

# AUTO FINANCE 2023 S U M M I T

SUNDAY, OCTOBER 29

**1 PM REGISTRATION OPENS**

**Location: Da Vinci Ballroom Foyer**

**Sponsored By:**



**5 PM OPENING RECEPTION**

**Location: Tower Ballroom 2**

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MONDAY, OCTOBER 30

**8 AM REGISTRATION OPENS**

**Location: Da Vinci Ballroom Foyer**

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**8 AM – 9 AM BREAKFAST WITH EXHIBITORS**

**Location: Tower Ballroom 2**

## 9 AM WELCOMING REMARKS

**Location: Tower Ballroom 5**

## 9:10 AM SESSION 1: FIRESIDE CHAT

**Location: Tower Ballroom 5**

**Tom Shortt, Chief Executive Officer & Director of Vroom**, will sit down in the “fireside chat” to discuss the economy, growth initiatives and market expectations for 2024.

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## 9:55 – 10:55 AM SESSION 2: EXECUTIVE DIALOGUE: PORTFOLIO MANAGEMENT AMID ELEVATED INTEREST RATES AND NORMALIZING CREDIT PERFORMANCE

**Location: Tower Ballroom 5**

### PANELISTS:

- **Jayson Amandus, VP of Indirect Lending, BECU**
- **Craig Harter, Head of Indirect Lending, Fifth Third Bank**
- **Andre Medeiros, VP of Operations, Nissan Motor Acceptance Company**
- **Chris Mitcham, SVP Corporate Development and Servicing for Others, Santander Consumer USA**

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## 10:55 AM MORNING BREAK WITH EXHIBITORS

**Location: Tower Ballroom 2**

## 11:40 AM SESSION 3: STATE OF THE MARKET: – SURVEY, FORECAST AND DISCUSSION

**Location: Da Vinci 1 & 2**

### SPEAKERS:

- **Anthony Capizzano, Head of Consumer Lending, Axos Bank**
- **Nathan Hecht, Founder & CEO, Rodo**
- **Bruce Newmark, Chief Advisor, Vroom**

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**12:30 PM AUTO FINANCE EXCELLENCE AWARDS & LUNCHEON**

**Location: Tower Ballroom 5**

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**2:15 PM SESSION 4 RISK TRACK: PANEL- NAVIGATING NOVEL OWNERSHIP MODELS WITH FLEXIBILITY**

**Location: Da Vinci 3 & 4**

**PANELISTS:**

- Burak Cendek, Partner, Autotech Ventures
- Alex Cooper, Head of Delivery, US Automotive, Alfa
- Martin Prescher, CPO & CTO, Autonomy
- Gerry Quinn, Sr. Director, Business Development & Strategic Partnerships, Turo

**2:15 PM SESSION 4 TECHNOLOGY TRACK: PANEL – NEW MODELS IN EV FINANCING: CONVERGING PUBLIC AND PRIVATE CAPITAL**

**Location: Da Vinci 1 & 2**

**PANELISTS:**

- Amira Aly, Head of Sales North America, Lucid Motors
- Alex Liegl, Co-Founder & CEO, Tenet
- Sunil Paul, Chief Executive Officer, SpringFree EV

**3:00 PM AFTERNOON BREAK WITH EXHIBITORS**

**Location: Tower Ballroom 2**

**3:30 PM SESSION 5 RISK TRACK: PRESENTATION — EXAMINING THE STATE OF CAPITAL MARKETS AND FUNDING COSTS**

**Location: Da Vinci 3 & 4**

**PRESENTERS:**

- Elen Callahan, Head of Research, Structured Finance Association

- Priya Desai, ABS Investments, Metlife Investment Management

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### 3:30 PM SESSION 5 TECHNOLOGY TRACK: PANEL – THE FUTURE OF AI, UNDERWRITING AND ITS TECHNOLOGIES

**Location: Da Vinci 1 & 2**

PANELISTS:

- Anne Albuero, National Retail Credit Director, Chase Auto
- Mauricio Delgado, Chief Strategy Officer, Tricolor Holdings
- Brian Hamilton, President, Origence Lending Services

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### 4:15 PM SESSION 6: CONCURRENT ROUNDTABLE DISCUSSIONS

Attendees break into small groups to discuss developments in specific areas of operations, as well as to network, on the following topics:

- Credit Unions & Small Lenders – **Jayson Amandus, VP of Indirect Lending, BECU**
  - **Location: Da Vinci 1 & 2**
- Bolstering Dealer Relations – **Anthony Capizzano, Head of Consumer Lending, Axos Bank**
  - **Location: Da Vinci 3 & 4**

### 5 PM – 6:30 PM COCKTAIL RECEPTION

**Location: Tower Ballroom 2**

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# TUESDAY, OCTOBER 31

## 8 AM REGISTRATION OPENS

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## 8:30 AM – 9:15 AM BREAKFAST WITH EXHIBITORS

**Location: Tower Ballroom 2**

## 9:30 AM SESSION 7: FIRESIDE CHAT

**Location: Tower Ballroom 5**

**Jim Drotman, Executive Vice President of Ford Pro FinSimple at Ford Motor Credit Company**, will sit down to discuss the economy, growth initiatives, commercial vehicle finance, and how Ford views the EV financing opportunity.

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## 10 AM SESSION 8: PRESENTATION – MACROECONOMIC AND AUTOMOTIVE OUTLOOK IN A RECESSIONARY ECONOMY

**Location: Tower Ballroom 5**

PRESENTER:

- Ira Kalish, Chief Global Economist, Deloitte

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## 10:30 AM SESSION 9: PANEL – STEERING THROUGH A CHALLENGED SUBPRIME MARKET

**Location: Tower Ballroom 5**

PANELISTS:

- Armando Hidalgo, Director of Servicing, SameDay Auto Finance
- Mike Lavin, President, COO & CLO, Consumer Portfolio Services
- Ilja Troitschanski, Founder & President, Axis Auto Finance

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#### 11:15 AM EXHIBITION HALL EXPLORATION

**Location: Tower Ballroom 2**

#### 11:45 AM WOMEN IN AUTO FINANCE LUNCHEON

**Location: Tower Ballroom Da Vinci 1 & 2**

The Women in Auto Finance Luncheon is an exclusive networking opportunity to support and cultivate female leadership in the industry. The luncheon will include a keynote from **Betty Jotanovic, President of Chrysler Capital & Auto Relationships at Santander Consumer USA**, who will share her experiences and expertise in navigating and thriving in auto lending and leasing. Attendee **MUST** be pre-registered for the event.

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#### 1:30 PM SESSION 10: PANEL – PRACTICAL TIPS AND ADVICE FOR BETTER COMPLIANCE

**Location: Tower Ballroom Da Vinci 3 & 4**

PANELISTS:

- Natalia Kruse, Associate Attorney, Husch Blackwell
- Raymond Naples, Associate General Counsel & Compliance Officer, Veros Credit

#### 2:15 PM SESSION 11: PANEL – VEHICLE VALUES IN AN AGE OF INVENTORY UNCERTAINTY

**Location: Tower Ballroom Da Vinci 3 & 4**

PANELISTS:

- Jonathan Gregory, Senior Manager, Economic and Industry Insights, Cox Automotive
- Kristen Lanzavecchia, Director of Industry Solutions, JD Power
- Alex Yurchenko, SVP & Chief Data Scientist, Black Book

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### **3:00 PM SESSION 12: CONCURRENT WORKSHOPS**

Participation in the workshops is included in the registration for all delegates, although attendees must sign up for a workshop during the registration process.

#### **Fraud Workshop:**

**Location: Tower Ballroom Da Vinci 3 & 4**

#### **Exposing bad actors: How to identify loan application fraud**

##### **Description:**

ID theft and fraudulent documentation contributed to more than \$8 billion in auto fraud exposure in 2022. Income and employment misrepresentation pose a significant risk for auto lenders, making it crucial for financial institutions to be able to identify falsified pay stubs and red flags within the credit application process. During this workshop, attendees will review real-world crimes involving auto finance fraud and learn how to quickly pinpoint red flags. Be prepared to actively participate in the discussion and learning.

##### **WORKSHOP LEADER:**

- **Darren Schlosser, Sergeant in Auto Theft Division – Vehicle Fraud Unit, Houston Police Department**

#### **Shark Tank – Auto Finance Edition**

**Location: Tower Ballroom Da Vinci 1 & 2**

##### **Description:**

In this workshop, we will collectively take a stab at creating the future of auto finance. Much like the hit show, this Shark Tank – Auto Finance Edition workshop will have you thinking on your feet, showing off – and cultivating — your entrepreneurial skills, as well as deepening your understanding of current market conditions.

Here's how this works: Attendees will break into groups and work together to create an idea for building a successful startup that addresses a challenge or gap in the automotive finance industry. You'll want to talk out what you are seeing in the market in order to support a startup idea. Afterward, leaders from each group will pitch their concept to a panel of "sharks." The winning group is the group whose idea "gets funded" by the sharks.

### **4:00 PM CONFERENCE CONCLUDES**