



AUSTRALIAN EQUIPMENT LESSORS ASSOCIATION  
Incorporated ABN 19 054 908 520

GPO Box 1595 Sydney 2001

Level 7, 34 Hunter Street  
Sydney 2000

Telephone (02) 9231 5479  
Facsimile (02) 9232 5647

25 September 2007



**14<sup>th</sup> ANNUAL AELA LEASING & EQUIPMENT  
FINANCE CONFERENCE  
Thursday 15 November 2007  
Four Seasons Hotel  
199 George Street, Sydney**

**- Full Conference Program Accompanies -**

## REGISTRATION

**(Please photocopy for multiple registrations)**

AUSTRALIAN EQUIPMENT LESSORS ASSOCIATION – ABN 19 054 908 520

***This document will be a Tax Invoice for GST when you make a payment.***

Cost: \$1250 (includes GST)

**The third registration from the one organisation is FREE.**

NAME: Mr/Ms/Miss .....

POSITION: .....

COMPANY: .....

ADDRESS: .....

PHONE: ..... FAX: ..... EMAIL: .....

**Method of payment:**

Cheque payable to Australian Equipment Lessors Association

Visa       Mastercard       Bankcard       Amex       Pls Invoice

# \_\_\_\_\_ Expiry Date: ..... Amount: \$ .....

Signature: ..... Name on Card: .....

**Please mail/fax to: Australian Equipment Lessors Association**

**GPO Box 1595, Sydney, NSW, 2001. Fax: (02) 9232 5647 Phone: (02) 9231 5479 email: [connie@afc.asn.au](mailto:connie@afc.asn.au)**



14<sup>th</sup> ANNUAL AELA LEASING & EQUIPMENT  
FINANCE CONFERENCE – 15 NOVEMBER 2007  
Four Seasons Hotel, 199 George Street, Sydney

## PROGRAM

8.15am *Registration and coffee*

8.55 **WELCOME AND AELA OVERVIEW**

**John Dennis, AELA Chairman & Managing Director, Australian Structured Finance**

9.10 **FROM LENDER TO VENDOR – A lender's perspective of vendor finance**

**John Meakins, Director, Terex Financial Services Australia**

- Background to Terex and TFS
- Why have an in-house financier
- Internal matters to address
- Working with Financiers/Lessors
  - selecting financiers/financiers selecting us
  - meeting expectations and working together
  - ambition vs. reality
- Maintaining and taking the relationship to the next level

*John Meakins is the Sales Director of Terex Financial Services, and was instrumental in its establishment. His role is to drive product sales through development and implementation of innovative and complementary financial packages to assist customers acquire Terex equipment. John has many years of experience in the equipment finance industry, including NAB, Westpac and GE Commercial.*

9.50 **GST AND INCOME TAX CHANGES FOR EQUIPMENT FINANCIERS**

**Deborah Jenkins, Tax Partner, KPMG**

- Ensure your full entitlements to GST (and LCT) adjustments
- Hire purchase default terminations
- Securitisation – treatment of 'servicer services'
- Hire purchase apportionment – treatment up to and from 1 January 2008
- Income tax: TOFA and leasing to tax exempts – the good news

*Deborah Jenkins is a Partner in KPMG Sydney's Indirect Tax group and has been with the firm since 2000. She brings multinational experience to the practice, having previously worked for New Zealand's Inland Revenue Department and a New Zealand law firm, before joining KPMG. Deborah spent 12 months on secondment to KPMG's London VAT practice advising European based clients. Deborah specialises in advising on GST in relation to financial services. Her clients include a broad range of financial institutions including banks, fund managers, insurers, financiers and other companies primarily in service-based industry. Deborah has been closely involved with AELA on a range of taxation issues.*

10.30 Morning Coffee

11.00

## **INTERNATIONAL ADDRESS**

### **The UK Market - Leading or Following? (A Year of Change)**

**Richard Priestman, Managing Director, Lombard Finance, UK**

- Size and shape of the market
- Product mix
- The new regime in the UK market
  - tax
  - accounting standards
- Product changes
- European standardisation?
- Changes in the vehicle market
- Capital adequacy
- Global debt crisis
- Industrial consolidation
  - direct/indirect
  - vendors/captives
  - bank/finance houses

*Richard Priestmans is a Chartered Accountant who trained at Touche Ross. He worked in financial control at RHM and for the Canadian Auditor General as a forensic accountant. He has been working for the Royal Bank of Scotland for 20 years. In 2005 became Lombard's Director of Strategy, and in 2007 was appointed Director Corporate Business. He is a member of the Lombard North Central plc Board and is responsible for Group initiatives in leasing, evaluation tools, Basel II topics and a range of other initiatives within Lombard, as well as Strategy. Mr Priestman has extensive experience in both direct and indirect tax, and of both the equipment and motor sectors. He is a Board member of the UK Finance and Leasing Association (FLA), Chairman of the FLA's Asset Division and led the FLA negotiations with HMRC Treasury on the new UK tax regime for leasing. He is also Co-Chair of the Lease Europe Tax and Accounting Committee.*

## 12.00 **THE NEW ANTI-MONEY LAUNDERING LAWS: Making compliance work to your advantage**

**Neil Jensen, Chief Executive Officer, AUSTRAC**

December 2007 is rapidly approaching – some important words from the AML/CTF Regulator on:

- The Risk Based approach
- AML/CTF Programs
- December 2007 and 'reasonable steps' to medet compliance

*Neil Jensen is the Chief Executive Officer of the Australian Transactions Reports and Analysis Centre (AUSTRAC). Neil has led AUSTRAC since September 2002 during what has been a period of significant change and growth for Australia's specialist financial intelligence unit and anti-money laundering regulator. Neil was reappointed as Chief Executive Officer for a second four-year term, commencing September 2006. He was awarded the Australian Public Service Medal (PSM) in 1995 for his contribution to Australia's anti-money laundering program.*

12.40

*Lunch*

## 1.50 **PPS REFORMS – THE NEW ZEALAND EQUIPMENT FINANCE EXPERIENCE**

**Laurie Mayne, Partner, Mayne Wetherell, Finance & Corporate Lawyers, NZ**

- Core principles – what’s a PPSA means for equipment finance
- Simpler, easier, safer, cheaper and faster
- What’s done differently for leases, hire purchase and chattel mortgage; and how?
- The PPSR – the register itself
- Advantages – disadvantages?
- Maximising benefits for equipment financiers from the change

*Laurie Mayne was a Finance Partner at Russell McVeagh in Auckland for 18 years before co-founding Mayne Wetherell, a specialist finance and corporate law firm, in 2004. He was on the New Zealand Law Society PPSA sub-committee, and co-wrote “Personal Property Securities Act – a conceptual approach”, first published in 2000. He acted for banks, finance institutions and corporates in that transition to the new regime, and has since advised extensively on the operation and application of the Act. Mayne Wetherell is a specialist finance and corporate law firm. Its focus is on servicing the finance, corporate and commercial legal requirements for local and international clients, offering New Zealand law advisory and transactional services in areas such as takeovers, mergers and acquisitions, structured finance, securitisation, leveraged finance and capital markets.*

2.30

### **INTERNATIONAL ADDRESS**

#### **Strong US Markets Continue/Challenges Abound – A view on the growth and evolution of the American Equipment Leasing and Finance Markets**

**Valerie Jester, Chairman, Equipment Leasing & Finance Association, USA, and CEO, Brandywine Capital Associates, USA**

- Overview of the US Equipment Leasing and Finance market – including the broadening spectrum of market participants and the products and services offered
- Current American industry performance measures
- The ELFA’s view of current global issues affecting the marketplace – particularly FAS 132
- The results of the ELFA’s current market sizing study – a look at the current and future size of the US markets
- ELFA and its role in developing the industry both in America and worldwide
- Trends in the US markets – Alliances and outsourcing in origination

*Valerie Jester is Chairman of the Equipment Leasing and Finance Association of America (ELFA) and CEO of Brandywine Capital Associates. Valerie has been actively involved with ELFA for 17 years, serving on numerous committees and in various roles. Brandywine Capital was founded in 2000, and specialises in small and middle market transactions, acting as an originator and manager for affinity programs with banks and other financial services companies. Valerie has over 25 years experience in the leasing industry. She has served as Senior Vice President of First Sierra Financial, where her duties included the oversight of the third party origination division. Prior to First Sierra, Valerie was President and owner of Corporate Capital Leasing Group, Inc., a small ticket lessor specialising in the arbor-care markets. Corporate Capital was sold to Houston based First Sierra Financial in 1996 and became a publicly traded company in 1997, the new entity accounting for over \$2 billion in small ticket lease originations through 1989. Prior to founding Corporate Capital’s predecessor company in 1988, Valerie was a Regional Manager for GE Capital Corporation, in the Commercial Asset Finance Department.*

3.30 *Afternoon coffee*

### 3.50 **THIRD PARTY ORIGINATION IN EQUIPMENT FINANCE**

**Alan Blake, General Manager, Advisory Services, East & Partners**

- Market position of Third Party Originators
- Perceived customer benefits of using Third Party Originators
- Financier relationships with Third Party Originators
- Pricing and remuneration arrangements – current practices and trends
- Challenges for financiers in engaging Third Party Originators

*Alan Blake is General Manager, Advisory Services at East & Partners. Prior to joining East and Partners in March 2006, Alan spent 25 years in corporate, business and international banking, including senior leadership positions in Australia, United Kingdom and Asia. Alan holds an MBA from the Australian Graduate School of Management and is a Fellow of the Financial Services Institute of Australasia. East & Partners is a leading banking research and advisory firm providing the financial services industry with independent, market-wide research, analysis and customer insight on the corporate and business banking markets.*

### 4.25 **AUSTRALIAN LEASING REGULATORY FRAMEWORK**

*Helen Gordon, Corporate Lawyer - Australian Finance Conference*

*Catherine Shand, Corporate Lawyer - Australian Finance Conference*

- Regulation of finance brokers and other introducers
- Security risk issues (including occupational health and safety, asset forfeiture)
- Personal property securities reforms and REVs
- Anti-Money Laundering (AML) legislation (including broker / agent impacts)
- Privacy regulation and positive reporting
- Trade Practices Act & ASIC Act developments
- Stamp duty abolition and related issues
- Credit law review (including potential abolition of UCCC-business purpose declaration)

*Helen Gordon is a Corporate Lawyer with the Australian Finance Conference. In this capacity she advises members on a variety of laws which impact on their operations, including credit laws and state taxation. Her responsibilities involve representations to government to ensure that these laws have a practical application for the finance industry and its customers.*

*Catherine Shand is a Corporate Lawyer with the Australian Finance Conference. She has worked as a lawyer in private practice, in-house banking counsel and a consultant in the financial services industry. Her current role involves advising members and making representations to government on finance industry regulation, with a particular focus on the new anti-money laundering regime.*

### 5.00 **CLOSING REMARKS**

**David G. Taylor, AELA Deputy Chairman & Head of Asset Finance, National Australia Bank**

**The Conference will be followed by a Cocktail Reception**

## **EXHIBITORS**

**At the Conference, the leading suppliers will display the latest in management systems for asset finance providers –**

**CHP CONSULTING  
INSYSTON  
FINZSOFT SOLUTIONS  
INTERNATIONAL DECISION SYSTEMS  
MERCER FINANCE & RISK CONSULTING  
NORTHERN ARCH  
REALTIME COMPUTING  
SOFICO SERVICES AUSTRALIA  
SOUTHPAC FINANCE SYSTEMS**