



# **INSOL International Buenos Aires One Day Seminar**

International Cross-border Insolvency  
and Restructuring

**Thursday 22<sup>nd</sup> March 2018**

Marval O'Farrell Mairal' offices  
Av. Leandro N. Alem 882,  
Buenos Aires, Argentina

## Seminar Chair's Welcome

On behalf of INSOL International, I am honoured and pleased to welcome you to INSOL's 2018 Latin American Seminar in Buenos Aires.

INSOL International is a world-wide federation of national associations of accountants, lawyers and other insolvency professionals who specialise in turnaround, insolvency and liquidation of distressed companies. There are currently over 40 Member Associations with over 10,300 professionals participating as members of INSOL International.

This seminar is one of the one-day seminars which INSOL has been organising in response to members' requests to provide regular educational meetings in different regions where our members are based. This is the third seminar to be held in Buenos Aires.

The educational program will cover current insolvency topics such as whether Argentina should adopt the UNCITRAL Model Law; the significant potential changes in the Argentine and Brazilian insolvency laws; facilitating reorganization through financing companies in insolvency proceedings; the lessons learned in cross-border insolvencies and what claims should be given priority in insolvency proceedings?

We anticipate that the seminar will be of great interest to insolvency professionals, lenders, judges and many others involved in corporate insolvency and restructuring work in Latin America. The seminar will provide an opportunity for delegates to both hear and debate "hot topics" with speakers who are leading players in the insolvency field.

Places for delegates are limited and we encourage you to register early to avoid disappointment. Buenos Aires is a beautiful and vibrant city we would recommend extending your stay to explore.

I look forward to seeing you in Buenos Aires.

**Fernando Hernández**  
**Marval O'Farrell Mairal**  
**Seminar Chair**

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# INSOL International™

## INSOL International

INSOL International is a world-wide federation of national associations of accountants and lawyers who specialise in turnaround and insolvency. There are currently over 40 Member Associations with approx. 10,300 professionals participating as members of INSOL International. Full details of INSOL International member associations are listed in this brochure.

INSOL also has ancillary groups that represent the judiciary, regulators, lenders and academics. These groups play an invaluable role within INSOL and provide valuable forums for discussions of mutual problems.

INSOL was formed in 1982 and has grown in stature to become the leading insolvency association in the world. It is a valuable source of professional knowledge, which is being put to use around the world on diverse projects to the benefit of the business and financial communities.

### INSOL'S Mission

INSOL, along with its Member Associations, will take the leadership role in international turnaround, insolvency and related credit issues; facilitate the exchange of information and ideas; and encourage greater international co-operation and communication amongst the insolvency profession, credit community and related constituencies.

### Our Goals:

- To work with and involve our Member Associations in our activities
- To implement research into international and comparative turnaround and insolvency issues
- To participate in Government, NGO and intergovernmental advisory groups and to liaise with these institutions on relevant issues
- To assist in developing cross-border insolvency policies, international codes and best practice guidelines
- To provide a leadership role in international educational matters relating to turnaround and insolvency topics
- To facilitate the exchange of knowledge amongst our Member Associations through our conferences and publications

Through these goals INSOL International aims to assist its members with vital research, by developing internationally accepted legislation and guidelines, and providing through conferences, the website and publications, a forum to exchange knowledge and learn from the experiences of other countries.

## Educational Program at a Glance

22 March 2018

08.00 – 09.00	Delegate Registration
09.00 – 09.15	<b>Welcome &amp; Opening Remarks</b>
09.15 – 10.15	<b>Coordinating cross-border insolvencies: Should Argentina adopt the UNCITRAL Model Law?</b> This panel will discuss the complexities of cross-border insolvencies, situations where the debtor's property and subsidiaries may reside in different countries. The UNCITRAL Model Law – now implemented in over 20 countries – provides a framework for cooperation and coordination between the courts of different countries. Is the time right for Argentina to adopt the Model Law?
10.15 – 10.30	Delegate discussion
10.30 – 11.30	<b>Significant potential changes in the Argentine and Brazilian insolvency laws</b> Changes to the Argentine insolvency laws may be in the offing. This panel will discuss the status of the amendments and what the prospects are for real change, including treatment of consumer claims and treatment of senior management in reorganizations and liquidations.
11.30 – 11.45	Delegate discussion
11.45 – 12.05	Networking Coffee Break
12.05 – 13.05	<b>Facilitating reorganization through financing companies in insolvency proceedings</b> Other countries, including the US, foster rehabilitation by permitting financing of companies in formal insolvency proceedings. How does this work in the US and other jurisdictions? What priorities and securities are available for DIP loans in the US? Will this model work in Argentina?
13.05 – 13.20	Delegate discussion
13.20 – 14.45	Networking Lunch
14.45 – 15.45	<b>Lessons learned in cross-border insolvencies</b> This panel will examine some of the most significant cross-border insolvencies in the region. Particular focus will be paid to how the courts and representatives collaborated and resolved difficult issues in a way fair to creditors in multiple jurisdictions. Considered as well will be how the Model Law (Chapter 15) has worked in the US, as well as in Colombia, Mexico and Chile.
15.45 – 16.00	Delegate discussion
16.00 – 16.20	Networking Coffee Break
16.20 – 17.20	<b>What claims should be given priority in insolvency proceedings?</b> Certain claims and creditors are granted special treatment in insolvency proceedings. Panellists will compare priorities under different bankruptcy systems in the region, with particular focus on claims of employees and taxing authorities, as well as involuntary claims.
17.20 – 17.35	Delegate discussion
17.35 – 17.45	Closing Remarks
17.45 – 19.00	Cocktail Reception

The Educational Program may be subject to change

## Organising Committee

Fernando Hernández, Marval O'Farrell & Mairal, Argentina  
Javier Lorente, NTMDALL, Argentina  
Howard Seife, Norton Rose Fulbright, USA  
Mariana Jozspa, Estudio Bouzat, Rosenkrantz & Asoc., Argentina  
Judge Maria Cristina O'Reilly, National Commercial Court NRO 26, Argentina  
Nicolás Velasco, Superintendency of Insolvency and Entrepreneurship, Chile  
Bernardo José Porrás, Hughes & Hughes, Uruguay  
Domingos Refinetti, Stocche Forbes, Brazil

Seminar Chair  
Technical Co-Chair  
Technical Co-Chair  
Promotional Co-Chair  
Promotional Co-Chair  
Regional Co-Chair  
Regional Co-Chair  
Regional Co-Chair

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## Regional Partners

American Bankruptcy Institute  
Asociación Argentina de Estudios Sobre la Insolvencia  
Asociación Uruguay de Asesores en Insolvencia y Reestructuraciones Empresariales  
Canadian Association of Insolvency and Restructuring Professionals  
Canadian bar Association (Bankruptcy and Insolvency Section)  
Especialistas de Concursos Mercantiles de México  
Instituto Brasileiro de Estudos de Recuperação de Empresas  
Instituto Brasileiro de Gestão e Turnaround  
Instituto Iberoamericano de Derecho Concursal  
TMA Brasil  
Turnaround Management Association (INSOL Special Interest Group)



**INSOL International**  
**GROUP THIRTY-SIX**

The Group of Thirty-Six features some of the most prominent and influential firms within the insolvency and turnaround profession. The aim of the Group of Thirty-Six is to work with INSOL to develop best practice guidelines and develop legislation to enhance the ability of practitioners globally to save businesses throughout the world.

AlixPartners LLP  
Allen & Overy LLP  
Alvarez & Marsal LLC  
Baker McKenzie  
BDO  
Brown Rudnick LLP  
BTG Global Advisory  
Clayton Utz  
Cleary, Gottlieb Steen & Hamilton LLP  
Clifford Chance  
Conyers Dill & Pearman  
Davis Polk & Wardwell LLP  
De Brauw Blackstone Westbroek  
Deloitte LLP  
Dentons

DLA Piper  
EY  
Ferrier Hodgson  
Freshfields Bruckhaus Deringer LLP  
FTI Consulting  
Goodmans LLP  
Grant Thornton  
Greenberg Traurig LLP  
Hogan Lovells  
Huron Consulting Group  
Jones Day  
King & Wood Mallesons  
Kirkland & Ellis LLP  
KPMG LLP  
Linklaters LLP

Morgan, Lewis & Bockius LLP  
Norton Rose Fulbright  
Pepper Hamilton LLP  
Pinheiro Neto Advogados  
PPB Advisory  
PwC  
Rajah & Tann Asia  
RBS  
RSM  
Shearman & Sterling LLP  
Skadden, Arps, Slate, Meagher & Flom LLP  
South Square  
Weil, Gotshal & Manges LLP  
White & Case LLP

# Registration Form



## INSOL Buenos Aires One Day Seminar

**22 March 2018**

Marval O'Farrell Mairal' offices, Av. Leandro N. Alem 882, Buenos Aires, Argentina

### Closing Deadline: 8 March 2018

Please mail, fax or email this form to: Susannah Drummond Moray, INSOL International, Buenos Aires Seminar, 6-7 Queen Street, London EC4N 1SP. Fax: +44 207 248 3384 email: susannah@insol.ision.co.uk

Note: This delegate registration form is valid for one delegate. Photocopies may be made for additional reservations. This registration form can only be accepted if accompanied by full payment, which can be made by bank transfer or credit card.

Title: \_\_\_\_\_ First Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Name as you wish it to appear on your badge: \_\_\_\_\_

Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

### Special Dietary Requirements

If you have any dietary restrictions, please remember to identify yourself to the staff at each event. INSOL will try their best to accommodate any special dietary requests: \_\_\_\_\_

The delegate registration fee includes entry to the educational program, lunch and cocktail reception on Thursday 22<sup>nd</sup> March 2018.

Registration Fees	Before 9 Feb	After 9 Feb	Amount Payable
INSOL Member	£150.00	£180.00	
Non Member	£200.00	£250.00	£ _____

### Payment Summary

Cardholders will be charged by their credit card companies in their local currency. INSOL International is not responsible for any losses or gains in the fee due to currency changes.

Delegate Fee: £ \_\_\_\_\_ I wish to pay by bank transfer

Please debit my credit card details below for the order of \_\_\_\_\_ AMEX  MasterCard  Visa

Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Security Number: \_\_\_\_\_

Card Billing Address: (if different from above): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

# General Information

## Date

22 March 2018

## Venue

Marval O'Farrell Mairal' offices  
Av. Leandro N. Alem 882,  
Buenos Aires, Argentina

## Language

The Seminar will benefit from simultaneous translation in English and Spanish.

## Delegate List

The delegate list will be distributed at the seminar.

## Payment of Registration Fees

**Credit Card Payments:** If you wish to pay by credit card we accept Visa, Mastercard and American Express. All payments debited from your credit card will be in Pounds Sterling (£). Cardholders will be charged by their credit card companies in their local currency. INSOL International is not responsible for any losses or gains in the fee due to currency changes.

**Bank transfers:** If you prefer to pay by bank transfer please tick the relevant box on the registration form. INSOL will contact you with the correct bank details.

## Cancellation of Registration

Cancellations must be made in writing and sent to the INSOL office by 8<sup>th</sup> March 2018; fees will be refunded less the cancellation fee of £50.00. We regret that no refunds can be made after this date.

A substitute may be put forward to fill your delegate's place.

## Travel & Health Insurance

Participants are responsible for making their own travel arrangements. INSOL International shall not be responsible for, and shall be exempt from, all liability in respect of any loss, damage, injury, accident, delay or inconvenience to any person during the Seminar. It is the delegate's responsibility to be adequately insured in case of claims pertaining to travel/accidents and illness for the duration of his/her visit to Buenos Aires.

## Copyright

Copyright in all software, papers and other material produced for the Seminar will be vested in INSOL. Companies and their delegates may copy such material for their personal use, but further copying, and, in particular, copying for sale or any other commercial purpose, is prohibited without prior permission.

## Cancellation of the Seminar by the Organisers and Insurance:

In the event that the Seminar is cancelled by INSOL, or by any reason of any factor outside the control of INSOL, and cannot take place, the amount of the Registration fee shall be refunded. The liability of INSOL shall be limited to that refund, and INSOL shall not be liable for any other loss, cost or expense, howsoever caused, incurred or arising. In particular, INSOL shall not be liable to refund any travel costs incurred by delegates or their guests or their companies. It follows that delegates and their guests and their companies are advised to take out comprehensive insurance including travel insurance.

## Disclaimer

INSOL International (INSOL) cannot accept any liability for any loss, cost or expense suffered or incurred by any person if such loss is caused or results from the act, default or omission of any person other than an employee or agent of INSOL International. In particular, INSOL cannot accept any liability for losses arising from the provision of services provided by hotel companies or transport operators. Nor can INSOL accept liability for losses suffered by reason of war, including threat of war, riots, and civil strife, terrorist activity, natural disaster, weather, fire, flood, drought, technical, mechanical or electrical breakdown within any premises visited by delegates or their guests in connection with the Seminar, industrial disputes, government action, regulations or technical problems which may affect the services provided in connection with the Seminar. INSOL is not able to give any warranty that any person will appear as a speaker or panellist. English Law shall govern the contract between delegates, and INSOL International and any disputes shall be the exclusive preserve of the English Courts.

## Continuing Professional Development / Continuing Legal Education

For those delegates who are required by their professional associations to achieve minimum levels of continuing education, certificates of attendance will be available on request.

## The Law Society of England and Wales

The Solicitors Regulation Authority (SRA), the independent regulatory body created by The Law Society of England and Wales, have implemented a new approach to solicitors continuing competence. If solicitors wish to claim non-accredited continuing professional development in line with SRA requirements, they can record this in their own training records and calculate their continuing professional development points by the number of hours and minutes the Seminar is held for with the deduction of breaks (6.5 hours of CPE).

## Badges

It is vital that all delegates wear their badges. Without your badge you will not be allowed access to Seminar sessions and functions. Delegates must wear their badges for access to the educational sessions, lunch and cocktail reception.

## Seminar Dress Code

Smart casual for the Seminar educational programme. Speakers are requested to wear business attire.

## Joining Instructions

A confirmation of your booking will be sent out to you on receipt of receiving your registration and payment. The joining instructions will be sent by email on 9 March 2018.



## Future Conferences & Seminars

INSOL New York  
29 April – 1 May 2018  
INSOL's Annual Americas Conference  
New York, USA

INSOL International Cayman Islands One Day Seminar  
November 2018

## Member Associations

American Bankruptcy Institute  
Asociación Argentina de Estudios Sobre la Insolvencia  
Asociación Uruguaya de Asesores en Insolvencia y Reestructuraciones Empresariales  
Association of Business Recovery Professionals - R3  
Association of Restructuring and Insolvency Experts  
Australian Restructuring, Insolvency and Turnaround Association  
Bankruptcy Law and Restructuring Research Centre, China University of Politics and Law  
Business Recovery and Insolvency Practitioners Association of Nigeria  
Business Recovery and Insolvency Practitioners Association of Sri Lanka  
Canadian Association of Insolvency and Restructuring Professionals  
Canadian Bar Association (Bankruptcy and Insolvency Section)  
Commercial Law League of America (Bankruptcy and Insolvency Section)  
Especialistas de Concursos Mercantiles de Mexico  
Finnish Insolvency Law Association  
Ghana Association of Restructuring and Insolvency Advisors  
Hong Kong Institute of Certified Public Accountants (Restructuring and Insolvency Faculty)  
Hungarian Association of Insolvency Practitioners  
INSOL Europe  
INSOL India  
INSOLAD - Vereniging Insolventierecht Advocaten  
Insolvency Practitioners Association of Malaysia  
Insolvency Practitioners Association of Singapore  
Instituto Brasileiro de Estudos de Recuperação de Empresas  
Instituto Brasileiro de Gestão e Turnaround  
Instituto Iberoamericano de Derecho Concursal  
International Association of Insurance Receivers  
International Women's Insolvency and Restructuring Confederation  
Japanese Federation of Insolvency Professionals  
Korean Restructuring and Insolvency Practitioners Association  
Law Council of Australia (Business Law Section)  
Malaysian Institute of Certified Public Accountants  
National Association of Federal Equity Receivers  
Nepalese Insolvency Practitioners Association  
NIVD – Neue Insolvenzverwaltervereinigung Deutschlands e.V.  
Non-Commercial Partnership Self-Regulated Organisation of Arbitration Managers  
"Mercury" (NP SOAM Mercury)  
Recovery and Insolvency Specialists Association (BVI) Ltd  
Recovery and Insolvency Specialists Association (Cayman) Ltd  
Restructuring and Insolvency Specialists Association of Bermuda  
REFOR – CGE, Register of Insolvency Practitioners within 'Consejo General de Economistas, CGE'  
Restructuring Insolvency & Turnaround Association of New Zealand  
Russian Union of Self-Regulated Organisations of Arbitration Managers  
Society of Insolvency Practitioners of India  
South African Restructuring and Insolvency Practitioners Association  
Turnaround Management Association Brasil (TMA Brasil)  
Turnaround Management Association (INSOL Special Interest Group)