

Unique experiential simulation - Run the Asset Finance Company

Our **Run the Asset Finance Company Simulation** will provide your people with an opportunity to run and grow a simulated asset finance company set in a competitive and regulated environment that closely mirrors the challenges in the asset finance industry. The simulation focuses on two aspects of commerciality - financing and manufacturing (optional).

Financing

To be successful, teams have to: Build market share by acquiring new markets and additional relationship managers

- Secure funding from the parent company or other capital markets
- Perform credit assessment on deals - all rejected deals will be available to the competition
- Complete documentation and regulatory requirements
- Produce relevant financial data to monitor performance
- Achieve targeted return on equity.

Manufacturing

The manufacturing aspect is optional. It works well for asset finance companies with a manufacturing business, providing a robust insight into the overall business.

To be successful, teams have to: Solve the production challenge in a cost effective manner

- Assemble the product in accordance with specifications (non-compliant assets will be rejected)
- Deliver assets to fulfil funding agreements
- Ensure manufacturing aspect is contributing towards target return on equity.

