

# Introduction to Leasing & Asset Finance

In association with:

FieldSolutions

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**nacfb training day**



Commercial  
Finance

Leasing  
& Asset  
Finance

Vehicle  
Finance

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# Introduction to Leasing & Asset Finance

The course is aimed at new-comers to the asset finance industry, either those joining from other industries or indeed other parts of the general banking and finance marketplace. Whilst, inevitably the course veers towards selling the products, it is useful for those engaged in any function within the industry. It would be ideal for a commercial finance broker wishing to sell more asset finance to compliment the current offering.

The **course objectives** are:

- To provide a history and understanding of the way the asset finance industry has developed in the UK
- To give an understanding of the regulatory issues facing the asset finance industry in the UK
- To outline the major products used by asset finance providers in the UK
- To provide a basic understanding why different products would appeal to different customers.

The **course content** includes:

- A history of the asset finance marketplace, including an up to date summary of the marketplace, the major players and issues.
- An overview of the main products used in the marketplace, including hire purchase, finance leasing and operating leasing. (This will also include a section on car finance as it is a bit different from equipment finance and may be of particular interest to some members)
- How a funder may price hire purchase, finance leasing and operating leasing.
- How a customer treats hire purchase, finance leasing and operating leasing from a taxation and accounting viewpoint. (In view of the time available this would be high level)

# Introduction to Leasing & Asset Finance

## Timetable:

**10.00: Registration & coffee**

**10.30:** Introduction

**Adam Tyler**, Chief executive, NACFB

**10.40:** Asset Finance and some issues facing the current marketplace

**Brian Brennan**, Field Solutions Training

**11.00:** Consumer Credit Act

**Nick Pattenden**, Field Solutions Training

**11.20:** Basic Accounting

**Nick Pattenden**, Field Solutions Training

**12.00: Short break**

**12.10:** Tax and VAT as they apply to Asset Finance

**Nick Pattenden**, Field Solutions Training

**13.00: Lunch**

**14.00:** Asset Finance Products

- Features of the Products
- How a customer accounts for each product
- How a customer gets tax relief depending on product type
- Benefits to customers of each product

**Brian Brennan**, Field Solutions Training

**15.30:** Questions and close

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## Speakers



### **Nick Pattenden, Field Solutions Training**

Nick is a director of Field Solutions, having been a founding partner since 1992. He trained as a Chartered Accountant with Deloitte Haskins & Sells, carrying out many roles including developing their innovative PC-based financial consolidation system and setting up their PC support department. He left Coopers and Lybrand in 1992 to set up Field Solutions. Since

then, Nick has been primarily responsible for the design and development of the company's current range of lease and finance pricing programs. Nick has a BSc in Maths and an MSc in Computer Science. Nick specialises in the more technical aspects of asset finance, including CCA compliance, lease taxation and accounting presentation.



### **Brian Brennan, Field Solutions Training**

A business graduate, Brian joined Barclays Mercantile Industrial Finance in 1977 and quickly rose to the position of senior manager within the big ticket team. From 1986 he held senior positions in bank owned leasing companies and was MD of an operating lease company, responsible for sales, asset management, treasury and disposals. He re-joined Barclays Asset

Finance in 1996 to oversee their larger middle ticket team specialising in structured transactions in the £5 million to £25 million marketplace. He was also responsible for ensuring the external sales team of 70 had the necessary skills and tools to deliver value added products to the chosen market sector.



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