

Managing Growth in a Leasing Company Executive Training

April 21, 2008 • Hotel Sheraton Balkan Sofia • Sofia, Bulgaria

Financial Management in the context of a Growing Leasing Company covers the set of financial tools required for decision making, analysis and valuation. Moreover the course deploys a unique approach based on theory and practice to train professionals on how to manage the key elements required in a growth scenario. A real case will allow participants to integrate and practice concepts and strategies.

The main target audience is managers from or dealing with leasing companies, who want to broaden, strengthen and gain a thorough insight in the techniques of financial management.

Learning Objectives

- Review and discuss the tools to establish a financial diagnosis as well as an estimated financial plan.
- Give participants a strong understanding of finance-linked value-creation levers, such as financial ratios, forecasting, contribution per business segment, evaluation of financing needs and alternatives, this permitting to increase effective communication between managers, accounting and finance functions.
- Intensive program where participants will progress from basics to complex insights specific to the leasing industry.

Content of the Session

Overview of key financial elements

- The procedure of value creation estimation
- Powerful tools to aid decision making

Smartly using finance in leasing company

- Operating cycle and financial needs
- Desired growth rate
- Optimized business policies

Case study: growth in leasing

- Interactive case study (based on a real case)
- Computer-based simulation
- Debate and discussions
- Conclusion and wrap-up

Dr. Mathias Schmit

Sagora Partner

Dr. Mathias Schmit has served the international leasing industry since 1998. He has gained an extensive knowledge on the impact of regulations on the industry through participating in the design of the new Capital Requirement Directive. He is a consultant for large leasing companies in Europe, and regularly delivers trainings in finance for executives in leading financial institutions. Mathias is also a Professor of Finance at the Solvay Business School (Université Libre de Bruxelles).

8:30 - 9:00 > Registration
9:00 - 18:00 > Executive training

*Maximum number of participants
to allow discussions, case studies,
and interactions: 30*



Understand

Evaluate

Communicate

Act

Update

“More growth, more risk, more financial needs: what is the right balance?”

Apply now

- Registration before March 21: 750€
- Registration after March 21: 900€
- 1 day
- Food & Material Included
- Registration before April 10, 2008
- Before Leaseurope's seminar

*Registration before March 21, 2008
to get 15% discount*

www.sagora.eu



Registration Form

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Executive Training

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Contact Details Please write in capital letters

Mr. Mrs. Ms.

Lastname _____ Firstname _____
Company _____ Position _____
Address _____ Postal Code _____
City _____ Country _____
Tel. Work _____ Fax _____
E-mail _____

Registration Fee

- Registration **before** March 21, 2008: 750€ per delegate.
- Registration after March 21, 2008: 900€ per delegate.

Please do not register later than April 10, 2008.

The fee covers participation to the executive training, meals, coffee breaks and all training material.

The fee does not include accommodation. Participants can book their accommodation via the attached booking form at a preferential rate (subject to availability) at Sheraton Sofia Hotel Balkan, where the Seminar will take place. Bookings should be made directly with the hotel. Please book early to avoid disappointment.

Cancellation Policy

- Cancellation prior to April 10, 2008: 75% of the registration fee will be refunded.
- Cancellation received after April 10, 2008: will not be eligible for a refund, but substitution can be made at any time at no extra costs.

Payment Method

By bank transfer in euros to Sagora's account:

Dexia BANQUE Belgium (Uccle Rhode SCRL)

Account Nr. IBAN: BE 02 0682 4139 5540 - Code BIC: GKCCBEBB

(In Belgium only: 068-2413955-40)

Signature _____

Date of signature _____

Please return this form to:

SAGORA Lease & Risk Management

Avenue de Haveskercke, 28 - B-1190 Belgium

Tel: 0032-496.93.22.70 - Fax: 0032-2-675.54.99

Mail: m.schmit@sagora.eu

Joining Instructions: upon receipt of your registration, we will send you a confirmation letter together with details on the selected hotels and some practical information. Please allow one week for this process.

Deadline for registration: April 10, 2008

Data Protection: the information which you are requested to provide is necessary to enable us to process your registration. You may access this information and request that it be rectified if necessary.