

Strategic Finance for Top Managers in the Leasing Industry

Executive Training

April 1, 2009 • Sheraton Istanbul Maslak Hotel • Istanbul, Turkey

The objective of the training is to give participants a thorough understanding of financial tools required for decision making, analysis and valuation. The course deploys a unique approach based on theory and practice to train professionals to manage the key business indicators in a context of growing or declining business cycles. 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 into the techniques of value creation and financial management.

Learning Objectives

- Give a strong understanding of finance-linked value-creation levers (such as: financial ratios, forecasting, contribution per business segment, evaluation of financing needs and alternatives).
- Learn how to go beyond accounting figures to show business unit's real economic performance and potential.
- Improve your communication with financial managers, executives and board members within your organization.
- Develop your decision-making skills by integrating financial management concepts into your thinking and strategic analysis.
- Heighten your financial acumen into several business issues, such as investment, investor relations, and financial risk management.

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 product design and business policies

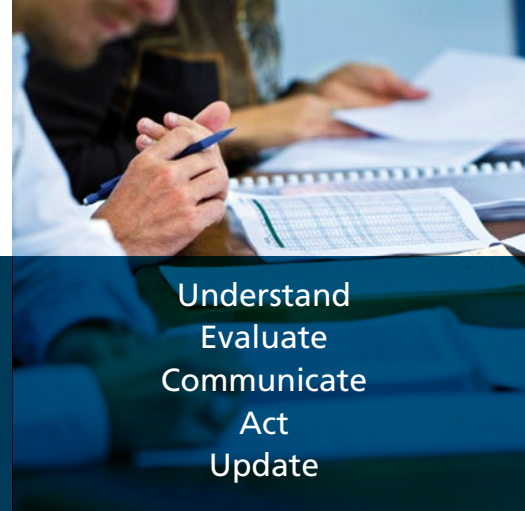
Case study: Manage business cycle in leasing

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

Apply now

- Registration before March 6: 750€
- Registration after March 6: 900€
- 1 day
- Food & Material Included
- Registration before March 22, 2009
- Before Leaseurope's seminar

Registration before March 6, 2008 to get 15% discount - www.sagora.eu



Understand
Evaluate
Communicate
Act
Update

“What every top manager needs to know in finance to support its strategy”

Dr. Mathias Schmit

Sagora Partner

Dr. Mathias Schmit has served the international leasing industry since 1998. He has gained an extensive knowledge in 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).

Laurent Gheeraert

Sagora Partner

Laurent Gheeraert has served as a Financial Advisor to several public and private institutions since 2006 (on topics such as international finance, company valuation, Islamic finance, financial modeling and portfolio analysis in the leasing sector). Until 2005, he was a Business Analyst with the Benelux Office of McKinsey & Company, during which time he was involved in strategic, operational and organizational projects. He is currently a researcher in Finance at the Solvay Business School (Université Libre de Bruxelles).



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Registration
Form

Contact Details Please write in capital letters

Mr. Mrs. Ms.

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

Registration Fee

- Registration **before** March 6, 2009: 750€ per delegate.
- Registration after March 6, 2009: 900€ per delegate.

Please register before March 22, 2009.

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 at the Sheraton Istanbul Maslak Hotel, 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 March 22, 2009: 75% of the registration fee will be refunded.
- Cancellation received after March 22, 2009: 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: March 22, 2009.

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.