VIII LATIN AMERICAN LEASING CONFERENCE
MIAII, FLORIDA. 18-19 NOVEMBER 2010
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
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 AM - 3:45 AM
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
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

CANCELLATION 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
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

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: 
× 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
Hotel Registration
Intercontinental Miami at Doral

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

Guest Information

Name Guest 1: ____________________________
Name Guest 2: ____________________________
Company: ________________________________
Address: ________________________________
City: __________________ State: __________
Zip/Postal Code: __________________________
Country: _________________________________
Check in Date: ____________________________
Check out Date: ____________________________
Main Contact Name: _______________________
Email: ____________________________
Phone: __________________________

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

Hotel Fees:

Hotel Fee: ____________________________
× Number of Rooms: __________________
Subtotal: ____________________________
Total Due: ____________________________

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.

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