



Leaseurope

The Voice of Leasing and Automotive Rental in Europe

[2011] SEMINAR

Lessors in Central, Eastern and South-Eastern Europe

Ljubljana, Slovenia | 14-15 April 2011

Sponsors



Welcome to Leaseurope's 2011 Seminar for Lessors in Central, Eastern and South-Eastern Europe (CESEE)

A must attend event in the business leaders' agenda with the right balance between powerful content and high-level networking!

As the premier gathering for leasing and automotive rental business leaders in the region *organised by the industry for the industry*, the Leaseurope Seminar for Lessors in Central, Eastern and South-Eastern Europe (CESEE) attracts all the key players in these sectors and is a unique forum for open discussions on the many challenges and opportunities relevant to their business.

This year's edition is hosted by the Leasing Committee of the Bank Association of Slovenia.

The Leaseurope CESEE Seminar also provides a tremendous opportunity for high-level networking with industry leaders, experts and colleagues from across the CESEE area and beyond. Last year, some 100 delegates from 23 countries attended the Seminar in Budapest, Hungary.

It also brings together carefully selected providers of various products and services that help assist leasing and automotive rental professionals. These solution providers are happy to sponsor the Seminar year after year and look forward to meeting delegates during the Welcome Cocktail Reception, the lunch and refreshment breaks.

The 2011 Seminar will be held in Ljubljana, Slovenia at the prestigious Grand Hotel Union on Friday 15 April with a Welcome Cocktail Reception taking place on Thursday 14 April (early evening). **Plan to attend and be part of the debate.**

[Who should attend]

- Chief Executives & Senior Management
- Mid-Level or Higher Management
- Finance Directors
- Regulatory Specialists
- Legal Advisers
- Assets and Risk Management Specialists
- All of those whose business interests are in leasing and automotive rental in CESEE countries

[Reasons to attend]

- Highly informative presentations
- First-class speakers
- Real issues with a focus on practical solutions and experiences
- High level networking

[Registration]

To attend, simply fill in your registration form (included in this brochure) and send it to the Seminar Secretariat by fax at +32 2 778 05 78 or by e-mail at meetings@leaseurope.org.

Itinerary at a glance

[2011] Lessors in Central, Eastern SEMINAR and South-Eastern Europe

The Leaseurope Seminars for Lessors in Central, Eastern and South-Eastern Europe are designed to offer a **vital insight** into the latest trends and developments relevant to leasing and automotive rental **in the CESEE area** and on how they will impact the business.

The 2011 Seminar will kick-start with a Welcome Cocktail Reception on Thursday 14 April (early evening) to be followed by a full day programme of carefully selected topics on Friday 15 April. This year more than ever, the Seminar will be the opportunity to reflect on today and prepare for tomorrow. Be part of the debate!

Industry leaders and experts will share their perspectives on such issues as:

- State of the leasing and automotive rental markets
- Main economic and regulatory risks and how to address them
- New markets and products offering the best potential for growth
- Risk management, including the fight against fraud
- Recovery of fleets in CESEE countries
- Strategies of independent car leasing companies in CESEE
- and more...

More details on the programme and its sessions can be found on pages 4 and 5 of this brochure.

Agenda

[Thursday 14 April 2011]

18.00 Welcome Cocktail Reception for all participants
Blue Room

[Friday 15 April 2011]

Exhibitors and sponsors will welcome delegates in the Grand Foyer where the registration to the Seminar, refreshment breaks and networking lunch will take place.

The Seminar sessions will take place in the White Hall.

morning //

Full Morning Programme in White Hall

08.30 *Seminar Registration and Welcome Refreshments*
Grand Foyer

09.00 Welcome
Dušan HOCEVĀR
Director, Bank Association of Slovenia

09.10 Introduction from the Session Chair
Alexandre SCHMIDECKER
Leaseurope Board Member & CEO, BAWAG PSK Leasing

09.20 The European Leasing and Automotive Rental Markets –
State of Play
Jurgita BUCYTE
Adviser, Statistics and Economic Affairs, Leaseurope

09.40 A Macro-Economic View of the Banking Sector
and the Leasing Market in Central and Eastern Europe
Zoltan BAKAY
Head of Research, Erste Group

10.00 Basel III Potential Impacts on Bank Owned Leasing
Company Foundation and Strategy
Jukka SALONEN
CEO, Nordea Finance

10.30 *Refreshments Break*
Grand Foyer

11.00 A Closer Look at Fraud Prevention & Management –
Case Study
Andrzej KRZEMINSKI
CEO, Europejski Fundusz Leasingowy (EFL)

11.25 Main Fraud Patterns and Use of Score Cards
in the Fight against Fraud
Tony GREEN
Analytical Consultant, Experian

11.50 Best Practices in Asset Repossession
Bas HOEKSTRA
Managing Director, ING Leasing & Factoring Romania

Q&A

12.30 *Networking Lunch*
Grand Foyer

Q&A

[Friday 15 April 2011]

afternoon //

Full Afternoon Programme in White Hall

- 14.00 Introduction from the Session Chair
Andrzej KRZEMINSKI
Leaseurope Board Member & CEO,
Europejski Fundusz Leasingowy (EFL)
- 14.10 Review of Car Finance – Trends & Comparison
across the CEE Region
Manuela PACHOINIG
Head of Vendors & Cross Border, UniCredit Leasing
- 14.35 Fleet Management in Central & Eastern Europe –
Challenges & Opportunities
Thomas SCHROEDER
Director, Business Development -
Central Europe, LeasePlan
- 15.00 Automotive Finance in Slovenia
Mitja OTOREPEC
CEO, Summit Leasing & President
of the BAS Leasing Committee

Q&A

- 15.30 *Refreshments Break*
Grand Foyer
- 16.00 Automotive Leasing for Consumers in Poland –
Perspective of Development
Dominik FIJAŁKOWSKI
Sales Director, Raiffeisen Leasing Poland
- 16.20 Leasing to Consumers - Focus on Expansion
& Implementation of Consumer Credit Directive
at National Level
Andreas MAIER
Head of Legal & Compliance, Bawag PSK Leasing
- 16.40 The Russian Market: Challenges, Opportunities
& Growth Potential
Galina MAIER
Managing Director, Raiffeisen Leasing Russia

Q&A

Practical Information

[Dates and Timing]

The Leaseurope 2011 Seminar will kick-start with a Welcome Cocktail Reception on Thursday 14 April, as from 18:00, to be followed by a full day programme on Friday 15 April, with sessions running from 9:00 to approximately 17:00.

[Venue]

The 2011 Seminar will take place at the prestigious Grand Hotel Union, Ljubljana, Slovenia. It is located in the heart of the Ljubljana city centre, just a few steps from the old part of the city, business district, governmental areas and major sights of Ljubljana. It is easily accessible from all the major highways, the railway station, the main bus station and the Ljubljana Jžke Pucnik Airport. The hotel also offers a secured on site garage with 120 parking places. GPS: long. = 14.50651, lat. = 46.05275

Address:

Grand Hotel Union
d.d., Miklošičeva cesta 1, 1000 Ljubljana, Slovenia
T: +386 1 308 1990 F: +386 1 308 1918
www.gh-union.si

[Registration]

Simply fill in the Leaseurope Seminar Registration Form (included in this brochure) and send it to the Seminar Secretariat by fax at +32 2 778 05 78 or by e-mail at meetings@leaseurope.org.

[Registration Fee]

Per Delegate:

- 275 euros>
- For Leaseurope member associations
- For leasing / automotive rental companies located in countries of which the national leasing / automotive rental association is a member of Leaseurope
- For Leaseurope's 2011 associate members
- 350 euros>
- All others

This fee covers attendance at all Seminar sessions, delegate pack, on-line access to available presentations after the event, Welcome Cocktail Reception on Thursday 14 April (early evening); lunch and refreshment breaks on Friday 15 April.

[Deadline for Registration]

Monday 4 April 2011.

[Payment Method]

Registration fees are to be paid by bank transfer or credit card in euros. Details for payment are available on the Registration Form included in this brochure.

[Cancellation Policy]

For written cancellations received prior to Monday 4 April 2011, 80% of the registration fee will be refunded. Cancellations received after 3 April 2011 will not be eligible for a refund, but substitutions can be made at any time at no extra costs subject to prior written notification.

Practical Information

[Joining Instructions]

On receipt of your Registration Form, we will send you a confirmation letter and practical information. For any queries, please contact Ingrid Vermeersch by email at meetings@leaseurope.org, by fax at +32 2 778 05 78, or by phone at +32 2 778 05 67. Please note that registration is final upon reception of the registration fee payment.

[Accommodation]

The Seminar fee does not include accommodation. Participants can book their accommodation at preferential rates (subject to availability) at the Grand Hotel Union Executive, Grand Hotel Union Business and Central Hotel, **all connected to the Conference Centre where the Seminar will take place**. Bookings should be made by using the special Hotel Room Reservation Form included in this brochure which should be returned to the Grand Hotel Union by fax at +386 1308 1015 or by e-mail at hotel.union@gh-union.si. If you need assistance, please contact the Grand Hotel Union at the front desk at +386 1308 1989 mentioning the group's name "Leaseurope".

Deadline for room reservation is 14 March 2011. After 14 March, rooms will be allocated at the preferential rates upon availability only.

Rooms are available at:

Grand Hotel Union Executive

Miklošičeva 1, 1000 Ljubljana, Slovenija
T: +386 (0)1 308 12 70 F: +386 (0)1 308 10 15
hotel.union@gh-union.si

- Single Room: 130 euros
- Double Room: 150 euros

Grand Hotel Union Business

Miklošičeva 3, 1000 Ljubljana, Slovenija
T: +386 (0)1 308 12 70 F: +386 (0)1 308 19 14
hotel.business@gh-union.si

- Single Room: 115 euros
- Double Room: 135 euros
- 30 euros supplement for superior room

Central Hotel

Miklošičeva 9, 1000 Ljubljana, Slovenija
T: +386 (0)1 308 43 00 F: +386 (0)1 230 11 81
central.hotel@gh-union.si

- Single Room: 90 euros
- Double Room: 102 euros

Rates include breakfast and VAT. City tax of 1 euro per day is not included in the price of the room. High speed Internet connection in the rooms is free of charge.

Accommodation costs are not included in the registration fee and are to be settled separately.

[Airport Transfers]

Reservation of shuttle transfer (Ljubljana Airport to hotel and vice-versa) can be done by Internet at www.orbita.si.

[Business Centre]

A full service business centre is available at the Grand Hotel Union, with free direct internet access, computers and printer.

Practical Information

[Language]

The Seminar will be held in English.

[Dress]

- Business casual for the Welcome Cocktail Reception on Thursday 14 April.
- Business attire for the main Seminar sessions on Friday 15 April.

[Visa Requirements]

Prior to your departure, please check with your travel agency or the Slovenian Embassy / Consulate in your country whether any official document is required for entry to Slovenia.

[Data Protection]

The information which you are requested to provide is necessary to enable us to process your registration and is intended for Leaseurope services. You may access this information and request that it be rectified if necessary. We would also like to use this data to keep you informed of other Leaseurope's activities. If you do not want us to do so, please write to us at Leaseurope, 87 Boulevard Louis Schmidt, 1040 Brussels, Belgium. Payment information will only be used to process the payment of the registration fee.

[Enquiries]

For further information on your registration, please contact:

Ingrid Vermeersch

Leaseurope

+32 (0) 2 778 05 67

meetings@leaseurope.org

For further information on the 2011 Seminar, please contact:

Anne Valette

Leaseurope

+32 (0) 2 778 05 67

a.valette@leaseurope.org

Extending your Stay over the week-end

This year's Seminar has been organised on Thursday and Friday to allow participants to benefit from Ljubljana over the week-end!

A city infused with memory and history, Ljubljana is a popular European destination with a large number of sights, picturesque areas, and delightful nooks and crannies as well as a wealth of stories and legends. Indeed, Ljubljana has succeeded in preserving evidence of all the periods of its rich history: the remains of the Roman city of Emona; the city centre with Renaissance, Baroque and Art Nouveau facades, lopsided roofs, ornate entrance portals and romantic bridges over the Ljubljanica river; a park stretching into the very city centre; works by Jože Plečnik, a pioneer of modern architecture.

Ljubljana has all the facilities of a modern capital, and yet it has preserved its small-town friendliness and relaxed atmosphere. It is a city made to the measure of man combining the charm of a central European city with a relaxed Mediterranean feel.

The Grand Hotel Union, the Seminar's venue, is situated in the heart of the city, not far from the Ljubljana Castle, the city's most striking landmark.

More information on Ljubljana, its sights and numerous activities is available on the city's official website at www.visitljubljana.si where general guides and maps can easily be downloaded. A mobile phone version of the website, called m.visitljubljana.si is available to the users of internet-enabled mobile phones.

Enjoy your stay!



Sponsors

We are delighted to have the support of the following companies for the Leaseurope 2011 Seminar:

[Exhibitors]



[Delegate Badges]

Leaseurope in a Nutshell

Leaseurope is the voice of leasing and automotive rental in Europe.

As a Federation, Leaseurope brings together 46 associations from 33 countries from across Europe representing either the leasing, long term and/or short term automotive rental industries. The scope of products covered by Leaseurope's members ranges from hire purchase and finance leases to operating leases of all asset types (automotive, equipment and real estate) and also includes the rental of cars, vans and trucks. It is estimated that Leaseurope represented approximately 93% of the European leasing market in 2009.

In 2009, new leasing volumes worth in excess of €209.4 billion were granted by the firms represented through Leaseurope's members. Together, these firms financed on average around 19% of all European investment (excluding investment in property). Moreover, they are responsible for financing (leasing and rental) a fleet of some 18.6 million vehicles throughout Europe.

The member associations represented by Leaseurope are located in the following countries: Austria, Belgium, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Luxembourg, Malta, Morocco, the Netherlands, Norway, Poland, Portugal, Romania, Russia, Serbia & Montenegro, Slovakia, Slovenia, Spain, Sweden, Switzerland, Tunisia, Ukraine and the United Kingdom.

More information on Leaseurope can be found at www.leaseurope.org.

[Did you know?]

Leaseurope has created an Affinity Group on LinkedIn in order to bring leasing professionals active in Europe closer together.

Some 470 European lessors have now joined Leaseurope's affinity group. This makes it Europe's largest on-line community of lessors. Contrary to many other similar initiatives, Leaseurope's LinkedIn Group is restricted to lessors, which allows the latter to exchange views among peers only. Join the Leaseurope Group on LinkedIn as well and be part of the debate.

Register [here](#).

Seminar Registration Form

To register to the Seminar, please return this form duly completed by Monday 4 April, by following the steps below:

- Fill in all fields (all fields are mandatory and must be typed – handwritten forms will not be accepted).
- **Important:** Print and sign the completed form.
- Return the signed form to Leaseurope by fax at +32 2 778 05 78 or by e-mail at meetings@leaseurope.org

[Contact Details]

Mr. / Mrs. Family name _____ First name _____
Company name _____ Position _____
Company address _____ Postal Code _____
City _____ Country _____
Tel. _____ Fax _____
Company VAT n° _____ E-mail _____

[Registration Fee] Per Delegate:

- 275 euros>
 - For Leaseurope member associations
 - For leasing / automotive rental companies located in countries of which the leasing / automotive rental national association is a member of Leaseurope
 - For Leaseurope's 2011 associate members

- 350 euros>
 - All others

The fee covers attendance at all sessions, delegate pack, on-line access to available presentations, Welcome Cocktail Reception on Thursday 14 April (early evening), lunch and refreshment breaks on Friday 15 April. Full payment of the registration fee is due prior to the Seminar. Hotel accommodation is not included in the fee.

[Payment Method]

Registration fees are to be paid no later than **Monday 4 April 2011**.

Option 1: bank transfer

Registration fee (€275 or €350, as appropriate) to be paid to Leaseurope's account, ING Bank Belgium - IBAN: BE62 3100 0032 7361 - BIC (Swift Code): BBRUBEBB. Please indicate clearly on the transfer slip the reference **CESEE 2011** followed by the **delegate's name and company**.

Option 2: credit card

Please charge my card for €275 or €350, as appropriate American Express Visa Master Card
Card N° _____ Expiry date _____
Card holder's name (as on card) _____ Security code _____
Signature _____ Date of signature _____

[Cancellation Policy]

For written cancellations received prior to Monday 4 April 2011, 80% of the registration fees will be refunded. Cancellations received after 3 April 2011 will not be eligible for a refund, but substitutions can be made at any time at no extra costs subject to prior written notification.

[Accommodation]

The Seminar does not include accommodation. Participants can book their accommodation at a preferential rate (subject to availability) at the Grand Hotel Union, where the Seminar will take place. Bookings should be made by using the [special reservation form](#) (also included in the Seminar Brochure) and return it to the Grand Hotel Union by fax at +386 1308 1015 or by e-mail at hotel.union@gh-union.si. If you need assistance, please contact the Grand Hotel Union at +386 1308 1989 mentioning the group's name "Leaseurope".



Grand Hotel Union, Miklošičeva 1,
1000 Ljubljana, Slovenia
Tel:+386 1-308-1270, Fax:+386 1-308-1015

»LEASEUROPE 2011 SEMINAR FOR LESSORS IN CESEE«

ACCOMMODATION FORM 14 - 16 April 2011

PARTICIPANT & CONTACT ADDRESS

Mr Ms Mrs

Family Name

First Name

Organisation

Phone

Fax

E-mail

Name of accompanying person sharing a double/twin room:

HOTEL ACCOMMODATION

DEADLINE FOR HOTEL RESERVATIONS: 14th March 2011

Arrival (check in date):

Departure (check out date):

Type of room (please indicate your choice):

- Grand Hotel Union Executive****, Miklošičeva 1
 130 EUR Single room 150 EUR Double room
- Grand Hotel Union Business****, Miklošičeva 3
 115 EUR Single room 135 EUR Double room
 30 EUR Supplement for Superior room
- Central hotel****, Miklošičeva 9
 90 EUR Single room 102 EUR Double room

Rates include breakfast and VAT. City tax is **EUR 1, 00** per person per day and is not included in the price of the room.
High speed Internet connection at the rooms free of charge.

Special room rates for attendees of the "LEASEUROPE 2011 SEMINAR FOR LESSORS IN CESEE" have been negotiated. To take advantage of this rates and to ensure your accommodation please return the booking form directly to the **Grand Hotel Union**** by 14th March 2011. Please note that after 14th March 2011 rooms will be upon availability.** Accommodation is booked on a "First come first served" basis and delegates are encouraged to book early.

Check in after 2 p.m. on arrival date; check out until 12 a.m. on departure date.

REMARKS:

AIRPORT TRANSFERS

Reservation of shuttle transfer (Ljubljana Airport / hotel and vice-versa) can be done by internet: <http://www.orbita.si>

PAYMENTS

Hotel accommodation is to be paid by the participant directly at the hotel when checking out. A deposit of one night or valid credit card is required to guarantee your hotel reservation.

Eurocard/Mastercard Visa American Express Diners

Credit card number:

Expiry date

Security code (CVC)

Card in name of:

Signature

CANCELLATION CONDITIONS

Only written cancellation and changes addressed to Grand hotel Union will be accepted.

Cancellations up to 3 days prior to check in – no cancellation fee

Cancellation within 3 days prior to check in – 1 overnight cancellation fee

Name changes possible at no surcharge.

In case of no show or cancellation within the cancellation period stated above hotel will charge the credit card submitted with hotel reservation form.

I accept the above mentioned cancellation terms:

Signature

Place and date

In order to reserve a room, please return the form by 14th March 2011 by: fax: +386 1 308 1015
or e-mail: hotel.union@gh-union.si, tel. +386 1 308 1989