

XI LATIN AMERICAN LEASING CONFERENCE

Miami, Florida. November 7 & 8, 2013 - InterContinental Hotel Miami



The Alta GroupSM

XI LATIN AMERICAN LEASING CONFERENCE



The finance and operating lease as well as the renting sectors have experienced great changes and challenges in the past years. The central theme of last year's Tenth Conference was "Creating Value for a New Era," and in the same order of ideas, the central theme for this year's Conference will be "Innovation and Leadership." This references moving from contemplation to action, hinting that in order for companies in the sector to survive and thrive, innovation and leadership are essential.

For that reason, in 2013, The Alta Group proposes to conduct the XI Latin American Leasing Conference with a much more practical focus than in previous years. This year we want to encourage attendees to implement their innovation and leadership skills through the analysis of real cases, and by focusing on the applicability of all central topics.

Additionally, responding to requests from previous years, we intend to facilitate networking among attendees. We have arranged a private conference room for those who would like to book some time to meet with other attendees or our consultants to discuss business. We do encourage you reserve the room in advance in order to avoid an agenda conflict.

For more information please contact Katrin Forster-Csvany: kforster@thealtagroup.com

Main reasons to attend the XI Conference:

- It's the best opportunity to get to know colleagues and clients that can benefit your business and professional practices.
- It's a perfect opportunity to gain access to the latest developments in the professional practice of leading leasing companies in the Americas.
- It's the best tool for finance and equipment leasing companies to learn about strategic planning, funding strategies implementation, risks and asset management.
- It's the perfect occasion to get informed about the regulatory and fiscal threats and opportunities in countries in the Americas that influence the leasing business.
- It's an excellent occasion to get to be known in the Latin American leasing community.

7:30 - 8:15

Continental Breakfast

8:15 - 8:30

Welcoming Words. Melvin Lobo – Senior Managing Director The Alta Group.

8:30 - 10:30

Panoramic View of Leasing Industry in Latin America. Is Latin America taking advantage of the tailwinds? Risks and opportunities. Information about the Alta LAR 100: Observations, significant deviations and correlations with information and cases of the developed market.

Lecturer/Moderator: Rafael Castillo Triana, President & CEO The Alta Group
Interactive Panel: TBA

10:30 - 10:45

Coffee Break

10:45 - 12:45

Review Panel about today's leasing in Latin America. Case studies.

Invited Speaker: Lic. Nicolás Scioli - President of the Argentinean Leasing Association.

12:45 - 2:00

Lunch

2:00 - 3:30

News in leasing companies funding techniques. **Speaker:** Guillermo Berretta, Sr. Managing Director, The Alta Group LAR. **Panelist:** Guillermo Palomino- Managing Director – Country Manager, The Alta Group LAR, Peru

3.30 - 3:45

Coffee Break

3:45 - 5:00

Innovation in Asset Management, Operating Lease and Renting Products
Speaker: Juan Dodds, Sr. Managing Director.
Panelist: Carl Chrappa, Independent Equipment Company, part of The Alta Group

5:00

End of first day

American Airlines and its affiliates LAN and British Airways offer a special discount to Forum attendees:

When booking online at:
www.aa.com/group
insert the following code: **78N3AQ**



7:30 - 8:15

Continental Breakfast

8:15 - 10:15

The IFRS and the challenges that the new accounting standards impose.

- How to understand the accounting changes in the practice.
- How do the new accounting standards affect the leasing and renting activities?
- Accounting and Systems: Which are the leading changes?

Speakers: Rafael Castillo-Triana, CEO The Alta Group, Melvin Lobo, Sr. Managing Director The Alta Group

10:15 - 10:30

Coffee Break

10:30 - 12:45

Case Study Innovation and Leadership

10:30-11:30 Government Leasing: Opportunities and Risks. **Speaker:** Ulises Quezada, Managing Director The Alta Group, Mexico
Panelist: Lic. Luis Arrieta, ABC Leasing, Mexico

11:30-12:15 Lessons learned about Innovation and Leadership applied through two decades by Leasing Bancolombia. **Speaker:** Rafael Castillo-Triana, CEO The Alta Group
Panelists: Dr. Luis Fernando Perez, Dr. Alvaro Fernando Robayo

12:15-12:45 Leasing in times of Crisis: Success case in Central America. **Speaker:** Melvin Lobo, Sr. Managing Director The Alta Group.
Panelist: Lic. Julieta Chavez, Arrendadora Improsa

12:45 - 2:00

Lunch

2:00 - 4:15

Innovation in Leasing Systems and applications. **Speaker:** Juan Neil Dodds Senior Managing Director. **Panelists:** To be determined.

4:00 - 4:15

Closing and Certifications

Rafael Castillo Triana, President & CEO The Alta Group

Avis offers special discount for the Forum:

Book online, at the airport or by phone and indicate the Code: **D495884**



XI LATIN AMERICAN LEASING CONFERENCE

Date: November 7 & 8 of 2013



The Alta Group LAR

8930 W State Rd 84 # 289
Davie, FL 33324 USA

Phone: 954-632-0922 Fax: 954-636-2046
www.thealtagroup.com/latin-america

Location: Hotel Intercontinental at Doral Miami
2505 NW 87 Ave Miami FL 33176 Tel. (305) 468-1400

Attendee Information

Name Attendee 1:	
Name Attendee 2:	
Company:	
Position Attendee 1:	
Position Attendee 2:	
Address:	
Address (cont.):	
City	
State & Postal Code:	
Country:	
Main Contact:	
Email:	
Phone (with prefix i.e. +Country+City+Ph)	

Wire Transfer Information:

Please contact: kforster@thealtagroup.com for Bank Information

Credit Card Payment: Please write here the address registered with the credit card if different than above:

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Registration Fees

Conference Fee:	
x Number of Attendees:	
Subtotal:	
Total Due:	

FEES: US \$1,495.

10% Discount if paid before Oct 8th.

Includes conference fees, breakfast, lunch, coffee breaks and cocktail.

Payment

Check payable to: The Alta Group LAR

Credit Card Wire

American Express

Visa

Master Card

Card Number:

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Expiration Date:

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Cardholder Name:

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Card Security Code:

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If you have any question please contact: Katrin Forster at +1-954-632-0922 email: kforster@thealtagroup.com

Hotel Registration

Intercontinental Miami at Doral

XI Latin American Leasing Conference 2013

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2505 NW 87 Ave Miami FL 33176 Tel. (305) 468-1400

The Alta Group LAR

8930 W State Rd 84 # 289
Davie, FL 33324 USA
Phone: 954-632-0922 Fax: 954-636-2046
www.thealtaconferencias.com

Guest Information

Name Guest 1:	
Name Guest 2:	
Company:	
Address:	
City:	
State:	
Zip/Postal Code:	
Country:	
Check in Date:	
Check out Date:	
Main Contact Name:	
Email:	
Phone:	

Credit Card to Reserve Room: Please write here the address registered with the credit card *if different* than above:

Hotel Fees:

Hotel Fee:	
x Number of Rooms:	
Subtotal:	
Total Due:	

FEES: US \$130 per night for Single/Double Room
Rooms as per availability.

Cancellation Policy: 24 hours prior to arrival

Check-In Time 04:00 PM Check-Out Time 12:00 PM

Credit Card (to hold reservation)

American Express

Visa

Mastercard

Card Number:

Expiration Date:

Cardholder Name:

Card Security Code:

Note: Visa & Mastercard security code are the 3 digits on the back, in the signature box. American Express security code are the 4 digits in the front of the card.

If you have any question please contact: Katrin Forster at
+1-954-632-0922 email: kforster@thealtagroup.com

Company	Position	Country
ABEL- Associacao Brasileira das Empresas de Leasing	Executive Director	Brazil
Access to Finance Advisory, IFC	Global Product Leader	USA
AccuVal Associates, Inc.	Senior Vice President	USA
ACRESA	Gnrl. Director; Gnrl. Accountant	Honduras
Agrileasing Latinoamericano S.A.	Chief Executive Officer	Costa Rica
America Leasing	General Director	
Amerika Financiera S.A.	General Director	Peru
AMSOFAC	General Director	Mexico
Analistas de Recursos Globales SAPI de CV	General Director	Mexico
Anfexi Billing Technologies SA de CV	CEO	Mexico
ARREND Comercial Administradora S.A	Chief Executive Officer	Guatemala
Arrendador Comercial de Celaya S.A de C.V	CEO	Mexico
Arrendadora ATI	Director	Costa Rica
Arrendadora Banamex	General Director	Mexico
Arrendadora Comercial de Celaya	Chief Executive Officer	Mexico
Arrendadora y Comercializadora Lingo S.A.	CEO; CFO; COO & Managers	Mexico
Asociacion de Leasing de Argentina	Chief Executive Officer	Argentina
ATI Capital Solutions S.A	General Manager	Costa Rica
Automotores Gildemeister	Rental Division Manager	Chile
BAC Honduras SA	Corporate Banking Manager	Honduras
BAC San Jose	Head of Intl. Banking & Leasing	Costa Rica
BAC/Credomatic Network	Regional Corporate Banking Manager	Costa Rica
Banco Cathay de Costa Rica	Chief of Commercial Leasing	Costa Rica
Banco Central Republica Dominicana	Technical Coordinator and Tech. Consultant	Dominican Republic
Banco Comafi & The Capita Corp.	Comafi: Senior Credit Officer; The Capita: CEO	Argentina
Banco de Crédito BCP	International Area and Leasing Manager	Peru
Banco de Credito Del Peru	Leasing Director	Peru
Banco de Occidente	Commerical Leasing Director	Colombia
Banco Ficohsa	Sub Director of Corporate Banking	Honduras
Banco Financiero del Peru	Leasing Business Manager	Peru
Banco Popular Dominicano	General Director; VP	Republica Dominicana

Banco San Jose	Sub Director of Corporate Banking	Costa Rica
Bancoldex	Chief Executive Officer	Colombia
BICSA	Business Manager	Panama
BIO - BELGIAN INVESTMENT COMPANY FOR DEVELOPING COUNTRIES	Investment Officer FI & IF	Belgium
Bisa Leasing S.A	Chief Executive Officer	Bolivia
BLADEX- Banco Latinoamericano de Exportaciones S.A.	Leasing VP	Panama
Boart Longyear Financial Services	Sales & Business Development Leader	USA
Bombardier Aerospace	Director Structured Finance	Canada
Cafsa	Leasing Director	Costa Rica
Caterpillar	Managing Director, Northern Regional Latin America, Financial Product Division	Mexico
CGM Leasing Argentina	Vice President	Argentina
CHG-El Camino-Sapi de CV	General Director	Mexico
Cisco Capital	Regional Director	Brazil
CIT Financial	L.A President & several VP's	USA
CIT LATAM	VP & CIO Latam Region	Mexico
CIT Leasing de Argentina SRL	Chief Executive Officer	Argentina
Clear Leasing, SA de CV Sofom Enr	General Director; Operational Directors	Mexico
CNH	Business Development Manager	England
CNH Capital Argentina	Country Manager	Argentina
CobisCorp	Project Manager	Colombia
Consultores financieros de Proyectos S.A.	CEO; CFO & VP	Guatemala
Core Capital	Leasing Specialist	USA
Corp. Interamericana de Inversiones-CII	Investment Officer	Washington D.C.
Corporación Raymond de México	Sales Manager	Mexico
CSI Latina Arrendamiento Mercantil S.A	Chief Executive Officer	Brazil
CSI Leasing Inc.	Senior VP of Global Vendor Finance	USA
Darby Private Equity	Vicepresident	Mexico
De Lage Landen	Director Sales for Renewable Energy	USA
De Lage Landen S.A. de C.V. SOFOM, ENR.	Chief Financial Officer	Mexico
D-Link Latinamerica	Financial Support Manager	Chile
Docuformas	CEO	Mexico

Doosan Infracore Construction Equipment	VP for the americas; VP Program Management for North America and Emerging Markets	USA
Ecologic Leasing Services	CEO	USA
Ernst & Young Terco	Audit Partner	Brazil
Export-Import Bank of the United States	Export Finance Manager	USA
Financiera Integra	Manager	Mexico
Ft Vendor Finance	General Manager	Chile
FT Vendor Finance Chile S.A.	Chief Executive Officer	Chile
FTAA Consulting Inc	Vicepresidente	USA
Garrido Licona & Asociados S.C	Managing Partner; Partner	Mexico
GE Capital	LA Gnrl. Mgr, Leaders # countries	Mexico
Grupo Bancolombia	Gerente Leasing Internacional	Colombia
Grupo Kineret	General Deputy Manager	Costa Rica
Grupo Mega	President & CEO; VP	Mexico
Hewlett Packard Operations Mexico	Financial Account Manager	Mexico
Hewlett-Packard Financial Services	Latam Sales Director	USA
Hitachi Data Systems	Regional Manager	Brazil
Hitachi Data Systems Credit Corp	Manager Leasing LATAM; Director Financial Solution Sales	Brazil
HP Financial Services	Latin America Sales Director; Territory Manager	USA
IBM	IGF Executive	Mexico
IBM Argentina	SSA IGF Executive	Argentina
IBM Brazil	Global Finance CFO; GM IGF LA	Brazil
IBM Brazil - Global Finance	IGL L.A. Controller	Brazil
IBM Global Financing	VP Capital Markets; VP Bus. Dev	USA
IBM Global Financing	IBM Global Financing Director	Brazil
Improsa Leasing	Manager North Region	Guatemala
Improsa Leasing Costa Rica	Chief Executive Officer	Costa Rica
Integra Arrenda SA de CV SOFOM ENR	General Director	Mexico
Inter-American Investment Corp. (IIC)	CEO; Director Prod. Mgr.	USA
International Decision Systems	SR. Director of Product Management	USA
International Finance Corpotaion	Operations Officer- Global Financial Markets	USA
Inverlease S.A.	Chief Executive Officer	Argentina
John Deere Credit	Regional Project Manager	Mexico
Johnson & Johnson Finance Corporate	VP Finance	USA
Kineret S.A	CEO; Director of Corporate Services	Costa Rica
KPMG Caredenas Dosal SC	Tax Partner	Mexico
Lease Insurance International	President	USA

LeaseTeam Inc	Senior VP/Partner; VP Software Development	USA
Leasing Bancoldex	Presidente; General Manager	Colombia
Leasing Bancolombia	President; VP; Manager; National Manager for leasing providers, Director of Tax ; Ccial Director; Executive Director	Colombia
Leasing Bladex	Senior VP	USA
Leasing del Atlantico Corp	Chief Executive Officer	Rep Dominicana
Leasing Peru	General Director	Peru
Lingo Leasing	Unit Director	Mexico
Liquid Capital	General Manager	Mexico
Macquarie	Country Manager	USA
Macquarie Corporate & Asset Finance	VP Origination	USA
Navistar	Operations Director; Asset Manager; Global Vendor Finance Manager	Mexico
NEC Financial Services, LLC	Finance and Planning Manager	USA
Nuñez Africano Abogados Corporativos S.A.	Partner	Colombia
Odessa Technologies	VP of Sales and Marketing; Prod. Mgr.	USA
OEO Energy Solutions	CEO	USA
Oracle	Financing Manager	Chile
Oracle Chile	VP L.America, Middle East & Africa	Chile
Pacific Rim Capital Inc	Manager Capital Markets	USA
PHH FirstFleet	Senior Vice President	USA
PNC Bank	VP Global Trade and Equip. Finance	USA
Precor	Director of Leasing	USA
Provincia Leasing S.A.	President; Executive VP	Argentina
Rentaequipos Leasing S.A. - RELSA	Director	Chile
Rentandes S.A.	General Director	Colombia
Renting Peru	General Director	Peru
SAP	SAP Financing Director	USA
SAP Financing	Director; Head of SAP Financing	Brazil
Scotia Leasing	Regional Manager	Costa Rica
Scotiabank	General Manager, Regional Director Leasing	Costa Rica
Servileasing SA	Chief Executive Officer	Costa Rica
Sigma Safi SA	CEO	Peru
Societe Generale	Chief Sales Officer	Brazil

The Alta Group	CEO; Senior Managing Director, Legal Support Services	USA
The Alta Group LLC	CEO; Principals	USA
The Alta Group PDD	Principal	USA
The Capita Corporation	Commercial and Marketing Director	Argentina
Third Pillar Systems	General Director	USA
Tip Capital	Executive VP & General Counsel	USA
Volvo Financial Services	VP Capital Markets and Information Technology	USA
World Business Capital	Executive VP	USA
ZRG Partners	Managing Partner	USA