



II LATIN AMERICAN LEGAL LEASING FORUM

Miami, Florida. 13 - 14 August 2009



The Second Latin American Legal Forum will be a venue for the exchange of experiences between legal counsel and business executives interested in getting updated and analyze the latest developments of equipment leasing worldwide and their particular impact on the equipment leasing industry in the Americas. The main objective of the Forum is to provide to the participants more and better tools to apply the best practices of the leasing industry worldwide in all such aspects connected to the law. The Forum will examine and bring up to date all attendees about the imminent legal challenges that the World Economic Crisis is spilling to the legal practice connected to the leasing business, and that are relevant in themes such as the following:

- The role of legal counsel to lead and support a professional risk management culture within leasing companies. (Practical experience related to: Credit Risks, Liquidity Risks, Operating and Market Risks – including currency exchange rates, interest rate volatility, and equipment secondary market prices)
- Experiences managing default and delinquencies in the leasing portfolios:
- Litigation experiences
- Bankruptcy, insolvency, restructuring, etc.
- Alternative dispute resolution vehicles applied to delinquency and defaults:
- Workouts
- Mediation
- Legal management of funding solutions and procurement of financial resources for leasing companies:
- Experiences and lessons learned from the practice of negotiating credit agreements with domestic banks;
- Experiences and lessons learned from the practice of negotiating credit agreements with foreign and multilateral financial institutions (IIC, IFC and other);
- Experiences and lessons learned from the use of domestic capital markets in Latin America:
 - “Fideicomisos de inversion”
 - “Certificados bursátiles”
 - “Bonos”
 - “Papeles comerciales”
- Experiences and lessons learned from the design and negotiation of hedge mechanisms:
- Forward agreements negotiation
- Swaps negotiation
- Other hedges

In addition, the Forum will conduct practical sessions dealing with drafting agreements, and case studies to structure syndicated leases.

THURSDAY

08/13/09

7:30 AM - 8:20 AM
Continental Breakfast.

8:20 AM - 8:30 AM
Welcoming remarks.
Mr. Ricardo Muñoz Medina.
Latin American Manager,
The Alta Group-PDD

8:30 AM - 9:30 AM
Objectives, Latin American and World legal landscape within the context of the global economic crisis: The role of counsel in risk management.

Presenter:
Mr. Joseph N. Boland.
Principal The Alta Group.
Former Chief Credit Officer IBM
Global Financial

Commentator:
Dr. Rafael Castillo Triana.
Principal The Alta Group.

9:30 AM - 11:00 AM
What to expect about the impact for the leasing industry of the regulatory trends worldwide.
Panel with participation of experts and/or offices of Regulatory Bodies (Superintendencias and/or Central Banks).

Invited Panelists:
Lic. Bernardo Alfaro.
Ex-Superintendente SUGEF
Costa Rica.
Dr. Juan Manuel Bermudez.
Florida Office of Financial
Regulations.

11:00 AM - 11:15 AM
Coffee break.

11:15 AM - 12:00 PM
Update in Statute and Case Law about leasing worldwide.
- Statute Law in Europe
- Statute Law in the Americas
- Case Law (USA: In Re Ecco Drilling y Brankle Brokerage & Leasing v. Volvo Financial [TRAC Leases])

12:00 PM - 12:45 PM
INTERACTIVE SESSION: Experiences dealing with defaults and delinquencies:
- Litigation
- Bankruptcy, “concurso”, restructuring, etc.

Invited Panelists:
Mr. Jose Astigarraga.
Mr. Gregory Grossman.
Partners Astigarraga Davis,
Miami, Florida.
Dr. Luiz Fernando Hofling.
Hofling & Tomassinho Advogados,
Sao Paulo, Brasil.

Moderator:
Dr. Humberto Celis Vásquez.
FTAA CONSULTING, INC.

12:45 PM - 2:15 PM
Hosted Luncheon.

2:15 PM - 3:30 PM
(Continued) INTERACTIVE SESSION: Alternative Dispute Resolution avenues for dealing with defaults and delinquencies:
- Workouts
- Mediation

Moderator:
Dr. Humberto Celis Vásquez.
FTAA CONSULTING, INC.

3:30 PM - 3:45 PM
Coffee break.

3:45 PM - 5:00 PM
Comparative Law examination of legal remedies to enforce the creditors rights of the parties arising from leases.

Moderator:
Dr. Rafael Castillo-Triana.
The Alta Group, Miami.

Invited Panelists:
Dr. Julio Riveaux Correa.
Consultor Legal, Santiago, Chile.
Dr. Jaime Herrera R.
Partner, Posse Herrera & Ruiz,
Bogotá D.C., Colombia.
Lic. Roy J. Herrera.
Partner, Arias & Muñoz, Costa Rica.
Dr. Francisco J. González.
Partner, Adorno & Yoss, Miami, FL
Lic. Oscar Solís Arana.
Partner, García López, Rivera & Solís,
México D.F.
Dr. Luís Fernando Hofling.
Hofling & Tomassinho,
Sao Paulo, Brasil.
Dr. Arturo Banegas.
Estudio Palacios Ortega, Venezuela.

6:00 PM - 8:00 PM
Hosted Reception
(or dinner under the stars)

FRIDAY

08/14/09

8:00 AM - 9:00 AM
Continental Breakfast.

9:00 AM - 9:45 AM
Legal management of funding solutions and financial resources procurement for leasing companies.
Experiences and practical lessons learned from credit agreement negotiations with domestic banks.

Invited Panelists:

Sr. Carlos Millán.
Vicepresident CSI Latina Financial Inc., Miami, FL.

Dr. Manuel Leal A.
Partner, Leal Angarita & Asociados, UNIDROIT correspondant for Colombia.

9:45 AM - 10:30 AM
Experiences and lessons from negociation with foreign banks and multilateral financial institutions (IIC, IFC and other).

Dra. Carolina Vélez López de Mesa.
Leasing Bancolombia S.A., Medellín.
Sr. Ricardo E Croes.
World Business Capital, Hartford, Connecticut.

10:30 AM - 11:00 AM
Coffee break.

11:00 AM - 1:00 PM
Experiences and lessons learned out of the use of domestic capital market vehicles

- Fideicomisos de inversión
- Certificados bursátiles
- Bonds
- Papeles comerciales (Commercial Paper)

Invited Panelists:

Dr. Martin Rubiero.
CGM Leasing, Buenos Aires, Argentina.

Dr. Raúl Valencia del Toro.
Valencia del Toro abogados, México.

Dr. Javier Escandón
Leasing de Occidente, Colombia.

1:00 PM - 2:00 PM
Hosted Luncheon.

2:00 PM - 3:15 PM
INTERACTIVE SESSION:
Experiences and lessons learned out of the design and negotiation of hedge mechanisms in Latin America:
- Forward agreements negotiation
- Swaps negotiation
- Other hedge mechanisms

Invited Panelists:

Dr. Luiz Gastao Leaes Filho.
Leaes Advogados, Brasil.

Mr. Dan Uslander.
PanAm Clear Incorporated, New York, NY
Expert in hedges.

3:15 PM - 3:45 PM
Coffee Break

3:45 PM - 5:00 PM
INTERACTIVE SESSION:
SYNDICATED LEASING.
Case Study
(Case material will be sent upon receipt of the registration form).

Presenter:

Mr. Paul Bent.
Principal The Alta Group

Closing

REGISTRATION AND GENERAL INFORMATION

MAIL:

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COST:

US \$1.275. This cost includes continental breakfast, lunch and refreshments. It may be paid by credit card, either VISA, Master Card, or AMEX.

ATTIRE:

Informal (Business Casual)

REGISTRATION PROCESS:

Just get connected to the following link: <https://www.123signup.com/register?id=jqrnb> where you can fill your registration form.

If you have any problem, please

contact: **Ricardo Muñoz,**

Tel: **+1 (305)931-2748** e-mail:

ricardo.munoz@thealtagrouplar.com

CANCELLATION POLICY:

Refund minus \$100 for delegates cancelling with more than 10 days prior to the event. No refund will apply if cancellation is made with notice less than 10 days prior to the event.

HOTEL:

A block of rooms is being held for attendees of the II Latin American Legal Leasing Forum at the Miami Marriott Dadeland, at a discount rate of \$99 provided that booking is made prior to July 22, 2009.

To ensure the group rate, please follow these instructions:

By telephone dial +1(305)670-1035 and mention the code ALCA ALTA or inform that you will attend the II Latin American Legal Leasing Forum

If you book online through the internet please use ALCALCA ALTALTA or click the following link: <http://www.marriott.com/hotels/travel/miadd?groupCode=alcalca&pp=resvlink&fromDate=>

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