



Sixth Latin American Leasing Conference

Miami - Florida, november 13 and 14, 2008



For the sixth year in a row, the Alta Group is organizing the Latin American Leasing Conference in conjunction with FELALEASE. This conference has become the venue where all the leasing professionals of the region meet annually. The topics discussed and analyzed in this conference are those most relevant for the Latin American leasing industry. The topics for this year were selected based on the suggestions made by the members of the leasing industry in the Region.

The current economic crisis (which, during the last weeks, has become critical in the United States and other industrialized countries) inevitably will have real effects in the leasing industry in Latin America, and those effects have not been deeply analyzed yet. This is one of the topics that will be part of this year's conference.

Additionally, the performance of the leasing companies will be reviewed, using the data published by The Alta LAR 100 for 2007 as a benchmark. This data, along with the market dynamics behind it (the most important topics), will be discussed and analyzed by the principal players of the leasing industry in the region.

This is a unique opportunity to learn about the current situation of the leasing industry in Latin America and to comment on what it is going on regarding its legal, accounting, tax, and market aspects.

Beyond the exchange of experiences among colleagues and financial institutions, participants also will have the opportunity to meet representatives of vendors from different sectors that are interested in establishing new relationships with leasing entities.

PROGRAM *thursday 13*

7:30am - 8:00am	Breakfast
8:00am - 8:15am	Welcome . Shawn Halladay, Managing Director, The Alta Group-PDD
8:15am - 8:45am	Coping with the Financial Crisis Joseph N. Boland, The Alta Group - South Salem, New York Former Chief Credit Officer, IBM Global Financing
8:45am - 9:15am	Thoughts about mergers and acquisitions in the leasing sector Bruce Kropschot, President Kropschot Financial Services, USA
9:15am - 10:00am	Future of IAS-17 / NIC-17 and FASB -13 Shawn Halladay, The Alta Group-PDD, USA
10:00am - 10:15am	Coffee break
10:15am - 12:15am	Current situation of Leasing Industry in the Region -The Alta LAR 100-2007 Panel: Representative of ALA- Argentina. Representative of ABEL- Brasil. Representative of Centroamérica.Representative of FEDELEASING-Colombia. Representative of AMSOFAC-México.Representative of Comité Leasing Asociación Bancos-Perú. Representative of Sector Leasing-Venezuela.Representative of ACHEL-Chile. Moderador: The Alta Group Lar
12:15am - 1:45pm	Lunch
1:45pm - 3:00pm	Strategic challenges of the leasing industry in Latin America: Opportunities / Threats – Analysis using Equipment-Sectors Matrix Model Raymundo Olalde, John Deere Credit. México Federico Rodriguez, Caterpillar Financial. México Ubaldo Lopez, Hewlett Packard FS. Latin America Sandra Guazzotti, Oracle Financial Services Latin America. Santiago, Chile
3:00pm - 3:45pm	Choosing the right Leasing Software Mark Bellec, Director, Third Pillar Systems - San Mateo, California, USA
3:45pm - 4:00pm	Coffee break
4:00pm - 5:00pm	Establishing a Credit Culture Joseph N. Boland, The Alta Group - South Salem, New York. Former Chief Credit Officer, IBM Global Financing
5:30pm - 6:30pm	Welcoming Cocktail. Sponsored by “Third Pillar Systems” . ANNUAL CONFERENCE - FELALEASE

PROGRAM *friday 14*

7:30am - 8:00am Breakfast

8:00am - 9:00am **Asset Management**
New technology tools to manage the assets of the leasing companies. (Satellite localization – fleets using GPS)
Luis Alonso Barbosa L., Grupo Kinerent-San Jose, Costa Rica

9:00am - 10:00am **Panel: Vendors Programs – Experiences**

10:00am - 10:15am Coffee break

10:15am - 12:30am **Alternatives to obtain financial resources for leasing companies (FUNDING)**
Ary Naim, IFC, Washington
Funcionario, CII, Washington
Funcionario, Corporación Andina de Fomento, Caracas
Funcionario, FMO Holanda
Funcionario WBC, Hartford, CT

12:30am - 2:00pm Lunch

2:00pm - 3:00pm **Challenges to maintain the competitiveness:
How to develop PRICING profitable formulas**
Shawn Halladay , The Alta Group PDD.

3:00pm - 3:15pm Coffee break

3:15pm - 4:00pm **Leasing in the Agricultural Sector – Experiences in the Region.**
Fernando Valderrabano, Vicepresident, De Lage Landen -Philadelphia,USA

4:00pm - 5:00pm **Financial Structures for Vendor Financing in Latin America**
Gary Mendell, President
Meridian Finance Group- Los Ángeles, California

5:00pm Close

REGISTRATION

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Fees

US \$1.495. This fee covers breakfasts, lunches and materials. Fee can be paid by wire transfer or Credit Card (Visa - Master Card).

Registration Process

Click on <https://www.123signup.com/event?id=tkpgm> and follow the instructions. In case you have any problems, please contact Ricardo Munoz, ricardo.munoz@thealtagrouplar.com or Kaye Reeder kerreeder@thealtagroup.com, to send the registration by fax.

Dress Code

Informal (Business Casual)

Hotel

The conference will take place in the Miami Marriott Biscayne Bay Hotel. Rooms were reserved (limited) for the attendants at a rate of \$209 for reservations made before October 30, 2008. The code for reservation made through internet is vilvila: www.marriott.com/hotels/travel/miabb?groupCode=vilvila&app=resvlink&fromDate=11/12/08&toDate=11/15/08 For reservation over the phone, please inform that you will be attending the VI Latin American Leasing Conference or the event organized by the ALTA GROUP.

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