HIGHLIGHTS

- All around understanding of auto leasing including market climate, risk management, experience sharing of industry peers, etc.
- Insightful analysis of the macro economic situation in Asia Pacific market and related legal and supervision environment for leasing business
- Feasible approach to enter the Asia Pacific leasing market with valuable tips from local peer and the international ones for new comers
- In-depth discussion of liquidity and finance issues that continuously arouse lessors’ concerns about the ever-changing economic environment
- Experience sharing on product models by various vendor industries including off-highway vehicle, healthcare equipment, printing & packaging equipment, IT equipment, new energy business, etc.
- A comprehensive range of solutions for a smoother-running business of residual value trade to optimize your leasing business
- How to handle leasing property management to better secure and optimize the interests of lessors
- Experience sharing of big ticket leasing in the respective of potential growth and residual value trends

Endorsers:

Media Partner:
Dear Reader,

It is with pleasure that I am writing to you expressing my wholehearted endorsement for the Asia Pacific Leasing Summit 2016, organized by Duxes and to be held in Hong Kong from December 14th to 16th.

With 40 years of experience in leasing and asset finance around the world and IAA-Advisory having worked with Duxes since they commenced leasing conferences in Beijing in 2008, I am confident in saying that the Asia Pacific Leasing Summit 2016 will be a fantastic opportunity to learn and understand the leasing industry in Asia-Pacific region.

Having led leasing companies in various guises over the years and been active in a wide range of international transactions, I can also say that I have every confidence that the conference will be an ideal place to get up to date with what is happening in the Asia Pacific region, learn how to grow and consolidate your business as well as to learn about the latest international innovations and their potential and implications for you.

Worldwide we are all experiencing considerable change and addition to regulations and the Asia-Pacific region is no exception to such pressures and demands. As someone who has been committed over my entire career to the success of the leasing industry and keen on ensuring that it thrives in a supportive fiscal and legal framework, I appreciate and applaud the emphasis that the organisers place upon ensuring that they have a wide spread of senior government officials as speakers.

On behalf of IAA Advisory and myself, I sincerely wish you an inspiring, enjoyable and productive summit in Hong Kong.

Very best wishes

Lindsay Town
Chief Executive
IAA-Advisory
Duxes Leasing Series 2008-2016
9 Years as the Premiere Leasing Resource in Asia Pacific

Duxes' Leasing Series has been going from strength to strength for over 9 years now. The various trade events and summits have been characterized by well-known and well-respected speakers from China's central government and leading leasing companies in Asia Pacific, all of which have been experts in their fields.

It has been an excellent platform for leasing industry players to get familiarized with Asia-Pacific leasing business. Together, these leaders of the leasing industry have shared their wealth of experience and expert insight and many comprehensive solutions for coping with the industry's various challenges, and have helped delegates to develop their businesses.

Previous Awards Ceremony
5th Asia Auto Finance & Leasing Awards 2016
2nd Asia Pacific Leasing Awards 2015
Asian Pacific Leasing Awards 2014
6th Anniversary of Duxes Leasing Series and Award Ceremony 2013

Some Previous Attendees

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Background

Nowadays the global economy still confronts fierce challenges. All related countries should speed up the progress of structural reforming up, enhance the flexibility and tenacity of the economy and inject sustainable growth power to the economy by innovation. The economic situation in Asia Pacific had modest growth in 2015 and is the most vigorous economic zone which contributes the most to the world economic growth. It’s estimated that the economic growth of Asia Pacific in 2016 will be better than the one in 2015. With the current economic background, how is the leasing business in Asia Pacific?

The Asia Pacific Leasing Summit will provide an effective platform on which the participants will familiarize themselves with the market status quo and government policies and regulations on Asia Pacific leasing industry, in order to gain a better understanding of Asia Pacific’s leasing market, thus optimizing their development strategies in Asia Pacific. What’s more, our eminent speakers from the government, as well as from the leading leasing companies, will share their precious experiences and opinions on the state of Asia Pacific’s leasing industry.

Speakers to Invite

From Relevant Authorities

• International Finance Corporation

From Corporation

• BNP Paribas
• Deutsche Leasing
• Far East Horizon
• Caterpillar Finance
• IBM Global Finance
• Siemens Finance
• Zoomlion Capital
• Terex Finance Service
• Heidelberg
• Komatsu
• The Alta Group
• IAA Advisory
• Avis
• Hertz
• CAR Inc.
Who Should Attend

I. Fleet Leasing
- Auto OEMs
- Auto Financial Services
- Auto Rental & Leasing Companies
- IT Solutions
- Consulting Firms

II. Industry Equipment Vendors
- OHV (Agri-Machinery, Mining Machinery and Construction Equipment)
- Transportation (Heavy Duty, Special Vehicles)
- Material Handling
- Printing
- Textile Machinery
- Printing and Packaging Equipment
- Airport Equipment
- IT & Telecom
- Healthcare (Medical Device)
- New Energy Equipment
- All the High Value Equipment Companies

III. Lessors (Foreign and Local)
- Vendor Based Lessors
- Bank Based Lessors
- Independent Lessors

IV. Service Providers
- IT Solutions
- Law Firms
- Consulting Firms
- Investment Banks/Venture Capital/Private Equity
- Auction Company

Job Title

I. Fleet Leasing
- GM/MD
- CFO/VP for Finance/Financial Director
- Financial Controller
- Commercial Director
- Credit Director
- Business Develop Director
- Sales Director/Key Account Sales
- Marketing Director

II. Vendors:
- CFO
- Managing Director
- General Manager
- VP for Finance
- Financing Service Director
- Financing Director
- Credit Director
- Commercial Director
- Business Development Director
- Finance Controller/Director
- Sales and Marketing Director

III. Lessors (Finance Leasing Company):
- President, Vice President
- CEO, COO
- Managing Director
- General Manager
- Chief Representative
- (International) Business Development Director
- Vendor Finance Director
- Sales and Marketing Director
- Project Manager

IV. Service Providers
- Head of Leasing Business
- Partner/Principal
- Sales/Marketing Director
Pre Event: Auto Leasing
Wednesday, December 14

09:00 Market Climate of Auto Leasing in Thailand and Future Developing Trend
- Status quo of auto leasing business in Thailand
- Introduction of related policies and regulations
- Main challenges and opportunities in the market
- Future trends of auto leasing in Thailand
  * GM Thailand
  * Europcar

09:45 Practice of Auto Fleet Leasing Business in India and Valuable Experience Sharing
- Overall market of Asia Pacific auto fleet leasing business
- Characteristics of different region’s market
- How to build a sustainable profitable business
- Experience sharing and case study
  * Stuart Robert
  * Senior Vice President-Global Sales
  * Hertz

10:30 Tea Break

10:45 Risk Management of Auto Leasing Market in China
- Residual value of the fleet
- Financing
- Car damages
- Insurance & liability
- Driver management
  * GUO Xin
  * Vice President
  * CAR Inc.

Panel Discussion:
11:30 Different Characteristics of Various Regions’ Auto Fleet Leasing Market in Asia Pacific
- Brief introduction of main auto fleet leasing market
- Difference and diversity of auto fleet leasing market in China, Thailand, India, Malaysia, Vietnam, etc.
- How to adapt suitable strategy to different market
- Experience sharing and case study
  * Avis, Hertz, Europcar, CAR Inc., North Wheel

12:15 Luncheon and Networking

14:00 Optimize Transportation Service Quality and Safety by Sophisticated Fleet Management System
- Fleet maintenance
- Strict control of traffic violations
- Driver training & system development
  * Neal Sunners
  * SVP Innovation & Chief Information Officer International
  * Avis Budget Group International

14:45 Integration of Auto Financial Leasing and Mobile Trip Platform to Gain Mutual Benefits
- Status quo of mobile trip platform
- Development trend of mobile trip platform
- Integration of auto financial leasing and mobile trip platform
  * Wen-Szu Lin
  * Director, Community Operations - Asia Pacific
  * Uber Technologies
Day One
Thursday, December 15

**Market Climate & Updated Policies and Regulations**

**09:00 Overall Economic Environment & Progress of Infrastructure Construction in Asia Pacific Region**
- Economic performance of main market in Asia Pacific
- Development trend of economic environment
- Introduction on progress of infrastructure construction
- Interpretation of the Belt and Road Initiatives
- Where is the potential growth in Asia Pacific?
  
  Bhanu Mehrotra  
  Senior Investment Officer  
  International Finance Corporation

**09:45 Status Quo of Leasing Market in Asia Pacific and Development Trend**
- Related policies of leasing market in Asia Pacific
- Statistical analysis of leasing market in Asia Pacific
- Development Trend of easing market in Asia Pacific
  
  Lindsay Town  
  CEO  
  IAA-Advisory

**10:30 Tea Break**
CONTENT

11:00 Existing Legal & Supervision Environment Regarding Leasing Business in Indonesia & Vietnam and How to Deal with the Issues
- Newly released policies and regulations regarding leasing business
- In-depth analysis of current legal and supervision environment
- Supportive policies and challenges for leasing market
- How to deal with the issues

Stephenson Harwood

11:30 Detailed Interpretation of Related Taxation Policies and Future Trends in India
- Deep interpretation into relevant taxation policies
- Preferential tax policies
- Future trends of policy changes

Open for Sponsor

12:00 Updated Supportive Policies for Leasing Business in Thailand
- Statas quo of leasing business in Thailand
- Update on supportive polices from the Thailand government
- Suggestions for operation leasing business in Thailand

Minister
Ministry of Industry, Thailand

12:30 Luncheon and Networking

Successful Approach to Enter Asia Pacific Market

14:00 Entering the Non-Matured Commercial Finance Market: A Strategic Investor View in Indonesia
- The Journey to investment might be rough
- Select countries with friendly foreign direct investment environment
- Perform a robust due diligence involving local knowledge
- Can you cope with the challenges of the targeted market

Andreas Thiem
Head of Global Business Development
Siemens Financial Services

14:45 Find A Feasible Approach to Access the India Leasing Market
- How do India local people do leasing business
- Advantages and disadvantages of building joint venture with local companies
- Experience sharing and case study

Adrian Pang
Chief Executive Officer
The Alta Group Asia Pacific

Panel Discussion:
15:30 What Should Be International Investors Has to Consider Than A Local One to Approach the Developing Countries in Asia Pacific Market
- Volatility in foreign exchange market
- Inflation rate
- Thin cap rules/regulatory equity
- Accounting standards
- Sufficient due diligence

The Alta Group, IFC, Siemens Financial Services, XCMG

16:15 Tea Break
Diversify Financing Channels & Strengthening Liquidity

16:30 Status Quo of Cooperation between Leasing Companies and Financial Counterparts and Probing Future Development in India
- Financing and liquidity—a must for leasing companies
- Cooperative model of innovative leasing companies and financial industry counterparts
- Strengthening the cooperation of industry counterparts
- Policy and system bottleneck for cooperation
TBC

17:00 Practice of Asset Securitization in the Leasing Business in China
- Function of asset securitization in leasing business
- Basic process of asset securitization
- Advantages of asset securitization
- Experience-sharing and case studies
KONG Fanxing
General Manager
Far Eastern Leasing

Panel Discussion:
17:30 How to Broaden Financing Channels to Maintain Liquidity
- Continuous financing challenges for leasing companies
- How to address these problems
- Financing channels innovation
- Experience sharing and real life case studies
Investment Bank, Venture Capital, Private Equity, Far Eastern Leasing, SG Equipment Finance

18:00 End of Day One
Day Two
Friday, December 16

**Professional & Updated Product Model in Various Industries**

09:00 Updated Product Model to Better Cater to an Ever-Demanding Off-Highway Vehicle Market
- Status quo of the off-highway vehicle leasing market
- Updated product models
- Real life case studies
Mark Manning
*Vice President in Asia-Pacific
Caterpillar Finance*

09:30 Solutions for Healthcare Equipment Leasing and Its Development Trends in Thailand
- Current situation of healthcare equipment leasing in China
- Challenges for the development of healthcare equipment leasing
- Current product models of healthcare equipment leasing and future trends
Philips Financial Services

10:00 Various Leasing Products Promoting Printing and Packaging Equipment Development
- Current situation of printing and packaging equipment leasing
- How to promote printing and packaging equipment leasing
- Experience sharing
Ralf Steger
*Co-Head Division Financial Services
Heidelberger*

10:30 Tea Break

11:00 IT Equipment Aftermarket Business – Leasing & Remanufacturing
- Function of remanufacturing
- Current situation of IT remanufacturing in China
- Future plans for remanufacturing
Damian Broadbent
*Managing Director and CEO
CSI Leasing Asia Pacific*

11:45 Insights into Business Innovations of the Leasing Programs for New Energy Business
- Status quo of new energy business leasing in Asia Pacific
- Experience sharing of new energy business leasing from Europe and America
- Innovation of leasing programs for new energy business

12:30 Luncheon & Networking

**Leasing Property Management & Risk Control**

14:00 Practice of Risk Management in Leasing Business to Avoid the Bad Loan in China
- Central role of risk management
- Effective methods for conducting risk management
- Experience-sharing of risk management
Open for Sponsor
14:45 Remanufacture & Refurbishment of Used Equipment to Optimize the Leasing Business Profits in Asia Pacific
• Benefits of remanufacture and refurbishment for leasing business
• How could remanufacture and refurbishment benefit the used equipment in the leasing business
• Experience sharing and case study
George Good
Director
IBM Global Financing, Greater China Group

15:30 Tea Break

Practice of Big Ticket Leasing

15:45 Where do Asia Pacific Airlines See the Opportunities and Growth?
• Overview on how to create & perfect a security interest
• Are current profit margins sustainable for long term expansion?
• Access to liquidity and funding costs in onshore and offshore market
• Fleet planning- buying vs operation lease
Brian Jeffery
Senior VP, Corporate Treasury
Emirates

16:30 Performance of Second Hand Shipment Lease Rates and Residual Value Trends in Hong Kong
• Have lease rates improved?
• Key factors affecting the value of second hand shipment
• Residual value trends

17:15 End of the Event
SPONSORSHIP AND EXHIBITION STAND OPPORTUNITIES

Enhance your profile by taking one or more of these marketing options
Taking a sponsorship option at Asia Pacific Leasing Summit 2016 gives you a portfolio of opportunities to reinforce the strength of your brand while enhancing awareness about your company and products in front of a precisely targeted audience of decision makers at the event site, as well as thousands of top executives through our powerful marketing coverage and sales reach.

What options are still available?
- Diamond, Platinum, Gold Sponsorships
- Exhibitions
- Presentations
- Cocktail
- Conference Documentation Sponsorships

What benefits will sponsorship bring you?
- Increased brand exposure
- Communication with qualified/selected targets
- Speaking and exhibiting opportunities
- 200 word business profile and a hyperlink to your website
- Logo placement on the Summit’s backdrop and on all event-related materials

To receive details about sponsorship, please contact:
Julia Wu
Tel: +86 21 5580 0330 ext 8756
Fax: +86 21 5580 0309
E-mail: julia.wu@duxes.cn
Asia Pacific Leasing Summit 2016
December 14-16, 2016 • InterContinental Grand Stanford Hong Kong
Organizer: Duxes (Shanghai) Business Consulting Inc. (6th FL, Block A, 1230 Zhongshan N. 1st Rd, Shanghai China 200437)

Conference Information (All fees will be charged in US$)

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The registration fee includes two days event participation, simultaneous interpretation, paper/audio materials, and lunch buffet/tea-breaks provided by five-star hotel. Duxes reserves the rights to make any final interpretations of the contents.

Participants
If you would like more participant information, please contact: Julia Wu (julia.wu@duxes.cn) or call: +86 21 5580 0330 ext 8756
The information below is true and written by the participants themselves. If it is not written by the participants, Duxes will assume that the writers have been authorized by the participants or the writers will bear all legal consequences incurred.

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Email
Tel
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Special Meal Requirement
- [ ] Halal Food
- [ ] Vegetarian Diet
- [ ] Other ____________________________

Signature / Corporate Stamp ____________________________ Date __________

Cancellation

Should you be unable to attend, a substitute delegate is welcome at no extra charge. A charge of 50% of the registration fee, plus a 10% administrative charge will be billed for cancellations received in writing at least thirty working days prior to the conference. Alternatively, you may choose to receive a credit voucher for the full value of the registration price, which may be deemed for future Duxes events. Duxes regrets that no cancellations will be accepted within thirty working days prior to conference start date, payments will not be refunded, and invoiced sums will be payable in full.

Disclaimer

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