



The Alta GroupSM



We serve... *Equipment Finance Executives • Investors and Advisors • Manufacturers/Vendors*
*Bank Management • Legal Advisors • Government Agencies ...***WORLDWIDE**

Latin America and the Caribbean

Alta's commitment to the development of equipment leasing and customer financing in Latin America and the Caribbean is rooted in its profound conviction that capital investment is the most effective and valuable tool to lead the transition of Latin American economies to full economic development, and that a healthy leasing industry is the pre-condition for such capital investment.

Alta's actions in this regard have focused on bringing best practices to the Latin American region and supporting the role that leasing associations, governments and institutions within the region must develop.

Alta provides high quality consulting and support to multinational lessors doing business in Latin America, in order to ensure that their contribution to economic development is aligned with great achievements in profitability and in building healthy portfolios. Many large corporations experience success in Latin America, thanks to the consulting services provided by Alta.

In addition, Alta is working on building and supporting high quality

knowledge sharing throughout the region, leading to the implementation of best practices, divulgation about the size and importance of the market, and drafting of laws and regulations that encompass such best practices.

Alta's Professional Development Division, under the leadership of Ricardo Muñoz-Medina, has adapted training courses to the Spanish and Portuguese speaking markets in Latin America, and provides workshops and seminars to help companies in the Latin American equipment and customer financing industry stay current. Several companies throughout Central America, Mexico, Brazil, Colombia, Chile, Argentina and other countries have enjoyed the benefits of training provided by Alta.

Since 2002, Alta has organized with great success the Annual Latin American Leasing Conference, which focuses on major issues and concerns of businesses in the industry. This event has become the gathering event for the Latin American Leasing Federation, FELALEASE, which holds its annual meeting in conjunction with Alta's conference.

Alta is also becoming the reliable source of information about the leasing industry in Latin America. In 2005, Alta started compiling and releasing the Alta LAR 100TM reports, which have improved the quality and transparency of information about leasing markets and major industry leaders in all Latin American countries.

Alta is also supporting multilateral agencies such as the International Finance Corporation, the private arm of the World Bank, in analyzing and updating laws and regulations throughout the region.

Additionally, Rafael Castillo-Triana, an Alta principal, was the appointed representative of Latin America to the UNIDROIT Advisory Board for the drafting of the Model Law on Leasing.

In summary, Alta combines in Latin America all the human and technological resources, strategic information and contacts that ensure success for multinational players entering this attractive and challenging region.

To contact Rafael, Ricardo or any of the other Alta professionals in the region, please call or e-mail them.

Regional Contacts

Rafael Castillo-Triana
Tel: +1 954 389 7943.
E-mail:
rcastillotriana@thealtagroup.com

Ricardo Muñoz- Medina
Tel: +1 305 931 2748.
E-mail:
Ricardo.Munoz@thealtagrouplar.com

For all other names, visit our website:
www.thealtagroup.com/altagroup_lar.php