



INDUSTRY OUTLOOK CONFERENCE 2023

6 DECEMBER 2023

9:30AM TO 5PM
BRITISH MOTOR MUSEUM



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2024



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A full overview on the ZEV Mandate and how you can prepare your business for this key legislation for electric vehicles.



training@bvrla.co.uk

01494 545719

<https://www.bvrla.co.uk/learning-development/training-calendar.html>

CHIEF EXECUTIVE'S FOREWORD



Welcome

Interest rates, artificial intelligence, political posturing. The news agenda has a constant churn of change. In today's world of 24-hour news cycles, this conference is designed to cut through that noise and give you the details that matter.

In the 12 months since our last Industry Outlook conference, we have seen many green shoots amidst the uncertainty. Vehicle supply is on the up. Fleets are taking deliveries more regularly. Demand for electric vehicles continues to grow. As ever, it is far from plain sailing though. The introduction of the FCA's Consumer Duty, parts and labour shortages, and household bills being under exceptional pressure have coalesced to challenge members and shift the landscape in which they operate.

Once again, the flexibility and resilience of BVRLA members see us finishing the year in a stronger position than we started.

So what awaits us in 2024?

The political and regulatory outlooks promise more change. We will almost certainly have a General Election, the timings and impact of which remain a constant source of speculation. Among that turbulence, members are having to navigate changing consumer habits, tighter budgets and a raft of new technologies.

Our Industry Outlook report outlines how and where members plan to tackle the challenges and opportunities of 2024. With input from more members than ever, the report will shape sessions throughout the day. Analysis will come from experts from across the industry and you will have

the chance to share questions and observations during every session. Please do get involved as much as possible.

Thank you to our event partners, Aviloo, Coastr, Kwik-Fit, Sofico, and United Rental Group. The support of these organisations makes this event possible. We also have a host of innovative exhibitors, here to engage with you and bring their products, knowledge and expertise into our marketplace. Please spare some time to talk with them.

All that remains is for me to wish you a productive and informative day and thank you for your continued commitment to the BVRLA.

Gerry Keaney,
Chief Executive



Read the Industry Outlook Report here

www.bvrla.co.uk/news-insight/industry-outlook-an-expert-view/industry-outlook-report.html

AGENDA

TIMINGS SESSION DETAIL

From 09:00 **Registration: delegates arrive, tea/coffee, networking**

10:00 **Welcome from conference chair**
Toby Poston, BVRLA Director of Corporate Affairs

10:05 **Session 1: BVRLA Introduction and priorities**
A summary of member survey and business plan priorities.
Speaker:
Gerry Keaney, BVRLA Chief Executive

10:20 **Session 2: 2024 Industry Outlook Panel**
BVRLA published the findings of its revamped 2023 Outlook survey, where senior leaders from across the industry share their thoughts on: market perspectives, strategic priorities, regulation and compliance and technology.
Panellists:
Alfonso Martinez, ALD Automotive | LeasePlan
Gareth Jones, Radius Vehicle Solutions
Paul Parkinson, Synergy Car Leasing
Alan Olivier-Smith, Avis Budget Group
Per Voegerl, United Rental Group
Michelle Miles, Prohire

11:05 **Coffee Break and networking**

11:30 **Session 3: Policy & Compliance Outlook**
A horizon scan of key policy, compliance and ESG matters.
Speakers:
Thomas McLennan, BVRLA Head of Policy & Public Affairs
Shashi Maharaj, BVRLA Director of Legal & Membership
Ben Horn, Omnevue

Break-out Sessions: Outlooks Stream 1 (PICK ONE)

12:10 **A: Rental roadmap**
A deeper look at the key rental specific findings from the BVRLA industry outlook survey, as well as discussions around EV adoption, business models, business confidence and technology.
Chair: Ian Lawrence, United Rental Group
Panellists:
Nathan Holdcroft, Total Fleet
Nick Green, GBV Rentals
Steve Furby, Ford
Per Voegerl, United Rental Group
Michelle Miles, Prohire

AGENDA

TIMINGS SESSION DETAIL

12:10	<p>B: Leasing lowdown A deeper look at the key leasing specific findings from the BVRLA industry outlook survey, as well as a look at what is happening in the world of used EV leasing and what the ZEV mandate means for the UK.</p> <p>Chair: Ralph Morton, Broker News</p> <p><i>Panellists:</i> Lesley Slater, Athlon Ashley Barnett, Lex Autolease Ben Nelmes, New AutoMotive Katharina Roecker, High Mobility</p>
13:00	<p>LUNCH and networking. Opportunity to visit exhibitors and event partners.</p>
<p>Break-out Sessions: Surgery Stream 2 (PICK ONE)</p>	
14:00	<p>A: Keeping vehicles on the road How much does it cost when a vehicle is off the road? What can you do in 2024 to improve vehicle downtime? Expert speakers will answer these questions plus delve into the key trends within the world of aftermarket and vehicle management.</p> <p>Chair: Vincent St Claire, Fleet Assist</p> <p><i>Participants:</i> Blaine Colston, Kinto UK Ben Boot, Kwik Fit David Bushnell, Fleet Operations Marc Lees, epyx</p>
14:00	<p>B: Keeping customers happy How can technology keep our customers happy? What is customer demographic data telling us? Expert speakers will talk through these questions and delve deeper into how technology can help with the customer journey.</p> <p>Chair: Rachael Jones, Auto Trader</p> <p><i>Participants:</i> Daniel Layne, QV Systems Michael Terry, Ebbon Group Wim Knuts, Sofico Simon Carr, Wondle Sophie Stone, Coastr</p>
14:50	<p>Session 4: New year, new outlook An inspirational resilience session on overcoming hurdles to prepare for next year's upcoming key issues, led by the BVRLA learning and development team.</p>
15:10	<p>Session 5: UK Economic Outlook Update on the UK's key economic indicators and the outlook for 2024.</p> <p>David Smith, Economics Editor of The Sunday Times</p>
15:50	<p>Conference chair closing comments Toby Poston, BVRLA Director of Corporate Affairs</p>
<p>16:00-17:00 Close and Networking</p>	

DELEGATES

Abhinav Saxena
Aston University

Adam Forshaw
BVRLA

Adnan Usman
Gatwick Car & Van Rental

Aiden Wassell
Assured Vehicle Rental

Alan Olivier Smith
Avis Budget Group

Alex Grant
Media

Alfonso Martinez
ALD Automotive | Leaseplan

Ali Shabbir
Coastr

Alison Bell
enson Automotive Solutions Ltd

Amanda Brandon
BVRLA

Amy Bond
Sixt Rent A Car Ltd

Andy Page
Sofico

Anesh Chauhan
Vehicle Data Clear

Angus McDowall
Rivus Fleet Solutions

Anne Gray
Flexible Power Systems

Anthony Kenning
GKL Leasing

Ashley Barnett
Lex Autolease

Ashley Connell
Epyx Ltd

Ashley Passant
Greenhous Fleet Services Ltd

Becky Joiner
TSP Kar Hire Ltd

Ben Boot
Kwik Fit

Ben Horn
Omnevue

Ben Nelmes
New Automotive

Ben Waller
ICDP

Blaine Colston
Kinto

Brian Nott
Tusker

Carl Cumbo
Adept Vehicle Management

Carl Parkin
LC Vehicle Hire

Carl Smith
Van Monkey Ltd

Cassie Woodhouse
BMW (UK) Ltd

Catherine Bowen
BVRLA

Charlotte Lee
Inchcape Retail Limited

Charlotte Plumb
BVRLA

Chris Ashford
United Rental Group

Chris Swallow
Novuna Vehicle Solutions

Claire Owens
FMG

Craig Day
United Rental Group

Craig Gibbin
Ebbon-Dacs Ltd

Dale Williams
Assured Vehicle Rental

Daniel Layne
QV Systems

Danielle Davison
Herd Hire Ltd

Darren Wanstall
United Rental Group

Dave Kennon
Zeti Limited

Dave Parry
FMG

David Bushnell
Fleet Operations

David Gerrans
Motor Easy Services Ltd

David Hughes
Aldermore Bank plc

David Palmer
M W Vehicle Contracts

David Smith
The Sunday Times

Dean Simmons
United Rental Group

Debra Biggerstaff
United Rental Group

Denise House
Self Drive UK

Dominic O'Reilly
Redde Northgate PLC

Doug Hyett
Fleet Operations Ltd

Dudley Ashford
DVLA

Emma Noble
AWR Automotive UK Ltd

Fran Bund
BVRLA

Fergus McArdle
Height for Hire

Gareth Cooper
Barclays Mercantile Business Finance

Gareth Jones
Radius Vehicle Solutions

Gareth Roberts
Media

Garry Brandrick
Otis Vehicle Rentals Limited

Gary Davolls
Regal Car Van & Truck Rental & Buzzard Van Rental

Gavin Yeomans
M W Vehicle Contracts

Gemma Dickson
Herd Hire Ltd

Gerry Keaney
BVRLA

Graeme Dengate
Phyron

Graeme Lumley
Rivus Fleet Solutions

Graham Harrop
Greenarc Vehicles Limited

Graham Lesslie
GoFor Finance Limited

Greg McDowell
Marshall Leasing

Greg Theaker
BVRLA

DELEGATES

Guy Mason
SG Fleet

Guy Naraine
United Rental Group

Hannah-Louise Kirkpatrick
Harmoto Vehicle Leasing Limited

Hayden Murrell
Seymour Hire Ltd

Hayleigh Morris
BVRLA

Iain Bennett
GoFor Finance Limited

Ian Lawrence
United Rental Group

Isabel Edwards
Novuna Vehicle Solutions

Jack Mullaney
Sandbach Truck and Van Limited

Jack Smith
Jaama

James Hopkins
BCA Fleet Solutions Limited

James Parnell
Grosvenor Contracts Leasing Ltd

Jamie Houghton
Greenhous Fleet Services Ltd

Jane Bird
CGI IT UK LTD

Jason Gill
Webfleet Solutions

Jason Hawkes
Lombard Corporate Finance

Jayson Drew
Coastr

Jazmine Frost
CGI IT UK LTD

Jennifer Jones
TCH Leasing

Jim Blair
Arnold Clark Finance Ltd

Jo Burley
cap hpi

Joe McElligott
Fleet & Distribution Management Ltd

John Highfield
Motor Easy Services Ltd

Jonathan Francis
Barclays Mercantile Business Finance

Jonathan Robinson
United Rental Group

Juliana Giebel
Sixt Rent A Car Ltd

Karen Morton
BVRLA Trainer

Karl Lord
Enterprise Rent A Car

Katharina Roecker
High Mobility

Kay Bevan
DVLA

Kelly Gadd
DVLA

Kieran Grenfell
Coastr

Kieron Davey
Self Drive UK

Lee Hamlett
Kinto

Leigh Margel
LC Vehicle Hire

Lesley Slater
Athlon

Liz Matschy
Avis Budget Group

Mac Engledew
Recovery World Ltd

Marc Lees
epyx

Mark Taylor
Height for Hire

Margaret Speirs
Arnold Clark Finance Ltd

Mark Asaad
CGI IT UK LTD

Mark Hamblin
U-Drive Ltd

Mark Hammond
TCH Leasing

Mark Main
Alltruck

Mark Pedley
Adept Vehicle Management

Mark Pow
BVRLA

Martin Potter
Liquid Fleet Ltd

Matt Cranny
Wondle

Matthew Walters
LeasePlan UK

Matthieu Peugeot
Aviloo

Max Goldsmith
epyx

Michael Terry
Ebbon Group

Michelle Miles
Prohire

Mike Manners
CBVC Vehicle Management Ltd

Mike Palmer
Nexus Vehicle Rental

Mike Wilson
Assured Vehicle Rental

Molly Curtis
Prohire Software Ltd

Natalie Cashill
United Rental Group

Nathan Green
GBV Rentals

Nathan Holdcroft
Total Fleet UK Ltd

Nicholas Green
Green-Line Vehicle Rentals

Nicholas Swales
Sixt Rent A Car Ltd

Nick Brown
Kwik Fit

Nick Green
GBV Rentals

Nick Hulbrook
Gatwick Car & Van Rental

Nick Ladyman
3B Vehicle Hire Limited

Nick Press
Auto Trader

Oliver Weston
Radius Vehicle Solutions Ltd

Paige Macheath
Auto Trader

Paul Bumford
LC Vehicle Hire

Paul Newman
Prohire Software Ltd

DELEGATES

Paul Parkinson
Synergy Car Leasing

Paul Wright
AWR Automotive UK Ltd

Per Voegerl
United Rental Group

Peter Mellor
Proximo

Peter Neal
Arnold Clark Finance Ltd

Phil Garthside
BVRLA

Phil Spain
Alley Cat Car & Van Rentals Ltd

Phil Williams
epyx

Philip Benke
CGI IT UK LTD

Phoebe Wright
Spencer Hayes Group

Qasim Naqvi
TSP Kar Hire Ltd

Rachael Jones
Auto Trader

Rachel Ward
Prohire Software Ltd

Raj Sanghera
Terminus Contract Hire

Ralph Morton
Broker News

Rebecca Batting
3B Vehicle Hire Limited

Rebecca Sutherland
United Rental Group

Richard Davies
Towergate Insurance

Richard Evans
Jaama

Richard Holden
Lombard Corporate Finance

Richard Sutton
U-Drive Ltd

Richard Williams
Transfer 360

Robert Blow
United Rental Group

Robert Pilkington
Ebbon-Dacs Ltd

Roger Evans
Prestige Contract Rental Ltd

Ross Batting
3B Vehicle Hire Limited

Sam Harkness
Greenfleets Ltd

Sam Smith
Sandbach Truck and Van Limited

Sarah Edwards
Autohorn

Sarah Gray
Dawsongroup Vans Limited

Sarah Horne
BMW (UK) Ltd

Sarah Tooze
Media

Scott Jenkins
Autohorn

Shakeel Ali
Evata UK

Shashi Maharaj
BVRLA

Simon Carr
Wondle

Simon Ridley
Dawsongroup Vans Limited

Sophie Stone
Coastr

Spencer Halil
Alphabet (GB) Ltd

Stephen Greenstreet
Greenfleets Ltd

Steve Beadle
Grosvenor Contracts Leasing Ltd

Steve Furby
Ford Motor Company

Steve Hobson
Media

Steve Larkin
Ebbon-Dacs Ltd

Steve Seager
QV Systems

Tess Warn
BVRLA

Thomas McLennan
BVRLA

Tim Bailey
Northgate Vehicle Hire

Toby Poston
BVRLA

Tom Edwards
Kwik Fit

Tom Pitter
Pitter Self Drive Ltd

Tracy Balanchandran
QV Systems

Tommy Leadbeater
Alltruck

Vincent St Claire
Fleet Assist

Wim Knuts
Sofico

Wolfgang Berger
Aviloo

Yannick Lober
High Mobility

Yin Noe
YRD Auto Alliance

SPONSORS & EXHIBITORS



www.aviloo.com

AVILOO GmbH, the developer of battery diagnostics for electric and plug-in hybrid cars, is an Austria-based company operating throughout the EU market and beyond. AVILOO has developed a unique technology for testing Lithium-ion batteries and has thus opened a completely new market dimension within the automotive industry. The AVILOO Battery Diagnostic is independent, accurate, reliable and includes two products:

The FLASH Test, the fastest extensive battery test on the market: The FLASH Test determines in just 3 minutes the functionality of the traction battery without moving the vehicle.

The PREMIUM Test, the most comprehensive battery test on the market: The TÜV-certified, manufacturer-independent PREMIUM Test is an exact SoH test which provides detailed drive battery information.



www.coastr.com

Coastr is digitising the vehicle rental, flexible leasing, car subscription, and car-sharing ecosystem with its Software-as-a-Service (SaaS) platform for vehicle rental and fleet management. Coastr brings together unique tech-enabled partnerships with key players in the market and connected vehicle solutions using telematics (IoT) and direct integration with vehicle manufacturers to manage retail and commercial fleets and enable contactless services. Coastr's mission is to decarbonise the mobility sector by enabling wider access to shared mobility services in the market and making fleet operators future-ready to cater to new consumer demand and market trends.



www.epyx.co.uk

epyx specialises in e-commerce solutions for the automotive sector. Its best-known products are the 1link platforms, which improve the efficiency of major fleets and their suppliers, covering functions including vehicle maintenance, hire, remarketing and relicensing. They have been adopted by fleets totalling more than four million vehicles, thousands of service providers, and nearly all major motor manufacturers on behalf of their franchise networks.



www.jaama.com

Since our launch in 2004, Jaama has firmly stamped its mark on the industry as leaders in future proof, cutting-edge fleet and asset management software innovation.

Run by a team of directors who have spent their entire careers working in the fleet and leasing technology arena, our team have a passion for creating quality and award-winning solutions in partnership with our customers as well as finding innovative ways in reduce costs, improve efficiencies and achieve compliance in the fleet market.



www.kwik-fit.com

Established in 1971, the Kwik Fit Group is one of the largest independent automotive parts repair and replacement specialists in the world. Kwik Fit has over 600 service centres across the UK, as well as a nationwide fleet of mobile tyre fitting vehicles, and specialises in tyres, brakes, exhausts, MOT and servicing. Details of its range of products and services can be found at kwik-fit.com

If you are interested in partnering with the BVRLA on Industry Outlook activity in 2024, please email fran@bvrla.co.uk

SPONSORS & EXHIBITORS



www.qv.systems

QV Systems, the UK's leading asset finance SaaS provider, was founded in 2011 by visionary software designer Daniel Layne. Inspired to innovate a superior method of delivery for automotive finance software, we set out to create ground-breaking systems that enhance experiences for businesses and their customers alike. The remarkable impact of our flagship product, Accelerate, over the past 12 months underscores our success: processing £1bn in quotes, managing over 500k enquiries, and delivering 50k vehicles. We are proud to serve industry funders, as well as leasing brokers. As we forge ahead, our commitment to developing future-ready solutions that cater to the evolving needs of the automotive finance industry remains steadfast.



www.selfdrive.uk

SelfDrive (UK) is a Mobility Tech Platform that collaborates with car manufactures, dealerships, car rental & leasing companies across the UK to offer on demand Car Rentals, Subscription/Flexi lease and Digital Leasing Services. First launching its services in the Middle East & operates across UAE, Qatar, Bahrain, Oman, Kuwait & Saudi Arabia and is the largest independent car rental, subscription & leasing company in the Middle East.

As the largest car and van rental super app, we redefine the way you experience transportation with our cutting-edge solutions. Operating on an asset-light model, we prioritize flexibility and efficiency in every rental experience. Dealer.Cars is Selfdrive at its best white label tech solution, built entirely from ground up to empower the car dealerships with rental, subscriptions & digital leasing vertical.



www.sofico.global

For over 35 years, the world's leading automotive finance, leasing and fleet & mobility management companies use Sofico's industry applications to adapt and scale to their customers' evolving mobility needs. Worldwide, they trust the cloud-based asset lifecycle management platform Miles Enterprise to be the backbone of their daily operations. Additionally, mobility service providers turn to Sofico's suite of modules to upgrade their customers' service levels and define new commercial offerings.



www.transfer360.co.uk

Transfer360 connects leasing companies directly to vehicle ticket issuers (parking operators, local authorities, tolls) to digitise and automate the process of transferring liability of a ticket to the vehicle hirer. You can receive and manage tickets for your vehicles directly in the Transfer360 system, avoiding post, reducing manual input and avoiding liability issues.



www.unitedrentalsystem.co.uk

United Rental Group is the owner and operator of the United Rental System. This is a network of more than 550 independently owned rental companies, collectively having over 800 locations throughout the UK. Many of these businesses are family-operated, and all share a commitment to providing exceptional customer service.

The network boasts a combined fleet of 130,000 vehicles, offering a diverse selection including cars, car-derived vans, light commercial vehicles, minibuses, 4x4s, trucks, tractor units; as well as specialized vehicles such as refrigerated vans, access vehicles, cherry-pickers, and motorhomes.

Based in Chesterfield, Derbyshire, with a dedicated team of 80 highly experienced employees, the company draws from their extensive knowledge within the rental and automotive sectors.

SPEAKERS



Alan Olivier Smith, General Manager UK, Avis Budget Group

Alan Olivier-Smith has been the General Manager for Avis Budget UK since November 2020. Alan previously spent 10 years at Hertz in various roles, followed by 9 years at Avis which included launching a UK Commercial Vehicle business and managing their European Commercial Vehicle business before taking on the UK GM role. When not having to deal with three challenging teenage kids, Alan continues to push on with multiple sports - fully appreciating that the 'older he gets the better he was.' Alan's commercial vehicle background means he still drives a VW Transporter van converted to a campervan as his company car; but somewhat reluctantly is now very close to a life style shift towards an electric car.



Alfonso Martinez, CEO, ALD Automotive | LeasePlan UK

Alfonso Martinez has been selected as Managing Director of ALD Automotive | LeasePlan UK. Since 2019, he has served as Managing Director of LeasePlan UK, where he has played a key role in the strategic direction and business performance across the corporate, SME, public sector and consumer markets. Before joining the UK team, Alfonso served as Chief Financial Officer of Spain before becoming Managing Director of LeasePlan Italy six years later in 2012.



Ashley Barnett, Senior Manager, Strategic Consultancy & Sustainability, Lex Autolease

Ashley has over 30 years of fleet and financial services experience and has led the Lex Autolease Consultancy team to multiple national awards for sustainability and fleet innovation. Responsible for strategic consultancy & sustainability within the Transport business at Lloyds Banking Group he is regularly involved in discussions with external agencies and his specialisms include sustainable fleet solutions, salary sacrifice, funding and cost reduction methods.



Ben Boot, Head of Development (Service, Maintenance and Repair), Kwik Fit

Ben is responsible for Kwik Fit's mechanical provision covering MOT's, servicing, brakes and other associated products in the B2B space. Ben supports Kwik Fit's fleet account team in delivering products and services that help keep drivers safe on the road and experience peace of mind motoring. As the vehicle parc evolves, Ben influences the strategic delivery of Kwik Fit's SMR portfolio to ensure it supports the key requirements of the modern fleet driver. Ben's career background is automotive which helps him understand what is important to Fleet customers today.



Ben Horn, ESG Specialist and Commercial Lead, Omnevue

Ben's professional career started as an ACA Chartered Accountant working for EY and BKL in Accounts and Audit. He subsequently went to specialise in Intellectual Property and Royalties audits at Grant Thornton. Ben decided to pursue his passion of Sustainability and studied at the University of Cambridge Institute for Sustainability Leadership whilst taking a Management Consultant position at a boutique Sustainability Consultancy called Carnstone, specialising in strategy and reporting across the ESG agenda.



Ben Nelmes, Chief Executive, New AutoMotive

Ben is Chief Executive of New AutoMotive, a non-profit that aims to use data to support and accelerate the transition to electric vehicles. Ben is a specialist in climate change and sustainability, public policy, and data science. Before founding New AutoMotive, he worked on sustainability policy in Parliament, on green finance in the City sustainable finance and on carbon markets reform at a think tank.



Blaine Colston, Head of Operations, Kinto UK

Blaine has spent the last 30 years in leasing and joined KiNTO UK in 2014. He is currently General Manager, Vehicle Operations and is responsible for the Fleet Admin, Operational Supply Chain, Technical (Maintenance Control), Downtime Management, Service Booking, Incident Management, Daily Hire and Remarketing teams. Blaine lives in Surrey, is married with one daughter.



Daniel Layne, CEO and Founder, QV Systems

With 25 years in the industry, Daniel has designed and implemented some of the largest-scale automotive finance systems, as well as spending time in retail banking, leasing, telematics and auction/logistics companies. He launched QV Systems in 2015 with the aim of bringing the benefits of SaaS to the automotive finance vertical for both brokers and funders. He has three children and his interests outside of QV Systems include law, regulation, the future of technology, cycling and travel.



David Bushnell, Director of Consultancy and Strategy, Fleet Operations

With over 30 years' experience in Financial services David joined Fleet Operations in January 2022, following a 24-year background as Principal Consultant for leasing giants, Arval and Alphabet. David's role is to further enhance the depth of value Fleet Operations brings to its customers, advising them on strategy and supporting them ahead of legislative changes with particular focus on transition to Alternative Drive Train Technology, Mobility as a Service (MAAS), Fleet taxation, Funding Methodology, Salary Sacrifice and Personal Motoring Schemes. In the earlier part of his career, David was a Mechanical Engineer before spending a decade in Financial Services specialising in Motor, Personal and Secured lending. In addition to his role with Fleet Operations David sits on various advisory boards including the BVRLA Tax and Public Affairs Working Groups, ensuring Fleet Operations remains in the spotlight.



David Smith, Economics Editor, The Sunday Times

David Smith has been Economics Editor of The Sunday Times since 1989, where he writes a weekly column. He is also a leader-writer, an assistant editor and policy adviser. Since 2016 he has also been writing a weekly column for The Times, where he worked from 1984 to 1989. David Smith is the author of several books, including The Rise and Fall of Monetarism; Mrs Thatcher's Economics; North and South; From Boom to Bust; UK Current Economic Policy; Eurofutures; Will Europe Work?; Free Lunch: Easily Digestible Economics; The Dragon & the Elephant: China, India and the New World Order; The Age of Instability: The Global Financial Crisis and What Comes Next, and – in 2015 – Something Will Turn Up; Britain's Economy Past, Present and Future. He is a visiting professor at both Cardiff University and Nottingham University.



Gareth Jones, Managing Director, Radius Vehicle Solutions

Gareth Jones has held a long and established career in the automotive industry. Having held senior board level positions at Northgate plc, Dawsongroup | vans and Ainscough Group, he has a strong understanding of assets and the operational and financial requirements needed to drive fleet efficiency including business transformation. In 2020 he sold his minority stake in telematics provider Cantrack Global as part of a complete acquisition process and in 2021 his vehicle solutions business, was also bought. Both businesses were acquired by leading global solutions provider, Radius. Gareth is currently UK Managing Director of Radius Vehicle Solutions.



Gerry Keaney, Chief Executive, BVRLA

Gerry joined the BVRLA in 2013. In addition to his BVRLA duties, Gerry sits on the Government's Motorist's Forum and is a member of the CBI's Trade Association Council.

Gerry has spent most of his working life in the automotive industry, having started his career at Jaguar and Land Rover and subsequently spending 21 years at Volvo Cars. After spells in a variety of senior sales, operations and dealer roles, he was Chief Executive of Volvo Cars UK between 1996 and 2002. He then moved on to several international roles at the parent company, culminating with nine years as Senior Vice President of Marketing, Sales and Customer Service.



Ian Lawrence, Chairman, United Rental Group

United Rental Group was formed in 1991 and Ian has been there since the beginning – the only one of the original founders left! As part of the Sixt Group he has held various roles over the years including Group Managing Director/CEO of United Rental Group and Sixt rent a car. These days his role as Chairman allows him the time to work closely with both boards and focus on future strategy and planning. Asked to describe his business attitude in three words, he responded 'work in progress' – it's never been anything other. His passions are family, football, golf and profitability – but, as he admits, not always necessarily in that order.



Katharina Roecker, Manager of Strategic Projects and Customer Development, High Mobility

Katharina Roecker is the Manager of Strategic projects and customer development for High Mobility. She is currently focused on creating sustainable and innovative data products, simplifying processes, and supporting customers in their connected car journey. Previously she has worked on Innovation Projects with Automotive manufacturers and suppliers all around the world including China and the US.



Lesley Slater, Chief Commercial Officer, Athlon

With over 30 years' experience in the vehicle leasing industry, Lesley Slater joined Athlon UK as Chief Commercial Officer in June 2020 from LeasePlan UK, where, since joining in 1994, she held a number of senior leadership roles across both Commercial and Operations. These roles included over five years each leading the Public Sector and then large Corporate brands and six years on the UK board, initially as Business Development Director and then 4 years as Operations Director.



Marc Lees, Business Development Director, epyx

Meet Marc Lees, a dynamic professional with more than 23 years of expertise in the automotive and fleet sector. Beginning in operational service delivery for a leading fleet management business, Marc has spent the last 13 years specialising in Automotive technology. Leading a dynamic team, he champions the introduction and optimisation of market-leading 1link technology platforms for new and existing customers. Marc's career is marked by a proactive approach to operational efficiency and a keen focus on staying at the forefront of automotive technology trends. His unique blend of operational insight and tech leadership positions him as a forward-thinking contributor in the ever-evolving automotive landscape.



Michael Terry, Head of MoDel, Ebbon Group

Michael has over 17 years' experience of working within the automotive industry and is responsible for all commercial activity relating to Ebbon Automotive's vehicle movements platform - moDel. moDel is widely used within the automotive community by Leasing companies, OEM's, Dealers and Logistics companies to facilitate electronic vehicle handovers and will process in excess of 1 million handover documents by the end of 2023. Although now the moDel expert, Michael also has previous experience of working with all Ebbon Automotive's products and prior to life at Ebbon Group he used to work for one of the UK's largest leasing companies.



Michelle Miles, Head of ProGreen & Group Marketing, Prohire

Michelle Miles is head of ProGreen and group marketing at Prohire, a leading provider of commercial vehicle hire and fleet management solutions. Prohire's vision is to lead the charge as the UK's most trusted provider of sustainable vehicle hire.

Michelle's career at Prohire has spanned 13 years, having joined as customer relations manager in 2010. Michelle has been instrumental in leading ProGreen, which was launched in 2021 to support Prohire's customers in achieving their Net Zero ambitions. Under Michelle's guidance, ProGreen has successfully introduced cutting-edge electric vehicles into Prohire's fleet, replacing traditional diesel vehicles. This transition has not only reduced carbon emissions but also improved operational efficiency and reduced noise pollution in urban areas. Michelle was recognised as one of the Top Women in EV by industry leading experts at the EV Summit and was shortlisted for the inaugural Inspirational Woman of the Year Award at TCS&D 2023.



Nathan Holdcroft, Director, Total Fleet UK

27 years in the vehicle industry. Proud to be a Manchester City based independent daily rental operator providing car and van hire across the Northwest. An EV fanatic leading clients across the bridge of change.



Nick Green, Director, GBV Rentals

Nick came to his father's business in 1991 after attending catering college and working for 3 large hospitality businesses Grand Met, Trust House Forte and Allied Breweries with a few years in Retail Vehicle Sales. Today he is Managing Director of GBV Rentals (the business his father started) operating 400 vehicles in Gloucestershire, Worcestershire and Warwickshire.



Paul Parkinson, Chair, Synergy Car Leasing

Prior to establishing Synergy Car Leasing in 2006, Paul has over 30 years automotive experience working in numerous dealerships. Having served on the BVRLA Leasing Broker Committee for a number of years, he took up the role of committee chairman in October 2021 and is now vice-chair.



Per Voegerl, CEO, United Rental Group

Per Voegerl, CEO of United Rental Group, joined the business in 2020 and faced the immediate challenge of steering the business through the Covid-19 pandemic. United Rental Group owns and manages United Rental System, a network of over 550 independent vehicle rental businesses who collectively run the largest rental fleet in the United Kingdom. Per is vastly experienced within the rental sector, prior to joining United Rental Group he was the Managing Director of Sixt rent a car in the UK, having first joined the in 1998.



Rachael Jones, Director of Automotive Finance, Auto Trader

Rachael Jones is the Director of Automotive Finance at Auto Trader, the UK's largest online automotive marketplace. She has worked in the automotive industry for 15 years in roles at Nissan GB including Product & Lifecycle Management, Retailer Sales Performance, Retail Marketing & Tactical Planning. More recently she played a pivotal role at Auto Trader in their transition to adding brand new cars to the platform. In her role as Director of Automotive Finance, she heads up strategic partnerships with Lenders and Leasing companies and is passionate about driving value for partners through data and insight, digital solutions, and enabling them to better connect with Auto Trader consumers. Today, Auto Trader has over 40 lender integrations, and over 6,000 retailers advertising 300,000 vehicles with finance on the platform. Rachael takes a particular interest in Sustainability and is the Sponsor of the Sustainability Network within Auto Trader. She also works closely with The Carbon Literacy Trust who offer free Carbon Literacy training to anyone in the automotive industry, with the aim to reduce individual's Carbon Footprint.



Ralph Morton, Editorial Director, Morton Media Communications

Ralph is a highly experienced automotive journalist with a CV that includes Autosport, Autocar and What Car?, the latter title which he edited. Having set up his own business in 1996, he now works as the editorial director of the communications consultancy Morton Media Communications. Ralph specialises in the fleet and leasing sector and publishes two titles, which he also edits - the B2B title Broker News, and the SME focused FleetandLeasing.com.



Shashi Maharaj, Director of Legal and Membership, BVRLA

Shashi joined the BVRLA in May 2020 as legal and membership director, responsible for the association's governance, compliance and membership functions. As the former BMW Financial Services head of strategy, he has spent more than 20 years with BMW in a variety of senior legal, strategy and compliance roles.



Simon Carr, Director, Wondle

Simon Carr has 20 years experience in the auto industry holding senior roles at LeasePlan and Alphabet, where he was Chief Commercial Officer for 4 years. Simon co-founded Wondle over 2 years ago to revolutionise minor damage management for Fleet Operators and Consumers. He believes that using technology to engage customers and improve damage processes are a vital part of the future of the mobility industry.



Sophie Stone, Senior Manager for Customer Success, Coastr

Sophie Stone has over 17 years of experience in the automotive and car rental industries. She has worked at some of the UK's leading brands like National Car Rental, Europcar, and Free2move Rent Stellantis before joining Coastr to lead the Customer Success Team. She leverages her industry knowledge to help businesses adopt and onboard smoothly, build strong relationships with clients, tailor solutions to their unique needs, and provide ongoing support throughout the customer journey. Sophie has a unique approach to customer success which stems from identifying the end-customer or renter's needs which forms the basis of operational requirements for mobility operators which Coastr aims to solve with its technology.



Steve Furby, National CV Sales Manager, Ford Motor Company

Steve is the Head of Commercial Vehicle Sales for Ford in the United Kingdom. Previously held the position of Head of Rental Operations for the UK and Ireland managing Ford through the supply crises since the middle of 2021 and has held many other corporate finance and business strategy roles within Ford in the UK.

Ford are a manufacturer of Car and Commercial Vehicles globally and are have been the UK Commercial Vehicle Market Leader for 57 consecutive years, achieving 33% Market Share in 2023.



Thomas McLennan, Head of Policy and Public Affairs, BVRLA

Thomas leads the BVRLA Policy and Public Affairs team working with Government, public sector agencies, industry associations and key business influencers to make the case for the sector across a wide range issues. Before the BVRLA he worked for the National Franchised Dealers Association.



Toby Poston, Director of Corporate Affairs, BVRLA

Toby Poston is Director of Corporate Affairs at the BVRLA, where he oversees the association's communications, events, policy, campaigning and research activities. Prior to joining the BVRLA fifteen years ago, Toby spent more than a decade as a business journalist, including six years as a reporter and editor at the BBC Business & Economics Unit.



Vincent St. Claire, Managing Director, Fleet Assist

Vincent St. Claire is Managing Director of Fleet Assist, the UK's largest SMR Supply chain management company. It counts a large number of the FN50 as its clients that operate over 1.2 million vehicles that have access to the Fleet Assist network of over 5,200 garages.

With over 30 years industry experience gained at board level in both the Rental and Leasing industries, in both operational and business development capacity, Vincent and his Fleet Assist team have unparalleled experience in all aspects of Service Maintenance and Repair.

During this time Vincent's strong desire to deliver excellence has led to a strong track record of bringing innovation to the fleet marketplace.


















Wim Knuts, Product Manager, Sofico

Wim Knuts, Product Manager at Sofico, is responsible for the retail offering on Miles Enterprise. With over 15 years' experience in financial services industry, he has worked for banks, financial institutions and software vendors. Before joining Sofico in 2023 he worked as a product manager for Sopra Bank Software. Throughout his career he's been driven by innovation, optimization, and automation to deliver the most efficient customer experiences. Currently he focusses on building a dedicated retail offering on the Miles platform to support the digital transformation and shift to a more customer-focused future.



Events Calendar 2024

JAN	
FEB	 Residual Value and Remarketing  Vehicle and Fleet Management
MAR	
APR	 Compliance
MAY	 DEEP DIVE
JUN	 Residual Value and Remarketing  Vehicle and Fleet Management
JUL	 CONFERENCE  Compliance
AUG	
SEP	
OCT	  Compliance
NOV	 Residual Value and Remarketing  Vehicle and Fleet Management
DEC	

Industry Outlook

The Industry Outlook workstream has the sole aim of helping its members prepare for the challenges and opportunities ahead.

Webinars throughout the year and a flagship conference provide the perfect opportunity to connect with colleagues from across the industry and get answers to the questions that will determine the success of your Business Plan.

Fleets in Charge


The automotive industry is on the road to zero. The BVRLA's Fleets in Charge programme explores the latest technologies, business models and the policy environment that are delivering road transport decarbonisation.

Through a series of targeted webinars and conference, attendees hear from expert speakers from across government, automotive and the fleet sector, as they share key analysis and the insights into the progress made and remaining barriers to be overcome.

Leasing Broker Conference

The leasing broker community is a vital link in the automotive supply chain. There are over 300 BVRLA leasing brokers members who are responsible for over 1.26 million vehicles on personal contracts.

This dedicated conference brings together over 100 leasing broker members to share ideas and common issues presented by today's highly regulated industry.



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