

The 6th Annual

Big Ticket Leasing Convention



and



present

London

7th-9th March 2001
Hyatt Carlton Tower

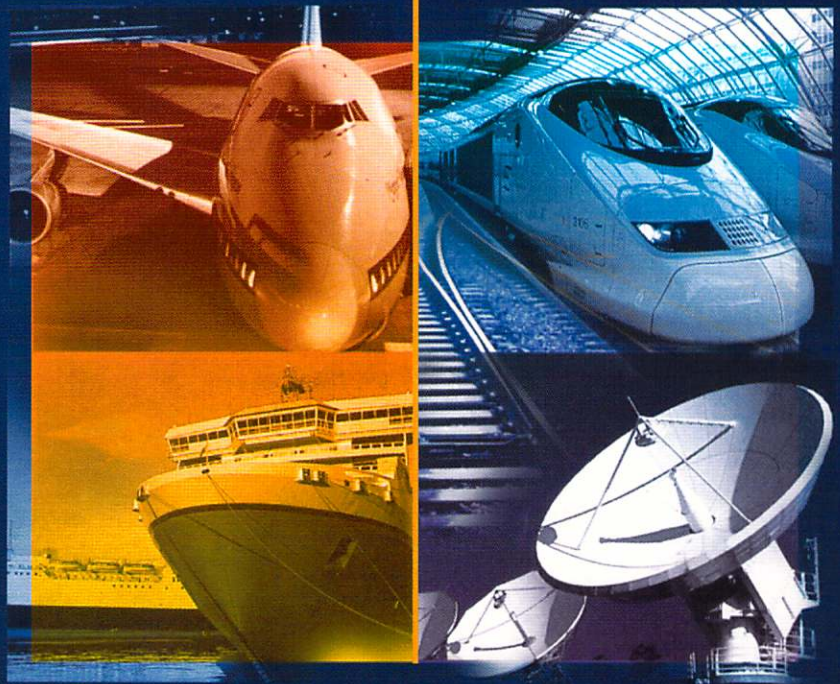
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Over 200 delegates attended the last London Big Ticket Leasing Convention



Big Ticket

LEASE MECHANICS BRIEFING DAY

The programme for this technical briefing day has been designed to analyse the latest trends and developments in leasing structures. This is a separately bookable event. A substantial discount is available for delegates attending both the briefing day and the conference.

Day One: Wednesday 7 March, 2001

8.30 Coffee and Registration

9.00 Chairman's Welcome and Opening Remarks:

Truman Bidwell, *Partner, Linklaters & Alliance*

9.10 GLOBAL MARKET POST-REGULATION

- Recent regulations and rulings
- U.S. tax legislation affecting corporate tax sheltering and the leasing industry
- Industry response


Marianne Rosenberg, *Partner, Linklaters & Alliance*

Stephen Taylor, *Tax Partner, Linklaters & Alliance*

9.50 SYNTHETIC LEASING - DOMESTIC AND CROSS-BORDER APPLICATIONS

- Lease or loan?
- Contractual vs property transfer of title

David McMullen, *Partner, Chapman & Cutler*

10.30 Morning Coffee hosted by 

11.00 THE ASSET APPRAISAL PROCESS

- Service contracts for fixed and movable assets
- QTEs - telco and non-telco assets
- How does the appraiser interact with the QTE consultant?

Ken Kramer, *Managing Director, American Appraisal Associates*

11.40 JAPANESE OPERATING LEASES (JOLs)

- Asset types
- Comparing and contrasting the different JOL products
- Residual value insurance
- End of term purchase options

Robert Grondine, *Partner, White & Case Kandabashi Law*

12.20 GERMANY: UPDATE ON THE GLL SITUATION

- Grandfathered transactions
- The corporate investor structure

Andreas Junius, *Partner, Clifford Chance Rogers & Wells*

13.00 Lunch

14.30 UK MARKET OVERVIEW

- UK leasing market overview
- Asset classes
- Defeasance
- UK tonnage tax issues

Paul Turner, *Managing Director, Atlas Capital*

15.10 PRICING AND STRUCTURING TECHNIQUES

- Cross-border leases out of the U.S.
- Pickle and service contract structures
- FSC leases

Mark Bewsher, *Managing Director, Babcock & Brown*

15.40 Afternoon Tea hosted by



16.10 UK TAX LEASING DEVELOPMENTS

- Double-dip opportunities
- Update on recent developments
- Recent cross-border transactions

Paul Nash, *Partner, Arthur Andersen*

16.40 OFF-BALANCE SHEET LEASE FINANCING

- Why go off-balance sheet?
- Considerations when choosing an offshore jurisdiction for setting up the SPV
- Financing structures available offshore
- Post issuance issues, the role of directors etc
- Trustees and defaults
- Bankruptcy and enforcement issues

Wayne Panton, *Partner, Walkers Attorneys at Law LLP*

David Egglshaw, *Head of Corporate Services, Deutsche Bank (Cayman) Limited*

17.20 Chairman's Closing Remarks and Close of Day One followed by

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**LINKLATERS
& ALLIANCE**

I would like to register for the Big Ticket Leasing Convention 7th-9th March 2001, Hyatt Carlton Tower, London

I wish to register:

- Delegate/s for Conference only (8-9 March) £995 —
 Delegate/s for Briefing Day only (7 March) £495 —
 Delegate/s for Conference and Briefing Day (7-9 March) £1290 —

plus VAT@17.5%

3rd & 4th delegates each receive £100 off full registration fee
5th, 6th, 7th... delegates each receive £150 off full registration fee

Total Remittance —

4 EASY WAYS TO REGISTER



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Complete and return to: Kelley Kidd,
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Playhouse Yard, London, EC4V 5EX, UK



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For information on sponsorship or exhibition opportunities, please contact Marc Lapeyre



Tel: +44 (0) 20 7779 8324



Fax: +44 (0) 20 7779 8400



email: mlapeyre@euromoneyplc.com

Please note your booking ref: 24559

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Please photocopy this form for additional delegates. All bookings are considered binding on receipt of the booking form.

- Please tick if you do not wish to receive promotions from other companies
 I cannot attend but please add me to your mailing list for future events.

METHOD OF PAYMENT

- Invoice me
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Please note that in completing this booking form you undertake to adhere to the cancellation and payment terms listed below.

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Approving Manager: _____
Position: _____

ADMINISTRATIVE INFORMATION

Big Ticket Leasing Convention - 7th-9th March 2001 - Hyatt Carlton Tower, London

CANCELLATION POLICY:

If you cannot attend you must cancel your registration in writing before 21 February 2001 to receive a refund less a 10% administration charge. Cancellations received after 21 February 2001 are liable for the full conference fee. We suggest that you send a substitute to attend in your place at no extra charge.

REGISTRATION FEE:

The registration fee includes participation in the conference, lunches and documentation material, which will be distributed at the beginning of the event. All bookings are considered binding on receipt of the booking form.

CANNOT ATTEND?

Please pass this brochure on to a colleague or you can purchase the documentation material for £330 + VAT (includes courier despatch).

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VENUE:

Hyatt Carlton Tower
One Cadogan Place
London SW1X 9PY
Tel: +44 (0) 20 7235 1234
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Email: ctower@hytlondon.co.uk
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TRAVEL & ACCOMMODATION:

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Delegates wishing to take advantage of preferential room rates in London should contact In Business Reservations (IBR) on Tel: +44 (0)1332 285534, or email: reservations@ibr.co.uk. IBR can find accommodation to suit any budget - please mention that you are attending the Euromoney Seminars event: The 6th Annual Big Ticket Leasing Convention

Leasing Conventio

AGENDA

Day Two: Thursday 8 March, 2001

8.30 Coffee and registration

9.00 Chairman's Welcome and Opening Remarks:
Stuart O'Dell, *Senior Partner, Dewey Ballantine, London*

9.30 LEASE FINANCE AND M&A

- Objectives - economic control
- US GAAP book and tax consequences
- Enhancing EPS
- European M&A market


Paul Lechner, *National Director, Lease Finance and Advisory Services, KPMG Consulting LLC*

Paul Brice, *Partner, KPMG Corporate Finance*

10.00 THE LEASING POLITIC

- Post-election analysis
- U.S. Treasury initiatives affecting cross-border transactions
- FSCs and the WTO

Ken Kies, *Chair, Federal Tax Policy Group, PricewaterhouseCoopers*

10.30 Morning Coffee hosted by  American Appraisal Associates®

11.00 LEGAL CONSIDERATIONS

Christopher Arend, *Partner Asset Finance, Linklaters & Alliance, Germany*

Georg von Wallis, *Partner Asset Finance, Linklaters & Alliance, Germany*

11.30 INVESTOR CONSIDERATIONS WHEN NEGOTIATING A CONTRACT

- What the investor demands
- What the arranger could do better
- Good/bad deals

Ted Verrill, *Managing Director, DaimlerChrysler Capital Services*

12.00 SNCF Case Study

- Issues relating to financing
- Bond issuing
- Euro medium term notes
- Leasing transactions to date
- New transactions to date

Alain Thouvenot, *Finance Director, SNCF*

12.30 FINANCING EUROPEAN COMMERCIAL REAL ESTATE

- Commercial real estate ownership issues
- Depreciation

- Local regulatory issues

Jim Wright, *Director, Deloitte & Touche*

13.00 Lunch sponsored by **Deloitte & Touche**

14.30 WATER AND WASTEWATER ASSET APPRAISAL ISSUES

- Treatment assets
- Collection and distribution assets
- Market issues

Rick Ellsworth, *Director, Deloitte & Touche*


15.00 DEVELOPMENTS IN FRANCE The Outbound Market (F7L)

- General framework of the French tax lease
- Limitations and ruling process
- Future of the outbound market

Inbound (US-XB)

- Penetration of US structures
- Issues (local, VAT, WHT, immovable)
- Opportunities for the inbound market

Jean-Philippe Grillet, *Vice President, BNP Paribas*
Khalid Ammari, *Vice President, BNP Paribas*

15.30 Afternoon Tea hosted by  American Appraisal Associates®

16.00 IBERIAN OPPORTUNITIES

- Spain and Portugal
- Case study on the Metropolitan Lisboa

João Eduardo Simão, *Director, Banco Santander de Negócios Portugal*

16.30 IBERIA'S AIRCRAFT SECURITIZATION

- The challenges of EETCs and tax leases
- FX issues
- Section 1110 bankruptcy issues
- Iberbond

Eduardo Garcia Sansigre, *Head of Finance, Iberia*
Ignacio de Torres Zabala, *Finance Director, Iberia*

17.00 Chairman's Closing Remarks and Close of Day Two followed by



DEAL OF THE YEAR AWARDS

ASSET FINANCE INTERNATIONAL

PRESENT THE AWARDS FOR

THE BEST DEALS OF 2000/2001

DRINKS RECEPTION TO FOLLOW



On

London

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AGENDA

Day Three: Friday 9 March, 2001

8.30 Coffee and registration

9.00 Chairman's Welcome and Opening Remarks:
Derek Jenkins, *Tax Partner, Head of Treasury Group, PricewaterhouseCoopers*

9.10 THE ONGOING U.S. ASSAULT ON CORPORATE TAX SHELTERS: THE FIRST FIVE YEARS

- The new registration regulations
- List maintenance requirements
- Legislative proposals
- Judicial developments
- Lessor, lessee and advisor strategies

André LeDuc, *Senior Partner, Skadden, Arps, Slate, Meagher & Flom*

9.50 U.S. LEVERAGED LEASE SECURITIZATION

- Market size
- Public debt markets
- Hybrid structures
- True lease vs. aircraft securitization

James Hayden, *Partner, White & Case LLP*
Mark Western, *Partner, White & Case LLP*

10.30 Morning Coffee hosted by



11.00 U.S. DOMESTIC POWER OVERVIEW

- Meshing synthetic leasing with capital markets products
- A merchant power plant greenfield project financing, including a CP-conduit securitization

George Revock, *Vice President, Asset Finance Group, Citibank*

11.30 THE FUTURE OF CROSS-BORDER LEASING IN GERMANY

- Market standards and municipal requirements
- Municipal experiences and strategies
- Selection of arrangers, investors and banks
- Present and future tax and balance sheet implications

Dr Ulrich Eder, *Managing Director, DUE FINANCE*
Harald Heinze, *Chairman of the Board, Dortmunder Stadtwerke AG*

12.00 PERFORMING ENVIRONMENTAL DUE DILIGENCE IN CROSS-BORDER LEASE TRANSACTIONS

- The role of environment in completing lease transactions

- Assessing risks, costs and liabilities
- Providing a feeling of comfort

Hans Nieuwenhuis, *Senior Consultant International Projects, TAUW*

12.30 Lunch

14.00 SHIP FINANCE

- Structures
- Pollution exposure
- Insolvency issues
- Securitization

John Osborne, *Partner, Watson Farley & Williams*

14.30 MARKET ROUNDTABLE

Speakers will debate and discuss key questions submitted by delegates on market developments

Don Smiegel, *Managing Director, D'Accord Financial Services*

Markus Pransky, *Vice President, Bayerische Hypo- und Vereinsbank AG*

Mark Caffrey, *Head of Structured Finance, Eircom*
Gerhard Leitner, *OBB Austria*

15.30 STRUCTURED FINANCING OPTIONS FOR THE TELECOMS SECTOR

- Basic funding vs. "opportunistic financing"
- Domestic leasing
- Cross border leasing

* **Leonard Shavel**, *Principal, Babcock & Brown*

16.00 Chairman's Closing Remarks and End of Conference



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* to be confirmed

The 6th Annual Big Ticket Leasing Convention

7th-9th March 2001
Hyatt Carlton Tower

London

Dear Executive

Following on from the success of last year's event, *Asset Finance International* and *Euromoney Seminars* are delighted to present their 6th Annual Big Ticket Leasing Convention, to be held once again in London on March 7-9, 2001 at the Hyatt Carlton Tower Hotel. This year our sponsors are **Linklaters & Alliance**, **Deloitte & Touche** and **American Appraisal Associates**.

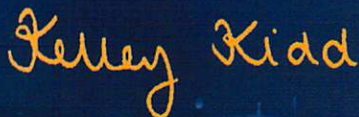
The cross-border industry's universe is shrinking. The global tax clampdown has begun and the industry is experiencing market meltdown. Yet despite increased tax regulations, the big ticket market continues to thrive. This year's programme will focus on the latest financing options across the transportation, power, infrastructure and utility sectors. Expert speakers will discuss the latest products in use or development and examine their potential risks.

Established as the leading event on the leasing calendar, the Big Ticket Leasing Convention is the unrivalled forum for you to meet other lessees alongside the top arrangers, lawyers and accountants who continue to bring creative and innovative solutions to this constantly changing industry.

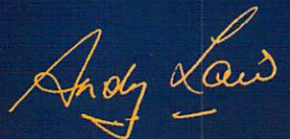
The last London Big Ticket Leasing Convention in March 2000 attracted over 200 delegates!

We look forward to welcoming you to the Convention in March!

Yours sincerely



Kelley Kidd
Seminar Manager
Euromoney Seminars
+44 (0) 20 7779 8406



Andy Law
Editor
Asset Finance International

