

2 DAYS' WORKSHOP ON

LEASING

VENUE: The Lalit, Mumbai 20th & 21st JANUARY, 2017

Organised by: Vinod Kothari Consultants Pvt. Ltd



For registration and related queries -

- Kindly drop a mail at:
 - fintrain@vinodkothari.com
 - deepa@vinodkothari.com / 09633538838
 - diksha@vinodkothari.com /07666542001

You may also call at: 022- 22614021 / 30447498



Why to attend

Leasing has been the centre of attraction in the last few years. There are numerous reasons for which leasing has become vibrant in India and globally while there are several models and notions floating in the market and more and more players wanting to have a share in the market.

New players are entering the market, new asset classes are being tried in the leasing space, lessor are trying again the much jinxed sale and lease back transactions also, leasing has surely picked up and is doing well in India. Leasing is not new to India and asset- backed financing is not a new type of funding but a difference of approach – where asset becomes the primary basis for credit decision of the lender.

While the simplest form of asset-backed financing is a secured loan, there are numerous variants – leasing, installment sale, hire purchase, conditional sales, mortgages, etc. Crucial in all forms of asset backed financing is the understanding of the asset, and ensuring that the lender has predominant legal control and access over the asset.

Who should attend?

- Financial Companies, Leasing Companies, Banks engaged in Asset Backed funding;
- Manufacturers and Technology Companies which have taken or propose to take assets on lease;
- IT Companies selling their hardware/software in the form of lease solutions;
- Telecom Companies and other vendors using leasing for promoting sale of equipments;
- Financial Consultants, Accounting Firms, Solicitors advising clients on Lease transactions;
- Technology Companies focusing on developing IT solutions for Lease Transactions;



Course outline

Workshop agenda- Day 1

Session 1: Overview of leasing

- Asset based financing – basic principles
- Financial and operating leases, hire purchase & rental contracts
- Lease vs. license vs. service contracts
- Overview of business of leasing in India
 - Types of leasing entities
 - Prominent asset classes
 - Leasing volumes and penetration rates

Session 2: Overview of legal fundamentals

- Is operating lease an NBFC activity?
- Legal requisites of leases – law of bailment
- Concept of a true lease
- Rights and obligations of the lessor in case of leases
- What kinds of goods can be leased

Session 3: Essentials of leasing (excel based session)

- Basic objectives of lease structures
- IRR based pricing
- Various rental structures
- Understanding lease pricing from lessee's viewpoint
- Lease vs. loan computation
- Computation of post-tax IRR

Session 4: Structure of leases and asset risks transaction structures

- Various forms of asset value risk
 - Residual value-based leases
 - Lessor guaranteed residual value of leases
 - Third party guaranteed residual value leases
- Asset risks as a key variable: targeting asset-risk based recoveries
- Residual value risk management and mitigation

Workshop agenda-Day 2

Session 5: Tax structure of leases

- Applicability of taxes on lease transactions
 - Direct taxes
 - Indirect taxes
 - VAT/ CST
 - Service tax
- State specific tax implications and impact on lease structuring
- Impact of GST on leases

Session 6: Accounting aspects of leases

- Defining features of leases and tests for determination
- Accounting standards on leases: IAS 17, AS 19 and IFRS 16
- Off balance sheet – major motivation
- Characterization of leases by lessor/ lessee
- Disclosure requirements

Session 7: Tax structure of lease rentals

- Understanding of uniqueness of lease taxation
- Impact of VAT and other taxes on lease economics:
 - Introduction to concept of Post-VAT IRR
 - Computation of Post-VAT IRR in different situations
- Post-tax post-vat IRR

Session 8: Other issues in leasing

- Process flow in lease transactions
- Documentation in leasing
- Stamp duty issues
- Assignment of lease rentals
- Securitisation of operating lease rentals
- Q&A round

Faculty



Ms. Nidhi Bothra

Qualification: Associate Company Secretary

About Ms. Nidhi Bothra

Ms. Nidhi Bothra is a commerce graduate from Kolkata and an associate member of the Institute of Company Secretaries of India. She has been the pillar of strength of Vinod Kothari Consultants Pvt. Ltd. (VKCPL). With her vast knowledge and expertise, she has always been a source of inspiration and has always been instrumental to take VKCPL to great heights. She was chosen to be the "Profile of the month" in January 2012 by Asset Finance International.

Ms. Bothra is engaged as an expert with Globalexerts4u on Legal and Financial topics. She has been participating in the "Doing Business" research conducted by the IFC on several regulatory issues in India for the years 2010 - 2014, She was also engaged in research survey by Centre for the Study of the Financial Innovation (CSFI) - "Microfinance Banana Skins, 2012", assessing microfinance risks in India.

She is also a well-known writer in the field of finance whose authored articles made their place in esteemed journals, websites and other forms of mass media.

POSITIONS

- Executive Vice President, Vinod Kothari Consultants P Ltd
- Director, Indian Securitisation Foundation
- Director, JSW Natural Resources India Limited

CONSULTING EXPERIENCE

- Led a capacity building program for IFC on developing a toolkit "India Toolkit for Low Income Housing Finance – A Practitioner's Guide" prepared in collaboration

- with Habitat for Humanity in 2012.
- Engaged on study on Covered Bonds into India for a Working Committee set up by National Housing Bank India, 2012.
- Currently acting as a leasing consultant to several NBFCs in India.

- Assisted on project for leasing in Egypt for a microfinance entity in Egypt in 2010.
- Assisted on Affordable Housing Project for the Govt. of Jordan in 2009.

OTHER IMPORTANT ENGAGEMENTS

- India Contributor to White Clarke Group Global Asset Finance and Auto Finance Report, Q4, 2013.
- India Contributor to Global Auto and Asset Finance Report, 2013
- On the Correspondent Board for Islamic Finance News, Red Money Publications for "Securities and Securitisation."
- Profile of the month for January, 2012, in Asset Finance International, an international online journal focused on asset backed lending.
- Presently retained as an expert with Globalexperts4u as an expert on legal and financial topics.
- Participated in Doing Business 2010, 2012 & 2013 by IFC, World Bank on regulatory scenario in India.
- Contributor to Microfinance Banana Skins Report, 2012 and 2013.
- India Contributor to Global Auto and Asset Finance Report, 2013. India Contributor to White Clarke Group Global Asset Finance and Auto Finance Report, Q4, 2013

TRAINING & LECTURING

Domestic Training and lectures:

- Panelist on study circle meetings conducted by ICSI on various issues pertaining to Companies Act, 2013 and rules thereof.
- Session on impact of draft ICDS on tax computation and disclosures at ICAI.
- Running classes on Companies Act, 2013 for professionals.
- Lecture on Companies Act, 2013 for DTPA at National Library in November, 2014
- Lectures on Companies Act, 2013 at Bara Bazaar Library, Kolkata for VittaSalahkar Chartered Accountants Study Circle – EIRC, on October and November, 2014
- 2 days public workshop for corporate on Asset Backed Lending & Operating Leases, in Mumbai, July and December, 2012, April, and August, 2013, November, 2013, June, 2014, November, 2014.
- 2 day workshop on Cashflow modeling in Securitisation for corporate in Mumbai in May, 2013, April, 2014.
- Co-faculty for in-house training for Philips India Limited
- Lectured in Calcutta University on Functioning of Financial Markets.
- Lecture on Companies Act, 2013 for DTPA at National Library in November, 2014.

- Corporate trainings, trained over 200 employees across India on asset backed funding
- Lectures on Companies Act, 2013 at Bara Bazaar Library, Kolkata for Vitta Salahkar Chartered Accountants Study Circle – EIRC, on October and November, 2014
- 2 days workshop on cashflow modeling in securitisation for corporate in Mumbai in May,2013
- 2 days public workshop for corporate on Asset Backed Lending & Operating Leases, in Mumbai, July and December, 2012, April, and August, 2013, November, 2013, June, 2014, November, 2014. 2 days training at 16th Securitisation & Covered Bonds Masterclass, Workshop on Cashflow modeling in securitisation, open workshops for corporates in Mumbai, November,2012, April ,and August 2013.
- 2 day workshop on Cashflow modeling in Securitisation for corporate in Mumbai in May, 2013, April, 2014.
- 2 days at 16th Securitisation & Covered Bonds Masterclass, a public workshop open for corporates held in Mumbai.
- On the panel discussion – Addressing issues on Companies Act, 2013 at Views Exchange, ICAI.
- Lecture on various provisions of Companies Act, 2013 and conversion of a company into LLP at Central Kolkata Chartered Accountants Study Circle in May, 2014.
- Lecture at various provisions of Companies Act, 2013 at ICAI Durgapur, Sub-regional conference, 2014.
- In-house lecture to corporate client on the various provisions of the Companies Act, 2013.
- Lecture on the NBFCs recent regulatory amendments and relevant provisions of the Companies Act, 2013 at ICAI, EIRC.
- Co-faculty in 2 day public workshop on Asset Backed lending & Operating leases organised by VKC in July,2012.
- Lecture on various provisions of Companies Act, 2013 at Cuttack Chapter of ICAI.
- Corporate trainings, trained over 200 employees across India on asset backed funding.
- Guest Speaker and Merchants' Chamber of Commerce on Legal Aspects of Bitcoins.
- Lectures on Overview of NBFCs and Regulatory scenario at ICSI, Hooghly Chapter, Kolkata.
- Part of training team for SME lending business for a leading NBFC in India.
- Guest Lecture at NUJS on Securitisation and SARFAESI.
- Guest lecture at Institute of Chartered of Accountants of India's Masters of Business Finance Course.
- Lectured in ICAI on Carbon Credits in 2012 and 2013.
- Lectured several CS students in Institute of Company Secretaries of India (ICSI) SIP & EDP sessions.

International Trainings and Lectures:

- 5 days training on Securitisation at African Securitisation & Bonds School at Ghana, Africa.

PUBLICATIONS

- Co-author of the book ' Your Queries on Companies Act, 2013; Taxmann publication, 2016 edition.
- Contributor to the book 'Corporate Boards, Committees and Policies under the Companies Act, 2015 edition.
- Guide to Factoring, 2015 edition.
- Contributor to the book -- Guide to Structured Finance, 2014.
- Co-author of the book 'Understanding Companies Act, 2013', Taxmann publication, 2013 edition.

ARTICLES

- Article on "NBFCs may now issue unsecured debentures published on the Firm, Money Control
- Article on impact of the budget, 2015 on REITs, Alternate Investment Funds, NBFCs published in Taxman, Taxsutra.
- Articles on Sexual Harassment of Women at Workplace (Ranked among top 10 papers for 2 months on SSRN), Understanding of Indefeasible Right to Use, Sale and Lease back transactions, REITs in India (Ranked among top 10 papers on SSRN in the month of publication), China and Singapore on SSRN Research. Article in Chartered Secretary on Risk in Credit Derivatives.
- Indian leasing set to grow as non-banking finance companies benefit from new regulations
- Article on Solar Securitisation in renewable energy magazine.
- Commented on the lease sector India in – "New hopes for Indian leasing as gloom lifts in the economy"
- Article on Euromoney Handbook on Structured Finance on "Securitisation in Asia".
- Ghosts of sale and leaseback -- will we exorcise now.
- Article on Solar securitisation in renewable energy magazine.
- Articles in Indiancorplaw on Optionality Clauses in FDI, Rights of MBS holders against issuers etc.
- Article in Chartered Secretary on "Credit Derivatives: Device of Credit Risk Mitigation and Synthetic Trading in Credit".
- Article in Taxman on "Conditional Sale and Credit Sale: Blurred line of distinction"
- Article on Credit Derivatives: Risk Mitigation device in Chartered Secretary.
- Co-Authored article on "Islamic Lease" published in World Leasing News.
- Articles on Islamic Finance News, Red Money publication "Understanding of Sukuk" and "Islamic securitisation structures – more needs to be done?"
- Articles in Asset Finance International on "India's leasing rebirth in the wake of

economic boom", "Indian leasing set to grow as non-banking finance companies benefit from new regulations", Commented on the lease sector India in – "New hopes for Indian leasing as gloom lifts in the economy", "Ghosts of sale and leaseback -- will we exorcise now".

- Articles in moneylife.com on Issues related to Companies Act,2013, NBFCs,"FDI in Retail – FAQs" and "Securitisation Guidelines impact on India" and on issues relating to securitisation, leasing, derivatives, ECBs, affordable housing finance and other relevant topics on finance.· <http://moneylife.in/author/nidhi-bothra.html>.
- Articles in Eastern India Regional Council Newsletter, ICSI on "Microfinance in India".
- Articles on Eastern India Regional Council Newsletter, ICAI on "Carbon Credits – Regulatory, Accounting, Taxation Issues".
- Articles and reviews on the microfinance industry in microfinancefocus.com .
- Several articles published in www.vinodkothari.com, www.india-financing.com, www.credit-deriv.com and www.suvidha.com on Micro finance, laws of venture capital, mortgage industry and carbon credits, leasing, cost management, Introduction to Financial Markets etc.
- Analysis of the state of securitization and leasing industry in several countries.
- Research reports on NBFCs, leasing sector, commercial vehicle industry - India.

AREAS OF EXPERTISE

- Securitization & Covered Bonds
- Affordable housing finance
- Mortgage lending, secured lending laws
- Leasing, asset-backed lending
- Asset reconstruction business
- Corporate laws and corporate finance
- Fund based advisor

*****Please note: Cancellation charge of 75% applicable if registrations cancelled before 2 days of the workshop.***

✚ Our websites may be viewed at:

<https://www.india-financing.com/> and <http://vinodkothari.com/>

✚ Our list of other courses, past and upcoming courses may be viewed at:

<http://vinodkothari.com/secwork/>

