

Independent Best Practices Roundtable

April 21, 2020

Hilton Palmer House, Chicago

Agenda

11:00am-Noon	Check-in
Noon-1:15pm	General Session and luncheon The general session and luncheon will be held jointly with the attendees of the Bank, Captive and Vendor Finance and Small Ticket Roundtables.
1:15pm-1:30pm	Break
1:30pm-4:30pm	INDEPENDENT BEST PRACTICES ROUNDTABLE:
1:30-1:45pm	Introduction RICKY RIOS Chair, Independent Middle Market Business Council Steering Committee COO, Commercial Equipment Finance, Inc.
1:45-3:00pm	Getting the Right Side of the Balance Sheet <u>RIGHT</u> Independent equipment leasing and finance companies each approach our industry in unique and innovative ways. Whether it's building deep relationships with equipment vendors or creating new marketing initiatives to reach untapped markets—the strategies are many and diverse. However, one unifying question unites all independent business leaders: What is the best way to fund my growth? Should I pursue debt financing? Is securitization a logical next step for me? What about equity investment through institutional investors or even family offices? Each of these options brings even more questions. This session will explore these funding strategies. We have assembled a panel to explore these options, the do's and don'ts should you pursue them, as well as facilitated discussion time to get your thoughts on the topics discussed. Getting your financing right means more opportunity for your business and your future. Join us in robust discussion and get your balance sheet's right side <u>right</u> . MODERATORS: MARK DUNCAN EVP & GM, Commercial Finance and Corporate Development, Hitachi Capital America Corp. SOHINI ROY CFO, Nexseer Capital

PANELISTS:

TOM DAVIDSON
Executive Vice President, Encina Equipment Finance, LLC

DAVE JOHNSON
Managing Director

MATT PENNINO
Managing Director, Bryant Park Capital

CHARLES STACKHOUSE
Vice President, Wafra Capital Partners Inc.

MURAT TASTAN
Managing Director, Specialty Finance, Keefe, Bruyette & Woods

3:00-3:15pm

Break

3:15-4:25pm

Mining the SEFA Data for Independents

There's a wealth of data available in ELFA's Survey of Equipment Finance Activity. It's the most important source of statistical information available on the nearly \$1 trillion equipment finance industry. At this session you'll:

- Discover key survey findings of interest to Independents, from volume growth to equipment types to residuals.
- See a demo of the cutting-edge resources and benefits—including new digital tools—available to you.
- Learn how to put the data to work for you as an Independent: benchmark your company, discover which sectors are most profitable and stay on top of industry trends.

This will be an interactive session with plenty of time for attendee participation and conversation.

PRESENTERS:

RAY JAMES
Chair, ELFA Research Committee
Senior Consultant, Ivory Consulting Corporation

BILL CHOI
VP, Research & Industry Services, ELFA

4:25-4:30pm

Wrap-up