscription Services in the UAE and KSA”

15.30 – 16.00 COFFEE

16.00 – 16.45 SALAHUDDIN QURAISHI

Circular Economy “A Full Circle”

16.45 – 17.30 LEO ROEKS – AUTHOR / TV PRESENTER

“How to solve the Problem called Future Mobility?”

17.30 – 17.40 CLOSING HANS GEIJSEN

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ODESSA:

Providers of the leading lease, loan and asset management platform for equipment and auto finance. Odessa leverages a platform-approach to provide extensible solutions from origination to remarketing, facilitating business agility through rich functionality, as-a-service capability, self-service portals, low-code development, test automation, reporting, and business intelligence. With customer users in more than 55 countries, Odessa solutions can meet the local – and global – needs of any organization.

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SOFT4LEASING:

SOFT4 is a partner that creates value in its ecosystem – customers, partners, colleagues, environment – by creating modern leasing and asset finance software SOFT4Leasing. SOFT4Leasing has been in the market since 2003.

SOFT4 software solutions are part of the Microsoft solutions ecosystem. We're like a Swiss knife – allowing you to manage many aspects of your business with one easy-to-use, worth mastering tool. SOFT4 is a team of like-minded people who love challenges, are diverse, have their own peculiarities, but are dedicated to the same goal – to enable the customer to see the circumstances that impact their business and act. We have knowledge of both technical and business processes; we can advise, evaluate the risks, and share the best practices and other more than 50 customers' experiences around the globe. We became a trusted leasing software advisor of companies such as Toyota Financial Services in Ireland and Portugal, Toyota Tsusho South Pacific and Cambodia, Ricoh Finance in Asia and Australia/ New Zealand, Mantrac Group, multiple other automotive, equipment and independent leasing providers. www.soft4leasing.comv

CODIX:

Founded in 1993 in France, CODIX is an international software company which has developed iMX – the most powerful software package for the leasing industry. The solution enables all the business processes to be managed within a single technical structure which can easily be parameterized to meet each company's specific needs. iMX provides a complete functional coverage of the full lifecycle of all leasing products and services related to: auto finance, equipment finance and consumer finance, with unrivalled flexibility and depth in the system features.

iMX Leasing focuses on: Prospecting; Risk management/Credit decision; Contractualization and Supply Management; Invoicing; Client accounts management/after-sales operations; Pre-collection, early, late and legal collection; Claims: asset damage/death/unemployment & disability; Early termination/normal expiry (with or without purchase); Re-lease/asset sales, etc.

With full multilingual and multicurrency abilities, and based on the latest available technologies, iMX not only covers all the most advanced business functionalities, but also includes the native integration of all the tools needed to improve global productivity: Extranet, Telephony, Document Management and BI tool. The software is currently used in 28 languages by more than 50.000 users in 50+ countries.

www.codix.eu

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Theeb Rent a Car started in 1991, based on trust and hard work, starting with the first branch in Al-Malaz district in the Riyadh, Saudi Arabia with a fleet of nearly 50 cars and extended to continue and expand, until the branches of Theeb Company reached 53 branches distributed over the Kingdom's regions, 15 branches in International and domestic airports to be one of the pioneers in the field of car rental through a fleet of vehicles exceeding 24,000 vehicles, activating more than 85 different types of cars. Quality of service and a lifestyle that can be provided to our customers by providing the service meets our vision "The company aims to lead and excel in all vehicles rental services". www.theeonline.com

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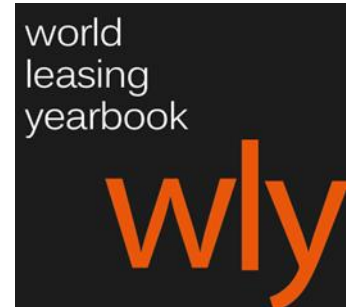


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