

The Voice of Leasing and Automotive Rental in Europe

Embracing the Future with Confidence

Morten Guldhaug | Leaseurope's Vice-Chair & Executive Vice President, DNB Casablanca | Morocco 8 May 2017



'Leaseurope is where the European leasing & automotive rental industry comes together'



The Voice of Leasing and Automotive Rental in Europe



Leaseurope

The voice of leasing and automotive rental in Europe

A solid and dedicated membership base

Leaseurope represents 46 member associations in 34 countries, including correspondent members

- About 1 400 leasing firms & 500 short term rental companies
- At least 40 000 employees
- Representing around 93 % of the European leasing market



A clear mission

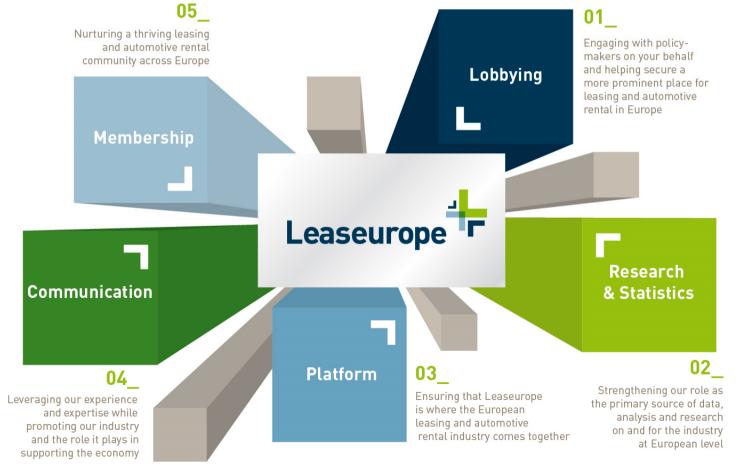


As the expert voice of the leasing and automotive rental industry, the Federation aims to:

- Ensure the industry positions are taken into account in policy making at European and international levels
- Providing a full range of services to its members including first-hand market and policy intelligence as well as unique networking opportunities



An actionable strategy resting on five main pillars







01_LOBBYING

Engaging with policy-makers on your behalf and helping secure a more prominent place for leasing and automotive rental in Europe





02_RESEARCH & STATISTICS

Strengthening our role as the primary source of data, analysis and research on and for the industry at European level





03_PLATFORM Ensuring that Leaseurope is where the European leasing and automotive rental industry comes together



- Council of Secretaries General
- CEO Business Council
- Future Group
- Fighting Fraud Event
- Leaseurope's Annual Convention
- European Regulatory Workshop Programme

Futu

GROUP



EUROPEAN LEASING & CONSUMER CREDIT INDUSTRY Annual Conventions



European Leasing & Automotive Industry Annual Convention

450+

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and the USA

countries represented, including

Australia, Morocco, South Korea

« A 360° view on the industry with opening mind presentations from recognised industry representatives »

Y 500+ guests at the Cocktail and Dinner Reception

1.5

days of content rich convention « A very high level event, convening the thought leaders from the industry »

30



providing a unique platform for delegates to learn, meet and connect



European Regulatory Workshops



- A joint programme by Leaseurope and sister Federation Eurofinas
- Reinforcing the knowledge triangle



Leaseurope General Assembly 2016



04_MEMBERSHIP Nurturing a thriving leasing and automotive rental community across Europe





05_COMMUNICATION

Leveraging our experience and expertise while promoting our industry and the role it plays in supporting the economy



Looking ahead: 2017 - 2020



GROWTH

- Reduced/zero growth
- Zero interest rate
- Stimulating consumption?
- Employment

NEW BUSINESS MODELS

- Uberisation
- Using versus owning
- Circular economy
- Robotisation
- Mobility mix

DIGITALISATION

- E-invoicing
- Data privacy

SECURITY

- Corporate security
- Personal security
- Data
- Fraud

NEW STANDARDS IN DOING BUSINESS

- Ethical standards: trustmarks, transparency
- Corporate social responsibility

MORE REGULATION ...

Ethical standards

Circular

Economy



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