

# OPERATING LEASING COURSES FOR AUTUMN 2010

## Module OLP2.1

### Operating Leasing for Lessors

(Half Day Course)

#### Topics

The future for operating leasing under the current regime

Business travel taxation: how operating lessors are affected including car lessors and contract hirers

The long-funding operating leases

#### *Operating leases vs. finance leases*

Pricing operating leasing – the role of capital allowances

The importance of the residual in pricing

“Substance over form” argument: the present value test

Current tax regime – the 80% test

Forms of operating lease

The risks of ownership:

- insurance (property and third party liability), maintenance and inspection rights, the obsolescence factor

Asset risk management: setting residual values

#### *Sale*

- open market
- manufacturer's/supplier's buy backs
- controlling second-hand and new prices

