

VII LATIN AMERICAN LEASING CONFERENCE

Miami, Florida. November 12 and 13, 2009



This year, 2009, registers the seventh consecutive year when The Alta Group conducts the Latin American Leasing Conference, with the support of FELALEASE. 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 credit risk management, and equipment risks shall be dealt with, including also certain themes associated to regulatory and accounting challenges to the future of the leasing industry. 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 LAR 100 for year end of 2008, 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. Again, during the second day of the conference, there will be a review of resources and useful experience in operational areas of the business, such as originations, funding procurement, credit risk management, asset management, etc.

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

THURSDAY

11/12/09

7:30 AM - 8:30 AM

Registration

Continental breakfast

8:30 AM - 8:45 AM

Welcoming remarks

Ricardo Muñoz Medina

Principal Latin America,
The Alta Group-PDD

8:45 AM - 10:00 AM

Leasing in the Region

Comments and findings of
The Alta LAR 100

Osmar Roncolato Pinho

Chairman, ABEL,
Sao Paulo, Brasil

Carlos Tafra

ABEL, Sao Paulo, Brasil

Raul Valencia del Toro

Jesus Mandujano

AMSOFAC, Mexico

Jose Alfredo Chacon

Navistar Financial

Delegate from ALA

Argentina

Representative of Banco Provincial

Venezuela

Member of Fedeleasing

Colombia

Member of ACHEL

Chile

Representative Leasing Committee

Peru Bank Association

Javier Sancho

BAC San José Leasing,
Central America

10:00 AM - 10:30 AM

Coffee Break

10:30 AM - 11:30 AM

Leasing in the Region (Continued)

11:30 AM - 12:00 PM

**Leasing in the United States
and the rest of the world**

Michael J. Fleming

Former President ELFA,
(Equipment Leasing
and Finance Association)
Alta Group, Naples, FL, USA

12:00 PM - 1:00 PM

Luncheon

2:15 PM - 3:30 PM

Funding Sources

Invited officer

CAF, Caracas, Venezuela

Minerva Kotei

IFC, Global Financial Markets,
Washington D.C, USA

Wayne Gardela

U.S. Ex-Im Bank, Vice-president,
Washington D.C, USA

Alan Andrews

PNC Bank, Vice-president, Global
Trade & Equipment Finance Group,
Pittsburg, PA, USA

Ricardo Croes

WBC, Vice-president,
Hartford, CT, USA

3:30 PM - 3:45 PM

Coffee break

3:45 PM - 5:00 PM

Regulations.

What's up?

Sergio Odilon Dos Anjos

Banco Central de Brasil,
Sao Paulo, Brasil

Armando Bocco

Banco Central de la República
Argentina, Buenos Aires, Argentina

Invited officers

Superintendencia Bancaria República
Dominicana, Santo Domingo, R.D

6:00 PM - 7:00 PM

Welcoming Reception

FELALEASE Annual Meeting
(Invitation only)

FRIDAY

11/13/09

8:00 AM - 8:30 AM

Continental breakfast

8:30 AM - 9:00 AM

Where are Accounting Standards going to?

Current status of the accounting convergence program (FAS 13/IAS-17)

Shawn Halladay

The Alta Group,
Salt Lake City, UT, USA

9:00 AM - 10:30 AM

Bank leasing infrastructure

Invited officer

Bradesco, Sao Paulo, Brasil

Vendors

Fernando Valderrabano

Vice-president, De Lage Landen,
Philadelphia, PA, USA

Capital Markets

Edmur Ribeiro

Leasing Manager
BLADEX

10:30 AM - 11:00 AM

Coffee Break

11:00 AM - 1:00 PM

Challenges in Credit Risk Management

Moderator:

Juan N. Doods

The Alta Group,
Buenos Aires, Argentina

Panelists:

Juan Antonio Montoya U.

President, HELM Leasing,
Bogotá D.C, Colombia

Mario Ventura Verme

General Manager, América Leasing,
Lima, Perú

Carlos Ortiz Zamora

Director Regional, ScotiaLeasing,
San José, Costa Rica

Juan Martín González A.

Credit Manager, CIT Latin America,
Miami, FL, USA

1:00 PM - 2:00 PM

Luncheon

2:00 PM - 2:45 PM

Choosing the right Software for Leasing

Moderator:

Shawn D. Halladay

The Alta Group,
Salt Lake, UT, USA

Panelists:

Madhu Natarajan

CEO, Odessa Technologies
Philadelphia, PA, USA

Michael Zoretich

Director, Third Pillar Systems
San Mateo, CA, USA

2:45 PM - 3:00 PM

Coffee break

3:00 PM - 4:30 PM

Panel Vendor Programs

Moderator:

Jonathan Fales

Principal, The Alta Group

Panelistas:

Ubaldo López

HP Financial Latin America

Enrique Riquelme

CSI Latina Financial

Griselda Martínez

CIT / Avaya Financial Services

Oscar Bode

CISCO Capital

Federico Rodriguez

President Latin America

Caterpillar Financial

Adam Wiaktor R.

Presidente, Docuformas

4:30 PM

Closing

REGISTRATION INFORMATION

MAIL TO:

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USA

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E-MAIL:

ricardo.munoz@thealtagrouplar.com

COST:

US \$1.475. This cost includes continental breakfast, luncheons and refreshments. It can be paid by credit card VISA, Master Card, or AMEX.

DRESS CODE:

Informal (Business Casual)

REGISTRATION PROCESS:

Please click this link:

<https://www.123signup.com/register?id=zhhtt>

and follow instructions to get registered.

If you gave any problem, please

contact: **Ricardo Muñoz.**

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

ricardo.munoz@thealtagrouplar.com

CANCELATION 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 Miami Marriott Dadeland, has blocked a number of rooms with a preferential rate of US\$139 for reservations made before October 22, 2009.

- If you book by mail, please dial +1(305)670-1035 and please inform that you will attend the VII Leasing Conference or mention the code ALAALAA

- If you book via Internet please use the code ALAALAA or just follow this link:

<http://www.marriott.com/hotels/travel/miadd?groupCode=alaalaa&app=resvlink&fromDate=&toDate=>

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