

Roundtable Discussion: “Leasing during the crisis: Problems, Outlook and Solutions based on practical experience”

Friday, May 29, 2009
9:00 – 12:00 (registration from 8:30)
Swissotel Krasnye Kholmy, Hall Zurich 2
Kosmodamianskaya nab., 52, bld.6

Business Breakfast

Event is sponsored by

NÖRR STIEFENHOFER LUTZ

- 9:00 - 9:05 Moderators: **Arkady Gerasenko, Head of AEB leasing group.**
- 9:05 – 10:00 **Session 1**
- Overview of the current situation in the leasing market: expectations, results and further development trends.
Roman Romanovsky, Analyst of the financial institution rating department, Expert RA
 - Anti-crisis measures. Tax administration. Overview of the main problems.
A representative of the leasing company
 - 1st Quarter 2009 – financial indicators, changes in the structure of assets and liabilities, results of the annual report. *A representative of the leasing company*
- Q&A
- 10:00 – 10:40 **Session 2**
- Problem of lessee payment default and bankruptcy. Possible solutions and particularities.
Mikhail Demchenko, Deputy director, Head of the Treasury, GK Interleasing
 - Legal aspects of claims enforcement. Transfer of leasing portfolio. Insolvency and liquidation aspects. *Elena Frolovskaya, Partner, Nörr Stiefenhofer Lutz*
- Q&A
- 10:40 – 11:20 **Session 3**
- Alternative **ways of the development** for leasing companies. Return of leasing assets, new products and business approaches.
Sergey Ivanov, General director, IKB Leasing
 - Consequences of market changes with respect to tax liabilities. Practical advice on improving tax efficiency.
Nadezhda Shorokhova, Manager of tax and financial advisory department, Nörr Stiefenhofer Lutz
- Q&A
- 11:20 – 12:00 **Session 4**
- Practice on cooperation with credit institutions. Specific requirements and criteria of the borrower's financial rating.
Alexander Mikhailov, Business development director, EUROPLAN
 - Financing of leasing operations. Debt financing in the crisis.
Dmitry Smirnov, Head of external affairs department, Khanty-Mansiysky Bank
- Q&A