



VIII LATIN AMERICAN LEASING CONFERENCE

MIAMI, FLORIDA. 18-19 NOVEMBER 2010



VIII LATIN AMERICAN LEASING CONFERENCE

This year, 2010, registers the eighth consecutive year when The Alta Group conducts the Latin American Leasing Conference. This conference has become the meeting point of all leasing professionals in the region.

It has been customary at the former Latin American leasing conferences to develop discussion themes that should be the most relevant to the members of the industry. Like in former years, the contents of this year's conference gathers the most important suggestions of the members of the leasing industry in the region.

This year, the conference will examine how leasing companies of the region have managed to survive the global economic crisis, while it will also review the strategic challenges of the leasing industry in the region, i.e. such that drive to the right path all lessors business plans towards sustainable objectives and goals in the real world, and towards priority tactics, such who help to cope with daily challenges.

Important subjects such as the impact of the future accounting standards for leasing , including also the analysis of the forthcoming implementation of Basel III. Furthermore, the conference will examine certain very important opportunities for capital investment in Latin America and the potentially profitable participation of leasing companies in such economic development.

Similar to former years, we will examine the performance of the leasing industry in Latin America, taking as starting point all data published by The Alta LAR100 for year end of 2009, and showing information and discussion topics led by the main representatives of the leasing industry in the region.

This is a unique chance to know the actual status of the leasing industry in Latin America and to understand what is going on with regards to legal, regulatory, accounting, tax and market issues affecting the industry.

In addition, all attendees will have the chance to network and exchange experiences with their colleagues and funding sources, and to meet representatives of the most important equipment manufacturers and vendors interested in contacting lessors to finance their sales.

* The conference will have simultaneous translation English/Spanish

THURSDAY 18/11/2010

7:30 AM - 8:30 AM

Continental breakfast

8:30 AM - 8:45 AM

Welcoming remarks

Ricardo Muñoz Medina

Director Latinoamérica
The Alta Group

8:45 AM - 10:00 AM

Leasing in the Region

Comments and findings of
The Alta LAR100

Invited Panelists:

Osmar Roncolato Pinho

Chairman ABEL
Sao Paulo, Brasil

Carlos Tafla

ABEL, Sao Paulo, Brasil

Pablo León de la Barra

President AMSOFAC
México D.F. México

Ricardo Martínez

Vice President ALA
Buenos Aires, Argentina

Francisco Lotero

BBVA- Banco Provincial
Caracas, Venezuela

Invitado

Representante FEDELEASING
Bogotá D.C., Colombia

Fernando Tenorio

President ACHEL
Santiago, Chile

Mario Ventura Verme

Representative Leasing Committee
Peru Bank Association
Lima, Perú

Carlos Ortiz Zamora

SCOTIA LEASING
San José, Costa Rica

Edgar Del Toro

BANCO POPULAR DOMINICANO
Santo Domingo, R.D.

10:00 AM - 10:30 AM

Coffee Break

10:30 AM - 12:00 AM

Leasing in the Region

(Continued)

12:00 PM - 1:00 PM

Luncheon

1:30 - 3:15 PM

IFRSs

Implications on the adoption of new
IFRS's in leasing accounting,
profitability and market

Have been invited partners

KPMG - Mexico

Deloitte - Costa Rica

PWC - Colombia

Ernst& Young - Peru

Roundtable, led by

Shawn D. Halladay

The Alta Group
Salt Lake City, UT, USA

3:15 PM - 3:45 PM

Coffee Break

3:45- 5:00 PM

**Future for the operating
Leasing in Latin America**

Are we prepared for the new
standards? How will be the
Vendor Programs?

Invited Panelists:

Manuel Ortiz

CSI Leasing

Flavio Vaisman

Cisco Capital

Ubaldo Lopez

Hewlett Packard Financial Services

Luis Schmied

CIT Group, Latin America

Travor Keohane

CSA Financial Corp. Boston, MA

Moderator:

Juan Dodds,

The Alta Group, Argentina



FRIDAY 19/11/2010

7:30 AM - 8:30 AM
Continental Breakfast

8:30 AM - 10:30 AM
Basel III
Properly Problems
Tax Problems
Round Table with
Legal Firms

10:30 AM - 11:00 AM
Coffee break

11:00 AM - 1:00 PM
Practical Aspects
- **Pricing Leasing Operations
by applying RAROC
(Risk adjusted
return on capital).**
- **Cost Control**

Shawn Halladay
The Alta Group

1:00 PM - 2:00 PM
Luncheon

2:00 PM - 3:30 PM
**Leasing, and the Multilaterals
and Development Funds**
Products and services offered by these
entities in our countries.
IDB, IIC, IFC,
U.S. EX-IM Bank

3:30 PM - 3:45 PM
Coffee break

3:45 PM - 4:30 PM
**How to marketing LEASING on the
new environment in Latin America**
Enrique Riquelme
Vicepresident, CSI Leasing,
Miami ,FL

REGISTRATION INFORMATION

MAIL TO:

Katrin Forster Csvany
8930 N State Road 84 No. 289
Davie, Florida 3334
USA

TEL:

+1 (954) 632-0922

FAX:

+1 (954) 636-2046

E-MAIL:

katrin.forster@thealtagrouplar.com

COST:

US \$1.485. This cost includes continental breakfast, luncheons and refreshments. It can be paid by credit card, VISA, Master Card, AMEX or by wire transfer.

DRESS CODE:

Informal (Business Casual)

REGISTRATION PROCESS:

Please fill out the registration form. Please follow clear instructions and if you pay by credit card credit, we ask you to enter security digits. In Visa and Master Card are the 3 digit number listed on the back of card next to the space for signature, and for American Express card are the 4 digits in front of the card.

If you have any problem please contact: **Katrin Forster** tel: **+1 (954) 632-0922** or **Ricardo Muñoz**, tel: **+1 (305) 931-2748** E-mails: katrin.forster@thealtagrouplar.com o ricardo.munoz@thealtagrouplar.com

CANCELATION POLICY:

Full reimbursement with deduction of a management fee of US\$ 100 for cancellations made before 10 days prior to the date of the event. Delegates failing to cancel 11 days before and failing to attend shall not have the right to get reimbursed.

HOTEL:

The InterContinental at Doral Miami, has blocked a number of rooms with a preferential rate of US\$139 for reservations made by The Alta. The Registration form has a space reserved for make reservations.

You can choose to make your reservations directly with the hotel, in which case, if you book by phone

+ 1 800 496 7621.

- If you make your reservation by internet please follow the instruction on this link:: <http://www.ichotelsgroup.com/intercontinental/en/gb/locations/miami-west>

InterContinental Miami at Doral
2505 NW 87 Av
Miami, FL 33166
Tel. +1 (305) 468-1400

Submit by Email

Print Form

Conference Registration

VIII L.A. Leasing Conference

Conference Dates: November 18 & 19 of 2010

**Conference Location: InterContinental Miami at Doral
2505 NW 87 Ave Miami FL 33176 Tel. (305) 468-1400**



The Alta Group LAR

8930 W State Rd 84 # 289
Davie, FL 33324 USA
Phone: 954-632-0922 Fax: 954-636-2046
www.thealtaconferencias.com
www.thealtagroup.com/latin-america

Attendee Information

Name Attendee 1:	
Name Attendee 2:	
Company:	
Position Attendee 1:	
Position Attendee 2:	
Address:	
Address (cont.):	
City:	
State & Postal Code:	
Country:	
Main Contact:	
Email:	
Phone (with prefix i.e. +Country+City+Ph)	

Wire Transfer Information:

Please contact katrin.forster@thealtagrouplar.com for Bank Information

Credit Card Payment: Please write here the address registered with the credit card if different than above:

Registration Fees

Conference Fee:	
x Number of Attendees:	
Subtotal:	
Total Due:	

FEES: US \$1,485. Includes continental breakfast, lunch and coffee breaks. For registration made together with the Accounting Seminar, there is a special rate of **U.S. \$ 2,100.**

Payment

- Check payable to: **The Alta Group LAR**
- Credit Card Wire
- American Express
- Visa
- Master Card

Card Number:	
Expiration Date:	
Cardholder Name:	
Card Security Code:	

If you have any question please contact: Katrin Forster at +1-954-632-0922 email: katrin.forster@thealtagrouplar.com

Submit by Email

Print Form

Hotel Registration

Intercontinental Miami at Doral

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Guest Information

Name Guest 1:	<input type="text"/>
Name Guest 2:	<input type="text"/>
Company:	<input type="text"/>
Address:	<input type="text"/>
City:	<input type="text"/>
State:	<input type="text"/>
Zip/Postal Code:	<input type="text"/>
Country:	<input type="text"/>
Check in Date:	<input type="text"/>
Check out Date:	<input type="text"/>
Main Contact Name:	<input type="text"/>
Email:	<input type="text"/>
Phone:	<input type="text"/>

Credit Card to Reserve Room: Please write here the address registered with the credit card *if different* than above:

Hotel Fees:

Hotel Fee:	<input type="text"/>
x Number of Rooms:	<input type="text"/>
Subtotal:	<input type="text"/>
Total Due:	<input type="text"/>

FEES: US \$139 per night for Single/Double Room
Rooms as per availability.

Cancellation Policy: 24 hours prior to arrival
Check-In Time 04:00 PM Check-Out Time 12:00 PM

Credit Card (to hold reservation)

- American Express
- Visa
- Mastercard

Card Number:

Expiration Date:

Cardholder Name:

Card Security Code:

Note: Visa & Mastercard security code are the 3 digits on the back, in the signature box. American Express security code are the 4 digits in the front of the card.

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