



## **23<sup>rd</sup> ANNUAL AELA LEASING AND EQUIPMENT FINANCE CONFERENCE – 16 NOVEMBER 2016**

The Westin Sydney, 1 Martin Place, Sydney

### **PROGRAM**

- 8.15 am**    *Registration and Coffee*
- 8.50**        **WELCOME AND AELA OVERVIEW**  
*Matt Ruelland, AELA Chairman, and Head of Financing, Fuji Xerox Finance Australia*
- 9.00**        **GLOBAL ECONOMIC REVIEW and DIGITAL DISRUPTION: Expert Insights in the  
Changing World**  
*Martin Lakos, Division Director, Macquarie Wealth Management*
- 9.45**        **INTERNATIONAL ADDRESS**  
**THE STATE OF THE U.S. EQUIPMENT FINANCE MARKET**  
*Anthony Cracchiolo, Chairman, US Equipment Leasing and Finance Association, and President &  
CEO, U.S. Bank Equipment Finance*
- 10.35**      *Morning Coffee*
- 11.00**      **INSOLVENCY EXPERIENCES-LESSONS FOR EQUIPMENT FINANCIERS**  
*Simon Cathro, Partner, Worrells*  
*Joseph Scarcella, Partner, Ashurst*
- 11.40**      **LEASE ACCOUNTING – WHAT THE NEW STANDARD MEANS FOR EQUIPMENT  
FINANCE**  
*Michelle Gibbs, Director CFO Advisory, KPMG*
- 12.15 pm** **BUILDING COMPLEX ADAPTIVE LEADERS**  
*Marcus Crow, Co-founder, 10,000 HOURS*
- 1.00**        *Lunch*
- 2.00**        **TEN YEARS IN EQUIPMENT FINANCE MARKETS**  
*Martin Smith, Head of Markets Analysis, East & Partners*
- 2.40**        **FINTECH ONLINE LENDERS IN THE EQUIPMENT FINANCE ENVIRONMENT**  
*Cameron Poolman, CEO, OnDeck Capital Australia*
- 3.20**        *Afternoon Coffee*
- 3.45**        **SECONDARY MARKET PERFORMANCE OF EQUIPMENT FINANCE ASSETS**  
*Hugh Rainger, National Manager, Trucks & Machinery, Pickles Auctions*
- 4.20**        **EQUIPMENT FINANCE INDUSTRY FORUM**
- *Tony Cracchiolo, Chairman, US Equipment Leasing and Finance Association, and  
President and CEO, U.S. Bank Finance*
  - *Hugh Lander, CEO, BOQ Finance*
  - *Graham Attard, Manager, Westpac Equipment Finance*
  - *David Gandolfo, President CAFBA, and Director, Quantum Business Finance*
- 5.00**        **CLOSING REMARKS**

*The Conference will be followed by a Cocktail Reception for Delegates and Speakers.*

23/08/2016