



AUSTRALIAN EQUIPMENT LESSORS ASSOCIATION

Incorporated ABN 19 054 908 520

Level 8 39 Martin Place Sydney 2000

Telephone (02) 9231 5479 Facsimile (02) 9232 5647

23 August 2016

EARLY REGISTRATION
23rd ANNUAL AELA LEASING & EQUIPMENT FINANCE CONFERENCE - 16 NOVEMBER 2016
The Sydney Westin Hotel, 1 Martin Place, Sydney

The 23rd ANNUAL AELA LEASING AND EQUIPMENT FINANCE CONFERENCE is on Wednesday 16 November 2016 at the Sydney Westin Hotel, Sydney, with INTERNATIONAL SPEAKER

- Anthony Cracchiolo, Chairman, Equipment Leasing and Finance Association, USA and President & CEO, U.S. Bank Equipment Finance

Anthony Cracchiolo will provide insights into the latest developments in the US equipment finance market, and local Industry leaders will provide perspectives on the Australian market. Other sessions include a global economic review, digital disruption, insolvency lessons for equipment financiers, the new lease accounting standard, a session on building leadership, a review of the equipment finance market, fintech online lenders in the equipment finance environment, and secondary market performance of equipment finance assets.

The Conference program accompanies - Members can now register early by completing the details below.

JOHN BILLS Director



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23rd ANNUAL AELA LEASING & EQUIPMENT FINANCE CONFERENCE
16 NOVEMBER 2016
This document becomes a Tax Invoice for GST purposes upon payment. ABN 19 054 908 520
Cost: \$1550 including GST
The third registration from the one company is free

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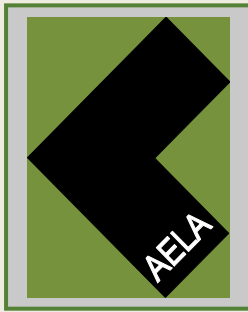
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- Cheque payable to Australian Equipment Lessors Association
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Please email/fax/mail to: Australian Equipment Lessors Association, Level 8, 39 Martin Place, Sydney, NSW, 2000 / Fax: (02) 9232 5647 / email: Jun@aela.asn.au / Phone: (02) 9231 5479



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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*
 - *Campbell Paterson, General Manager, ANZ Asset 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