

# Industry Outlook Conference

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# Welcome: Conference Chair

Gerry Keaney, BVRLA Chief Executive

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# Agenda

09:15	<b>Welcome: Conference Chair</b>	Gerry Keaney, BVRLA
09:30	<b>Session One: The Big Picture</b>	<b>Chair:</b> Gerry Keaney, BVRLA <b>Speakers:</b> Callum Biggins, CBI; Rhys Herbert, Lloyds Bank and Justin Benson, KPMG
10:20	<b>Session Two: Electric Vehicles</b>	<b>Chair:</b> Rachael Hewish, BVRLA <b>Speakers:</b> Dr Jamie Hamilton, Deloitte LLP; David Watts, Arval UK; Dr Giulia Privitera, UK Power Networks
11:10	<b>Coffee Break / An opportunity to visit our sponsors and exhibitors</b>	
11:40	<b>Our business and you: 5 points in 5 minutes – KeeResources</b>	
11:45	<b>Session Three: 2020 Industry Outlook</b>	<b>Chair:</b> Toby Poston, BVRLA <b>Panellists:</b> Ben Lawson, Enterprise Rent-a-Car; Caroline Sandall, ACFO; Neal Francis, Pendragon Vehicle Management; Scott Jenkins, Autohorn and Vince Pemberton, Rivervale
12:35	<b>Breakout Sessions: Stream 1</b>	A: Growing your business in a regulated world (Conference Suite 1) B: Cutting emissions and congestion: is road pricing the answer (Conference Suite 2) C: Residual Values & Remarketing (Conference Suite 3)
13:25	<b>Lunch / An opportunity to visit our sponsors and exhibitors</b>	
14:25	<b>Business Keynote Speaker</b>	Nick Jankel, Founder, Switch On
14:50	<b>Breakout Sessions: Stream 2</b>	A: Growing your business in a regulated world (Conference Suite 1) B: What next for Brexit? (Conference Suite 2) C: Residual Values & Remarketing (Conference Suite 3)
15:40	<b>Chair's Closing Comments</b>	Gerry Keaney, BVRLA

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## **BVRLA Meeting Rules – UK Competition Law Compliance**

All BVRLA meetings and events, including social events, are subject to the application of competition law and therefore must be conducted in compliance with competition law. Any business information which is sensitive or strategically useful must not be discussed, including any reference to pricing, margins, discounts, trading terms, use of third party suppliers or market share. Members are reminded that failure to comply with competition law may bring with it serious consequences for them as individuals and their companies. Such consequences include heavy fines and, in certain cases, the imposition of criminal penalties and sentences.



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# Key achievements



**Great news!**  
Member figures exceed 1,000

Thank you to all our members for being part of the #BVRLAfamily



## Cars in the City

Realising the future of urban mobility

Powered in partnership with



“The BVRLA and its members have always taken security matters seriously and we do not take lightly the trust that the Government is placing upon the BVRLA by agreeing for us to act as an approved partner to help implement their Rental Vehicle Security Scheme.

“Although not a panacea, the scheme will go some way towards further strengthening a culture of security vigilance across the sector and our members support that.”

Gerry Keaney, BVRLA Chief Executive

#BVRLAcode



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### e-Learning

Driving standards within the leasing broker community

Developed to support your governance programme, compliance training and skills development.

[www.bvrla.co.uk/e-learning](http://www.bvrla.co.uk/e-learning)



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# BVRLA Member Survey 2019

## What members consider to be the top 5 most important benefits of membership:



95% Status and Credibility



91% Information and Advice



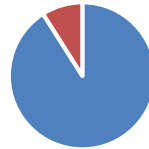
90% Voice of the Industry



80% Training & Events



68% Dispute Resolution Service



“Always a pleasure dealing with the dispute resolution team. Very professional and always a speedy response.”

# Members' priorities: #1 Brexit / Economy

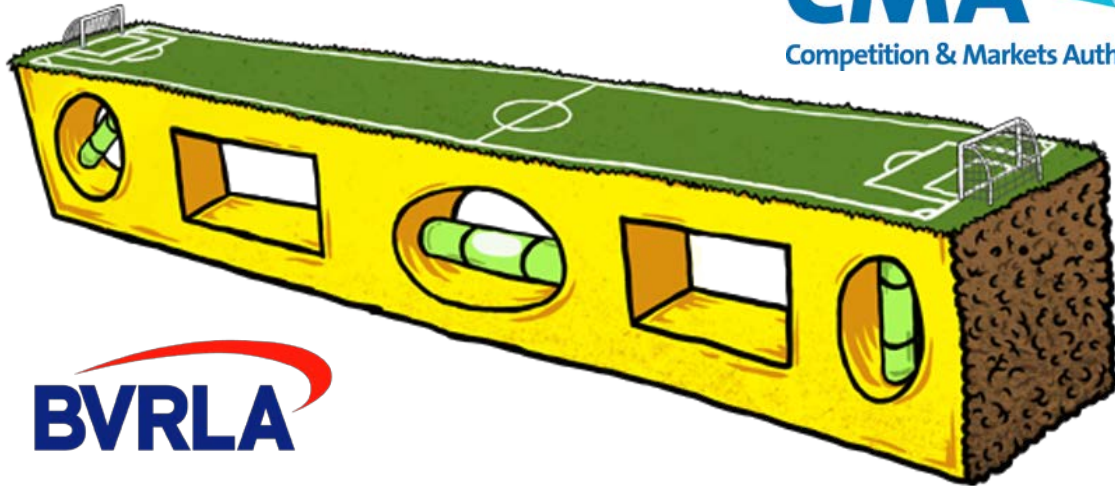


Brexit is not the only show in town...



# Members' priorities: #2 Regulation

Lobbying for a level playing field...



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UK Rental Vehicle Security Scheme (RVSS)



# Members' priorities: #3 Environment



**The cleanest vehicle fleet on the road**

It's official... **100%** of members' rental cars

**96%** of leased cars

**88%** of rental vans

**67%** of leased vans

... are Clean Air Zone compliant.

Compared to 62% of the total UK car fleet and only 21% of the total UK van fleet.

sustainabletransport



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**Fleet sustainability**

	CO <sub>2</sub> (g/km)	NO <sub>x</sub> (ppm)	PM <sub>10</sub> (µg/m <sup>3</sup> )	PM <sub>2.5</sub> (µg/m <sup>3</sup> )	NO <sub>2</sub> (ppb)	CO <sub>2</sub> (g/km)
<b>Car Fleet</b>						
Member Fleet	1.2	100	100	100	100	100
UK Car Fleet	1.8	150	150	150	150	150
<b>Van Fleet</b>						
Member Fleet	1.5	100	100	100	100	100
UK Van Fleet	2.5	200	200	200	200	200
<b>Motorcycle Fleet</b>						
Member Fleet	1.0	100	100	100	100	100
UK Motorcycle Fleet	1.5	150	150	150	150	150



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# Session One

# The Big Picture

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