

Chief Guest



**Suresh Prabhu**  
Minister of Commerce  
& Industry  
Government of India



**Sudarshan Sen**  
Executive Director  
RBI

  
**ASSOCHAM**  
INDIA

India's First Global Summit on

# LEASING HIRE PURCHASE & CONSUMER CREDIT

**Building Assets @ Ease of Finance**

Friday, 4th May, 2018, Hotel Le Meridien, New Delhi



The flexible and contractual off-balance sheet financing to provide for high value asset with an option to have ownership at a reduced cost after the agreed lease period are such salient features among others that make the leasing a preferred choice of the businesses. Similarly, the financing under hire purchase and consumer credit allows the buyer of an asset to pay in deferrals and make productive use of the same. These asset financing options significantly not only improve the performance of operating and financial ratios of the buyers, but also the vendors and financiers enjoy the privilege of investing funds in such a less risky but more productive sector of the economy which has enormous scope to invest and earn comparatively safer and higher returns.

Given a unique set of socio-economic factors and large population base of India, the demand of post-paid asset financing is increasing; Fintech based P2P and Digital lending platforms are emerging for processing the transactions with emphasis on use of Blockchain Technology; vendors and financiers are stressing upon implementing the innovative optimal business practices with focus on both the rural and urban markets. The bargaining habit of consumers, being the king, is shifting to a preferably prompt and convenient access to the financiers, asset vendors and also expecting the enhanced supervision of regulators to keep their interest protected.

In view of the above and to deliberate upon key concerns, opportunities and growth of the sector as well as co-creating an efficient, fairly competitive, and healthy sector of the economy by bringing together the corporates, buyers, manufacturers, vendors, general insurance companies, credit providing banking, NBFCs and asset financial institutions, the **ASSOCHAM is organizing the India's first Global Summit on "Leasing, Hire Purchase and Consumer Credit - Building Assets @ Ease of Finance"** on Friday, 4<sup>th</sup> May, 2018 in New Delhi.

## Eminent Speakers

- ❖ **Shri Suresh Prabhu**, Hon'ble Minister, Ministry of Commerce & Industry, Government of India
- ❖ **Shri Sudarshan Sen**, Executive Director, Reserve Bank of India \*
- ❖ **Mr. Sandeep Jajodia**, President, ASSOCHAM & Chairman and Managing Director, Monnet Group
- ❖ **Mr. Balkrishan Goenka**, Sr. Vice President, ASSOCHAM & Chairman, Welspun Group
- ❖ **Mr. Kiran Grandhi**, Vice President, ASSOCHAM & Vice-Chairman, GMR Infrastructure Ltd.
- ❖ **Mr. Sunil Kanoria**, Vice Chairman, Srei Infrastructure Finance Company & Immediate Past President, ASSOCHAM
- ❖ **Mr. S. C. Aggarwal**, Chairman and MD, SMC Global Securities Ltd.
- ❖ **Mr. Raman Aggarwal**, Chairman, Finance Industry Development Council ( FIDC)
- ❖ **Mr. Sanjiv Bajaj**, Managing Director, Bajaj Capital Ltd.
- ❖ **Mr. Umesh Revankar**, Managing Director & CEO, Shriram Transport Finance Co. Ltd.
- ❖ **Mr. Vinod Kothari**, Director, Vinod Kothari Consultants P Ltd.
- ❖ **Mr. Vijay Sachdeva**, Co-Chairperson, ASSOCHAM National Council for Company Law, Corporate Affairs and Head, North India & Practice Leader, Risk Advisory Services, PKF Sridhar & Santhanam LLP
- ❖ **Mr. Makarand M. Lele**, President, The Institute of Company Secretaries of India
- ❖ **Mr. Sanjay Gupta**, President, The Institute of Cost Accountants of India
- ❖ Representative from TATA Capital Financial Services Ltd.

**And many other eminent experts**

**\* Invited**

## Key Discussion Highlights

### **Leasing, Hire Purchase and Consumer Credit**

- ❖ Global Market trends & strategies for business growth and sustainability
- ❖ Software Solutions, Technological, Digital & FinTech Innovations landscape
- ❖ Legal Issues & Challenges, Regulatory Conditions and Industry's Expectations
- ❖ Challenges in maintaining finance, liquidity and credit rating
- ❖ Accounting & Tax Management, Risk Management
- ❖ Solar / Renewable Energy Leasing, Renting of Infrastructure Assets
- ❖ Asset Sharing Models (How to unlock the access economy)
- ❖ Co-creating Opportunities and Experience Sharing by Industry Leaders

**(Followed by the Q&A)**

### Participants

- |   |   |
|---|---|
| <ul style="list-style-type: none"><li>✓ Lease Financiers</li><li>✓ Leasing, Hire Purchase Vendors and Buyers</li><li>✓ Banks &amp; NBFCs</li><li>✓ General Insurance Companies</li><li>✓ Manufacturers, Vendors and Buyers of:-<ul style="list-style-type: none"><li>• Equipments</li><li>• Machineries</li><li>• Vehicles</li><li>• Shipping</li><li>• Aircraft &amp; Logistics</li><li>• Vehicles &amp; Electric Vehicles</li></ul></li><li>✓ Companies in the business of:-<ul style="list-style-type: none"><li>• Solar / Renewable Energy Leasing</li><li>• Renting of Infrastructure Assets</li><li>• Telecommunications</li></ul></li><li>✓ Commercial, Industrial, Warehouse, Factory and Residential Estate and lessors</li><li>✓ IT, Hardware &amp; Software Solution Providers</li></ul> | <ul style="list-style-type: none"><li>✓ Consumers &amp; Retail Loan Seekers</li><li>✓ Utility &amp; Payment Card Solutions Providers</li><li>✓ Banks &amp; NBFCs and FI in the business of:-<ul style="list-style-type: none"><li>• Education Loan</li><li>• Personal Loan</li><li>• Vehicle Loan</li><li>• Housing Loan</li><li>• Gold Loan</li><li>• Credit / Debit / Utility Cards</li></ul></li></ul> |
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## Program Schedule

**Date:** Friday, 4<sup>th</sup> May, 2018






**Summit Time:** 10:00 am – 05:00 pm

**Venue:** Hotel Le-Meridien, Desire Hall, Windsor Place, New Delhi, Delhi 110001

**Registration:** 09:00 am - 10:00 am (Pre-registration is compulsory)

| <u>Registration Fee</u>   |                       |
|---|-----------------------|
| For Indian Delegates  | For Foreign Delegates |
| <b>₹ 3,000 (Including GST)</b>  | <b>\$ 100</b>         |
| <b>Concession for 2 or more delegates or for ASSOCHAM Members @ 10%</b> |                       |

## Partners

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|   |  <p><b>Cassiopæ</b><br/>a Sopra Banking Software company</p>  |   |                                   |

### For Stall Space Booking

(On First cum First Serve Basis):

| Size of the Stall | Amount<br>(Inclusive of GST) |
|-------------------|------------------------------|
| 2*2               | Rs. 1,00,000 /-              |
| 3*2               | Rs. 1,25,000 /-              |
| 3*3               | Rs. 1,50,000 /-              |

**Global Summit Coordinator**  
**Mr. Santosh Parashar**

Additional Director – Corporate Affairs & Capital Market Division

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**Chief Guest****Suresh Prabhu**  
Minister of Commerce & Industry  
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HIRE PURCHASE &  
CONSUMER CREDIT****Building Assets @ Ease of Finance****Friday, 4th May, 2018, Hotel Le Meridien, New Delhi****Sponsorship Opportunities**

By sponsoring in this Global Summit, your organization will have a greater brand visibility, raise company profile, and gain unparalleled access to the key decision makers in this growing industry.

Sponsorship packages are given below and the same be customized:

| Category   | Logo in the Backdrop | Speaker Slot in Inaugural Session | Speaker Slot in Business Session | Corporate Literature in the Delegate Kit | Run Corporate Video during the Break timings | Logo In the Advertisement | Standees at the Summit Venue | Delegate Passes |
|--|----------------------|-----------------------------------|----------------------------------|--|--|---------------------------|------------------------------|-----------------|
| Cost   |                      |                                   |                                  |  |  |                           |                              |                 |
| Powered by<br>Rs. 10 Lakh  | ✓                    | ✓                                 | ✓                                | ✓  | ✓  | ✓                         | 4                            | 15              |
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