



PROGRAM

Lease Conference Istanbul 2022
Developments for
Central and Eastern Europe



Q2



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PROGRAM

May 24, 2022

08.30 am – 09.30 am Registration – InterContinental Hotel - Taksim

MORNING GENERAL SESSIONS CLUSTER 1

Chairman: Rafael Castillo - Triana, CEO The Alta Group LAR (USA)

May 24, 2022, 09.00am – 01.00 pm

Opening

Hans Geijssen, Regional Leader MEA, Invigors EMEA Ltd (Netherlands)

Welcome

Mehmet Karakiliç, Deputy Secretary General, Association of Financial Institutions, Turkey and former CEO IŞ Leasing

Be Prepared for Tomorrow

Patrick Beselaere, Global CEO, ING Lease and Chairman of Leaseurope (Belgium)

Asset Based Lending: Developing Movables Finance Market

Murat Sultanov, Senior Financial Sector Specialist, IFC - WorldBank (Turkey)

Artificial Intelligence

Esen Girit Tümer, CEO Essential Evolutions & Infinitech,
VP of Medicana Group,
YZTD – AI Association President (Turkey)



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AFTERNOON GENERAL SESSIONS CLUSTER 2

Chairman: Rafael Castillo - Triana, CEO The Alta Group LAR (USA)

May 24, 2022, 02.00 pm – 06.00 pm

Innovative approaches to delivering sustainable and green finance

Mohammad Maaytah, Principle Manager Green Economy and Climate Action Group, EBRD (UK)

Sweta Penemetsa, Associate Director, EBRD (UK)

Financing Assets from Capital Markets: What can Turkey Securitization Company offer?

Esad Koroglu, CEO, Turkey Securitization Company (Turkey)

New Trends in digitalization since COVID-19, case study from Estonia

Anett Numa, Digital Transformation Advisor, e-Estonia Briefing Centre (Estonia)

How can the leasing software system be part of the cure of the COVID-19 crisis?

Amina Chakchouk, COO Leasing Codix (France)

Is technology an enabler or is it holding your business back?

Jeff Andrews, Regional Business Development Director, Q2 (UK)

06.00 pm – 07.30 pm NETWORKING COCKTAIL – InterContinental Hotel



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MORNING EQUIPMENT LEASING SESSIONS CLUSTER 3

Chairman: Rafael Castillo - Triana, CEO The Alta Group LAR (USA)

May 25, 2022, 09.00 am – 01.00 pm

How smart 3rd party heavy equipment asset data can get / How to use 3rd party asset data for leasing

Dieter Lens, Country Representative, Lectura (Netherlands)

Chris Domagala, Chief Business Development Officer, Lectura (Germany)

IFRS – 16

Eddy van der Laan, Consultant, Cognitus Consulting (Netherlands)

Off Highway Research

Chris Sleight, Managing Director, Off Highway Research (UK)

Leasing, a key asset for profitable growth

Nathalie Taieb, CEO, PEGASUS Consulting Group (France)



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AFTERNOON EQUIPMENT LEASING SESSIONS CLUSTER 4

Chairman: Rafael Castillo - Triana, CEO The Alta Group LAR (USA)

May 25, 2022, 02.00pm – 06.00 pm

Asset Management & Remarketing

Niels Spitters, CEO, Intrador (Netherlands)

Captive Finance

Bjorn van den Berg, Global Director, Sandvik Financial Services (Netherlands)

Obtaining heavy equipment has never been easier

Nato Toronjadze, CEO, BIZON (Georgia)

Life Cycle Management

Gene Vayngrib, CEO, Tradle (USA)

Closing

Hans Geijssen, Regional Leader MEA, Invigors EMEA Ltd (Netherlands)



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MORNING AUTO FINANCE & FLEET LEASING SESSIONS CLUSTER 5

Chairman: Paul Bennett, Director International Business Development iVendi (UK)

May 25, 2022, 09.00 am – 01.00 pm

ZOOP shared mobility & future applications

Kerem Odabasi, CEO Zoop & Kodeco Future Mobility (Turkey)

The Traffic Jam That's us! " Re-THINK future mobility"

Leo Roeks, Automotive Expert / Author / Moderator (Germany)

Connected Retailing

Paul Bennett, Director International Business Development, iVendi (UK)

The mobility of the future

Memduh Sapmaz, Founder Autovise Automotive Consultancy (Turkey)



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AFTERNOON AUTO FINANCE & FLEET LEASING SESSIONS CLUSTER 6

Chairman: Paul Bennett, Director International Business Development iVendi (UK)

May 25, 2022, 02.00 pm – 06.00 pm

Future of Mobility-as-a-Service

Octavian Chelu, Principal Consultant Fleet & Leasing, Frost & Sullivan (UK)

To be defined*

Andrew DeFrancesca, Fleet Program Lead, eKar (UAE)

The status of the Turkish e-mobility sector

Haluk Sayar, General Coordinator, AVERE European Association for Electromobility (Turkey)

Closing

Hans Geijssen, Regional Leader MEA, Invigors EMEA (Netherlands)



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