

15TH LEASINGWORLD GOLD AWARDS DINNER

HEADLINE SPONSOR: NOVUNA BUSINESS FINANCE

Reception Sponsor: Close Brothers Asset Finance

Date: Wednesday October 18th, 2023

Venue: Hilton London Bankside, 2-8 Great Suffolk Street, London, SE1 0UG

Dress Code: Black Tie

Charity: "Crisis" - helping the homeless

Table reservations: Tables of 10 prices, ex VAT
Platinum table - £4295, best seats, champagne, premium beers
Gold table - £3795, remaining positions
Gold singles (1-4 places) - £395 per person

Places are limited so please register your interest in a table reservation as soon as possible.

THE PROGRAMME

18.30 - Bubbly Reception sponsored by Close Brothers Asset Finance
19.30 - Heads 'n Tails Charity game
19.40 - Dinner with wines and mineral waters
20.40 - Charity Raffle for "Crisis", the charity that helps homeless people
21.00 - Dessert, coffee & petit fours
21.15 - GOLD Awards presentations
22.20 - Closing speeches of thanks
23.30 - Drinks in the Hilton Bar, and Carriages

Please send your orders/enquiries to editor@leasingworld.co.uk
or telephone 07803 389669 (for Jan) or 07494 096702 (for Robin)

2023 - Awards Nominations FAQs

The Leasing World Awards Dinner has become a very special event in the asset finance calendar, valued for its exclusively asset finance audience, its warm collegiate ambience, and its highly coveted Gold Awards. There will be a limit to the maximum capacity at our venue, the banqueting hall at the London Hilton Bankside, so please make your reservations as soon as possible.

As you look around the hall you always know that everybody in the room is in your industry. The competition for the awards offers huge enjoyment to the guests, with much elation, high spirits, excitement, and congratulations. The major brokers and mainstream funders will be there with members of their teams and guests, as our Gold Awards categories this year offer funders and brokers so many opportunities to win.

Our Headline sponsor for the 15th year running is NOVUNA Business Finance, our Reception sponsor once more is Close Brothers Asset Finance, and our thanks go to them for supporting our event and our industry so staunchly.

Judging Criteria

We are always asked about the judging criteria, and in the interests of an open race we deliberately keep the criteria as much qualitative as quantitative. Generally, the judges look for “the difference/progress/performance” over the year, some might think of it as the improvement, the winning combination of business growth, dynamism, clever ideas, and good management that has earned the respect of the winner’s peers.

Yes, of course there is still a need for numbers, increases in volumes, profitability, headcount, system capabilities, investment in training, and public profile, and we recommend a written submission of at least 3 sections. For example, the minimum 3-section entry might be organised as follows:

Section One:

- The Executive Summary: Why the contender is entering this specific category, their size and scope of business activity, what they have achieved that’s special in the past twelve months, and what are their most persuasive arguments for why they should be declared the winner of the category.

Section Two:

- Detail supporting the nomination
- Relevant metrics that support the nomination

Section Three:

- Example case study/studies
- Other awards or notable achievements

Further information may be added, with more case studies, web developments, and similar. Please do send a separate file/document for each category you apply for. PDFs are safer than Word docs etc., because they can't be accidentally damaged or altered.

Judges' Tip sheet

The panel of judges consists of up to six independent judges, all with considerable board-level experience in leasing and asset finance, or as partners of professional firms.

Each category is judged by two or three judges, allocated to avoid any conflict of interest, with judges nominating their first and second choices in categories they are reviewing. To avoid any unforeseen bias, the judges do not meet to discuss the entries, but submit their verdicts without knowing how the other judges have awarded their votes.

In many categories, this process produces a clear winner, although it may require the second choice votes to be taken into account. If there is no clear winner, then the Chairman of Judges has a casting vote, which must be in favour of an entry that has already been nominated as a first choice by at least one of the other judges.

What are the judges looking for when they assess the entries for a particular category? It's no different to the judging process on "Strictly" or "X-Factor" where it's the overall impression that really counts, and other than a neck-and-neck situation, there is very rarely one single factor that makes the difference. The common theme for the Leasing World judges, irrespective of the category being judged, is "What makes this entry stand out from the others?"

Sound advice on what helps to achieve this is to remember these six salient tips:

1. Read the "exam question" i.e. the short description for each category in Leasing World's complete list of categories below, as some categories have very specific criteria that should be addressed in your entry.

2. Don't submit the identical entry for multiple categories without tailoring it noticeably to meet the specific requirements for the particular category.
3. It is essential to include headline numbers in your entry to give the judges a good feel of what your business has achieved.
4. Relevant "mini case studies" are a common feature of many winning entries.
5. Good presentation does make a difference but cannot hide a weak entry that lacks detail.
6. There is no need to prepare a 50-page entry – there are many winners who submit no more than 4-5 pages.

ENTERING YOUR NOMINATIONS

Many of our guests will have their eyes on entering more than one award category. The one-off Handling fee - £195 (ex VAT) - allows you up to FIVE potential category nominations.

Award categories may be withdrawn if there is only one nomination in the category, in which case the nominee will be informed and may reallocate to another category of their choice.

GOLD AWARDS CATEGORIES

SME CHAMPION – Simply the best, a top, large scale funder/lessor which can proudly demonstrate that their products, systems and operations deliver the biggest and best performance overall in the SME funding space, in many more ways than one.

SME SPECIALIST - doesn't have to be the largest, but has SMEs as its priority in everything it does, favours the personal approach, with demonstrable programmes, initiatives and special products and services that are continually evolving and improving from client feedback.

SME BEST NEW SERVICE - Has your company launched a great new service or product for the SME space in the past year, it could be a digital-based enhancement to the standard finance offerings, it could be a customised service, it could be simply a better deal for certain SMEs, or something that has differentiated you from the competition.

BUSINESS FINANCE CHAMPION - Business Finance demands a mastery of more than asset finance alone, and offers other products that together can

accommodate all of a customer's financial needs, marketed and delivered in an integrated manner. Only big beasts need apply!

BROKER CHAMPION FUNDER - The funder who stands out as most supportive and responsive to its panel of brokers' needs throughout the year! This category has grown more demanding over the years, as funders have added broker training, regular webinars, broker awards, direct access to underwriters, and broker feedback forums.

OUTSTANDING BANK-OWNED LESSOR - Banks love leasing, and in the UK we are lucky to have an outstanding selection of challenger and mainstream bank-owned lessors that form a dynamic part of our industry. Tell us about yours!

OUTSTANDING PRIVATE EQUITY LESSOR – Same markets, different philosophy, private equity owned and funded lessors have become very much part of our UK leasing scene and have thrived, developing their businesses in imaginative ways. Tell us why you are the tops.

TOP INDEPENDENT FUNDER - who have been the most impressive truly privately-owned funders, who have been nimble and spotted opportunities others have missed, and have built big businesses from the ground up?

TOP ASSET FINANCE BROKER - True to the special broker tradition, possibly with their own book as well, with enviable customer service, admired for their professionalism by their funders, the classic broker model with all the latest updates!

BROKER DEAL OF THE YEAR - The best broker-introduced deal of the year. Exceptional? Yes! Sensational? Possibly! Highly structured? Maybe! Millions? Not necessarily! Perhaps it rescued an SME from a dire situation, or perhaps it simply is the perfect example of what an SME deal should be (open to brokers and funders).

TOP ELECTRIC VEHICLE LESSOR - 2030 is not that far away, when new ICE cars cease to be sold in the UK (with a few exceptions, as ever). Lessors are taking a large slice of EV finance, and what we'd like to know is who is at the forefront, to give recognition to their forward-looking spirit with a Leasing World GOLD Award!

TOP SPECIALIST CAR FUNDER - meanwhile, somebody's been working overtime shifting those muscular supercars, fiery Ferraris, muscular McClarens and lustrous Lamborghinis, and they're in the running for an equally sparkling Leasing World trophy this year

TOP INVENTORY & FLOOR-PLAN FUNDER - Floor-plan and inventory financing, it's a critical element in the supply chain, who has done the best job of reducing costs and raising efficiency for businesses?

TOP VENDOR SPECIALIST - The funder that has the most impressive commitment to vendor schemes, web based vendor service support, and committed specialists giving its suppliers, dealers and manufacturers the latest and the best of what asset finance sales finance programmes can offer.

TOP CUSTOMER CENTRIC FUNDER - Demonstrating engagement with staff at all levels and how that improves efficiency and the reach of customer connection and service. Evidence of training for the betterment of service outcomes, and how those in leadership positions embody customer culture that acts as an example throughout the organisation.

GREEN ASSET TRAILBLAZER - Net-zero, renewables, changing carbon footprints, these are the critical challenges that require urgent action today. Finance is seen as a key component in enabling defences to be put in place, and asset finance is well placed to play a significant role . . . which means doing deals to finance the right equipment . . .but it's not always straightforward. One for the brave and the bold who have launched wholeheartedly at the challenge!

SUSTAINABILITY STAR – Circular economy, re-use and recycling, to maintain ecological balance in the environment, taking the macro view, with board level leadership weaving the principles of sustainability into the company's business model, operational model, and performance goals.

TOP TECHNOLOGY & MEDICAL FUNDER - technology makes everything tick now, it keeps us going and has kept us going through thick and thin, so let's cheer it and give recognition to the tech funding specialist who has kept everything running.

TOP PROFESSIONS FUNDER - The legal, accounting, medical and veterinary professions generate substantial fee income but also large annual bills which can cause many a serious hiccup. Thankfully, the professions financing

providers are on hand to step in and help to smooth out peaks and troughs in cashflow, and our award gives recognition to the best performer in 2023.

NEXT GENERATION AWARD - the youth of today will be the backbone of the industry tomorrow. This one's for the up-and-coming, who show evidence of extremely hard work, a mark already made, perhaps studying in their own time to top up their qualifications and skills, personality too. Today's workhorses, Tomorrow's racehorses.

COMMUNITY & CHARITY SUPPORT STAR - demonstrate an innovative approach in fundraising to greater success, encouragement of teamwork and staff engagement to drive fundraising efforts, fundraising for supported charities or local community, and involvement with charity initiatives of customers.

TOP ASSET FINANCE LEGAL TEAM - Legal eagles whose team demonstrates the greatest commitment to the complexities of asset finance, and have helped to not only protect but also move our industry forward as a result.

THE WRAITH-CARTER AWARD FOR INNOVATION - for the most exciting and innovative product, or programme, or business innovation. It could be to do with finance, software, or people, but it's got to be significant, and successful.

EDITOR'S CHOICE AWARD - not every special candidate fits comfortably into one of our awards categories, yet each year there is someone or something that catches the eye of Leasing World's editors, making them think, "Do you know what? That really deserves recognition."

Key dates for the diary:

August 7th - All submissions must be in to editor@leasingworld.co.uk, each submission will be acknowledged when received, if you do not get an acknowledgement within 24 hours please ring and tell us on 01905 621444.

August 28th - SHORTLIST published.

October 18th - WINNERS announced at the LeasingWorld Awards Dinner.