

THE ANNUAL ALTA GROUP CONFERENCE

The annual gathering of Alta members continue to move around the world to ensure that everyone keeps up to date with develops in all four corners of the globe. Moving on from being in Beijing last May, everyone gathered in Rio de Janeiro this May for four days of meetings which were hosted by our colleagues from across the South American continent. Naturally, they made everyone welcome in true Brazilian style.



Patrick Gouin, Marina Cosimetti, Malcolm Ogle and Fabio Cosimetti

These meetings do of course have a serious side to them and it is important that if The Alta Group is to be seen as the premier global leasing specialists, then they must ensure that they invest in keeping themselves abreast of what is happening in the industry around the world. As well as the formal sessions the opportunity to exchange ideas and thoughts with other colleagues proves invaluable. This is particularly relevant as the global group continues to expand in numbers, as the attached photo shows, although not everyone could fit into this photo.



Just some of The Alta Group members from around the world who gathered in Rio.

In a changing world of consolidation and globalisation this opportunity to exchange views has become even more important as our global clients look to us to support them wherever they go and in particular help them break into new markets. Derek Soper gave a particularly thought provoking assessment of the changing World of leasing, as we see the power base reverting to the banks and leasing executives having less authority as financial business becomes more process driven and less personality driven resulting in leasing becoming a product rather than a separate business. New captive business models are emerging as the value of captives to manufacturers is becoming more understood and publicised. People in the leasing industry are now more willing to seek networking opportunities with their counterparts in other companies. These are all challenges that lead to much debate during the two days as everyone shared the different stages of development and issues around the world. Please contact [Derek Soper](#) if you would like to discuss his views on the above topics and the implications it has for the future of the industry.

But it would be wrong to try to make out that we were slaves to conference chairs and as you will see from the photo below, many of us arrived in time to fit in at least some sightseeing the day before the conference. But who would expect us to go all that way and not make time to visit one of the most famous sights of the world?



Malcolm Ogle, Alan Leesmith and Derek Soper below the Statue of “Christ the Redeemer” on top of Corcovado