



INTERNATIONAL INSTITUTE FOR THE UNIFICATION OF PRIVATE LAW  
INSTITUT INTERNATIONAL POUR L'UNIFICATION DU DROIT PRIVE

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**Item No. 17 on the Agenda:**  
**Proposals for the appointment of Correspondents**

(submitted by the Secretariat)

*Attached curricula vitae of Messrs Rafael Castillo-Triana and Manuel Leal Angarita*

*Related document*                      *C.D. (86) 17*

**Rafael CASTILLO-TRIANA**

**(Colombia – Colombie)**

<b>Profession:</b>	Doctor in Law
<b>Date of Birth:</b>	February 7, 1957
<b>E-mail:</b>	<a href="mailto:Rafael.Castillo@thealtagrouplar.com">Rafael.Castillo@thealtagrouplar.com</a>
<b>Nationality</b>	Colombian
<b>Membership of Professional Societies:</b>	American Bar Association Equipment Leasing and Finance Association of America, International Bar Association

**Experience:**

- Legal practice since 1973. To highlight:
- Member of the World Leasing Council 1986
- Member of the Latin American Legal Council FELALEASE, 1986
- Republic of Colombia delegate at the Diplomatic Conference for the adoption of the UNIDROIT Convention on International Financial Leasing, Ottawa, Canada, 1988.
- Appointed delegate of FEDELEASING to train Colombian Government Bank Regulator assuming control of leasing companies, 1990.
- Advisor to the Colombian Tax Revenue Service, Dirección de Impuestos y Aduanas de Colombia (DIAN), 1992.
- Outside counsel to EMPRESA COLOMBIANA DE PETROLEOS, ECOPETROL, Colombian Government owned Oil company, for the formulation of a leasing contracting strategy to develop investment projects in the field of oil and gas exploration and transportation, 1994;
- Legal Advisor to the Republic of El Salvador by contract with the Banco Central de Reserva ("BCR") and the Banco Multisectorial de Inversiones ("BMI"), draft of Leasing Law Bill and training to staff of BMI in credit allocation to leasing companies, 1998-1999;
- Retained as Head Legal Counsel for Latin America on an outsourcing basis by CIT Group Inc, the second world largest leasing company, 1999 to date;
- Developed several consulting projects for multinational clients through The Alta Group, including Leasing Map for Nicaragua and Honduras for the International Finance Corporation, 2005;
- Guest Speaker by invitation of UNIDROIT and the Government of Mexico. Seminar on The Cape Town Convention, Mexico City, 2004.
- Retained by IFC, the private arm of the World Bank Group to diagnose and adapt the Leasing Law and leasing regulations of Madagascar, Tanzania, Rwanda, Cameroon and Ghana, and to provide support in capacity building, business development to Government and Congressional bodies and private stakeholders;
- Member of the UNIDROIT Advisory Board for drafting the Model Law on Leasing
- Course Leader "Leasing Finance and Equipment Leasing", International Institute for Research, Middle East, Dubai, United Arab Emirates, 2006.

**Publications:**

"Leasing: Mecanismo Financiero del Futuro", Editorial Hojas e Ideas, Bogotá, Colombia 1994 ISBN-958-9337-04-X;

"Legal Aspects of Equipment Leasing in Latin America", Kluwer Law International, The Hague, Netherlands, 2001. ISBN-90-4118-866-5

World Leasing Yearbook, Euromoney Publications PLC, London, United Kingdom. Since 1996 writing the annual Country Reports for Bolivia, Colombia, Ecuador, Peru and Venezuela.

"Managing Risks of Doing Leasing Business in Latin America", 2004. Available on-line in [www.thealtagrouplar.com](http://www.thealtagrouplar.com);

"Managing Risks of Doing Leasing Business in China", 2005. Merged into "Knocking Down the (Great) Walls: Identifying Factors for Success in the Chinese Equipment Leasing Market," Study Commissioned by The Equipment Leasing Foundation. Available for download at [www.leasefoundation.org](http://www.leasefoundation.org)

Several articles and studies also available for download at [www.ftaconsulting.com](http://www.ftaconsulting.com)

**Academic Experience:**

Professor of Tax and Business Law, Politécnico Grancolombiano, 1981-1982;

Professor of Civil Law, Universidad de los Andes, Bogotá, Colombia 1984;

Profesor of Civil Law, Universidad Sergio Arboleda, 1986-1994;

Professor of Leasing and Factoring, Specialization Degree in Finance Law, Universidad del Rosario, Bogotá, Colombia, 1992-1997;

Professor of Leasing and Factoring, 1994-1995, Cámara de Comercio de Bogotá and Colegio de Abogados Comercialistas.

**Education:**

Doctor in Law, Universidad Javeriana, Bogotá, Colombia 1978;

Master in Socio Economic Sciences, Univeridad Javeriana, Bogotá Colombia, 1978;

High School Degree: Colegio Helvetia, Bogotá, Colombia.

**Languages:**

	Read	Write	Speak
Spanish	Excellent	Excellent	Excellent
English	Excellent	Excellent	Excellent
French	Excellent	Excellent	Excellent
Portuguese	Excellent	Fair	Fair
German	Fair	Fair	Fair

**Purpose:**

To expand awareness and adoption at national levels of all relevant work of UNIDROIT, including but not limited to UNIDROIT Conventions, Model Laws and Principles, through education to business, academy, judiciary and government.

**Manuel LEAL ANGARITA****(Colombia – Colombie)**

Born in Bogotá on May 17, 1947. Lawyer (*Juris Doctor*) of the Universidad del Rosario of Bogotá, Colombia (1970); with post-graduate studies in Commercial, Corporate, Civil and Tax Law and Financial Management (Universidad de los Andes, Universidad Nacional de Colombia, Universidad del Rosario), along with participation in various seminars, the last of which were in the Institute for International Commercial Law of the Paris Chamber of Commerce (2003) and Yale University (2006).

**Experience****Private sector**

- Alternate, regional manager and president of financial institutions in Colombia and Ecuador.

**Legal practice**

- Practicing Law continuously since 1982 as partner of Gamboa, Leal & Gamboa and Leal Angarita & Asociados (1993). Particularly dedicated to Civil, Corporate, Commercial, Financial, and Air Law matters.
- Arbitrator in Civil and Commercial matters.

**Public sector**

- Treasury Secretary of the State of Cundinamarca; Governor (a.i.) 1976.  
Secretary General to the Ministry of Economic Development (Today, Ministry of Commerce, Industry and Tourism), 1979. .

**Board of Directors**

- Member of Boards of Directors, in the Public and Private sectors, in Financial, Insurance, Industrial and Services companies and binational Chambers of Commerce (France, Venezuela).

**Other activities**

- Representative in Colombia of L'Européenne de Banque (former Banque Rotschild de Paris) 1982-1987.
- Former Deputy Professor to the Universidad de los Andes, School of Law, in Commercial Law (1974-76) and to the Universidad Externado de Colombia Transportation Law Postgraduate Program in several occasions (the last in 2004).
- President of the Colombian Air Transport Association (ATAC), since 1987.
- Member of the Colombian delegation for bilateral and multilateral aero-commercial negotiations.
- Delegate of Colombia before the ICAO Worldwide Air Transport conferences in Montreal, 1993 and 2003.
- Representative of the Colombian Government in the discussions for the UNIDROIT Convention on International Financial Leasing, Rome, 1987.
- Promotion before the Colombian Government and Congress of the Cape Town Convention and Aircraft Protocol, which was adopted by Colombian legislation by means of Law 967, 2005, and monitoring of the Law's revision before the Constitutional Court. The Law was ratified by the Colombian Government on February 19, 2007.

**Languages**

- Spanish, English and French.

I foresee that links between UNIDROIT and Colombia can be enhanced by promoting UNIDROIT initiatives before the Colombian Government, Congress, Courts and Academies and by participating in UNIDROIT forums.