In cooperation with:

- KIS (Polish National Chamber of Insolvency Practitioners)
- OFSSL (Polish Federation of Receivers and Liquidators)
- Polish Association of Restructuring Professionals
- Faculty of Law and Administration of Adam Mickiewicz University in Poznań

EECC

EASTERN EUROPEAN COUNTRIES’ COMMITTEE

COMPANIES, CREDITORS AND COLLATERAL IN CRISIS

8th ANNUAL CONFERENCE

24-26 MAY 2012, IBB ANDERSIA HOTEL, POZNAN, POLAND
Dear Members and Friends,

“Poznan 2012”: The 8th INSOL Europe EECC Conference

At the time of the decision to choose Poznan as the venue for our 8th EECC conference, we were unaware that the city had been chosen as a host venue for the 2012 European Football Championship which will allow us to take full advantage of the city’s preparation for this football event! We will benefit from an improved infrastructure in Poznan and better transportation from abroad and within the city.

The city of Poznan, situated to the west of the country en-route from Warsaw to Berlin, is on the river Warta with a population of over 600,000 and is one of the oldest cities in Poland having built up a reputation for Trade, Industry and Education. It is also considered to be the second most prosperous city after Warsaw. Many Western European countries have centred their Polish headquarters in the city including leading companies in the food processing, furniture, automotive and transport and logistics industries.

We are pleased that, with this conference, we will be working closely with many Polish practitioners’ organisations including, KIS – the Polish National Chamber of Insolvency Practitioners/Krajowa Izba Syndykow and OFSSL, the Polish Federation of Receivers and Liquidators/Ogólnopolska Federacja Stowarzyszen Syndyków i Likwidatorów. The University of Poznan are also supporters of the conference, and in addition we hope to work with as many other specialists and associations engaged in insolvency and corporate recovery from this region.

The Technical Programme has been designed to cover both subjects of European interest in general and specific Polish issues of concern to the Polish practitioners, who, we hope, will be well represented, both as speakers and delegates. There will, as usual, be opportunities for networking and exchange of information vital to the practitioners’ knowledge.

We invite you to come to Poznan and look forward to seeing you and other members of the profession.
Technical Programme Introduction

As we go to press there is great uncertainty about when and how the Eurozone crisis will be stabilised. What will be the political and socio-economic impacts of deep austerity programmes across Central and Eastern Europe? Will businesses struggle on, making improvements where they can, or will it not be enough? Will banks continue to stretch out credit terms or use enforcement remedies? If they do, how do you deal with real estate in today’s market? We will cover these topics and more.

Poland has weathered the economic crisis relatively well. We will open the Poznan conference with an overview of the Polish economy and look at why it has been resilient. Not all businesses can survive forever. Opening panels will review what insolvency and restructuring legislation and processes work well and where improvements can be made. Poland will be assessed in depth but we will also look at neighbouring countries, such as the recent insolvency reforms in Germany, as comparatives. A case study on Polish auto-parts business Maflow will pull many of these issues together.

Your conference technical committee has no crystal ball, but we know that sovereign and banking stability issues must form part of our agenda in Poznan. We will hear from both the commercial work out bankers as well as from several Central bankers who must keep the banks open for business.

Poland and its neighbours are starting some significant public private partnership municipal infrastructure projects. We will look at how this new sub-sovereign financing model works and what the options are for lenders and other stakeholders if the project underperforms or the municipality budget fails.

We have also included separate panels featuring judges, regulators, fraud and director liability specialists and will look at the role of offshore jurisdictions in cross-border financing and insolvency.

Given the speed of developments in and outside the Eurozone over the coming weeks, we will fine tune the programme to ensure we cover all “hot topics” and we look forward to sharing it with you in Poznan in May.
Programme

Thursday 24th May 2012
15.00 - 19.00  Conference Registration
19.30 - 20.30  Welcome Cocktail Reception

Friday 25th May 2012
08.00 - 08.30  Registration (continues)
08.30 - 08.40  Jim Luby, INSOL Europe President
08.40 - 08.45  INSOL Europe EECC chairmen Carlos Mack and Marc-André
08.45 - 09.00  Introduction to Polish economy and the performance of banks and insolvency practitioners.
09.00 - 09.30  Deeper analysis of Polish economy vs CEE, high-level effectiveness of Polish restructuring and insolvency legislation and process.
09.30 - 11.00  Liquidators panel
How to make enforcement faster and better – effective communication with creditors, improvements to asset realisations, insolvency legislation and processes? Are creditors active and organised enough?
11.00 - 11.30  Coffee break
11.30 - 12.15  Maflow case study
Constructive improvement of a Polish auto component business within insolvency prior to realisation.
12.15 - 13.00  Restructuring adviser panel
Early stress solutions, consensual and contested financing options, debt/equity swaps, distressed investing, foreign currency exposure.
13.00 - 14.00  Lunch
14.00 - 14.45  Commercial banker panel
Rescue culture, commercial and legislated risks with new/extended credit, use of investigating accountants, banks as owners. Challenges with insolvency legislation and intra-creditor agreements.
14.45 - 15.30  Central bank panel
The banking industry under pressure – central banks activities with stress tests, living wills, bad banks and bail outs explained.
15.30 - 16.00  Coffee break

Programme subject to alteration
See www.insol-europe.org/events for latest technical programme and speaker confirmations
16.00 – 16.45  **State Aid panel**  
EU State Aid, Greece and Ireland updates.

16.45 – 17.30  **Judges panel**  
Cooperation between courts in practice.  
European Insolvency Regulation - how close or different are the laws in CEE/CIS?

17.30 – 17.45  Conclusions of the day

19.00 – 23.00  Gala Dinner & Reception

**Saturday 26th May 2012**

08.30 – 09.00  Welcome back with some coffee

09.00 – 10.00  **Regulators panel**  
Comparison of IP ethics, codes, training, licencing and enforcement against those who fall short.

10.00 – 10.15  Coffee break

10.15 – 11.00  **Director Liability and Fraud panel**  
Director Errors/Fraud on creditors - comparison of mistakes and liability in different countries.

11.00 – 11.45  **Real Estate and Construction panel**  
Solutions for one of the key corporate assets.  
Issues with charges, registers, process and markets.

11.45 – 12.00  Coffee break

12.00 – 12.45  **Municipal finance panel**  
Municipal creditworthiness, remedies open to creditors under Public Private Partnerships, failed municipalities and the consequences.

12.45 – 13.15  **Offshore finance panel**  
Centre of Main Interest issues for Poland and CEE.  
Cyprus, Luxembourg, BVI and the Channel Islands.  
Relevant or far away?

13.15 – 13.30  Conference Close

13.30 – 14.30  Buffet lunch

**Speakers**

Jim Luby, INSOL Europe President  
Carlos Mack & Marc André, INSOL Europe EECC Joint Chairman  
Jerzy Sławek & Joanna Opalinska, National Chamber of Insolvency Practitioners  
Krzysztof Popiel, Polish Federation of Receivers and Liquidators  
Prof. Feliks Zedler, Adam Mickiewicz University, Poznan  
Erik Selander, DLA Piper Nordic, Stockholm  
Maurycy Organa, Kuzma Organa Wspolnicy, Poznan  
Steffen Koch, hww wienberg wilhelm, Hamburg  
Wojciech Zyram, Advocates Zyrmek, Katowice  
Anna Pukszto, Salans, Warsaw  
Lech Gilicinski, Wierzbowski Eversheds Sp.k., Warsaw  
Maciej Richter, Grant Thornton Frackowiak, Poznan  
Lukasz Misiewicz, Kredyt Bank S.A., Warsaw  
Dr Zoltan Tenk, Noerr, Budapest  
Bogdan Oltenanu, National Bank of Romania, Bucharest  
Olga Szczepanska, National Bank of Poland, Warsaw  
Signe Viimsalu, Glimstedt, Tallinn  
Patricia Godfrey, Nabarro, London  
Dr. Anna Hrycaj, District Court of Poznan  
Steven Philippsohn, PCB Litigation, London  
Andreas Ziegenhagen, Salans, Berlin  
Nigel Davies, Grant Thornton International, London  
Marcel Babczynski, Erste Bank, Prague  
Jamie Toynton, Grant Thornton Channel Islands, Guernsey  
Arthur Trapitsyn, NP Soam Mercury, Moscow  
Jelena Todic, Bankruptcy Supervisory Agency, Belgrade  
Patryk Filipiak, Adam Mickiewicz University & Filipiak Babicz Legal Offices, Poznan  
Arwid Mednis, Wierzbowski Eversheds Sp.k., Warsaw  
Mark Glengarry, White & Case, London  
Adam Jarmicki, Penta Investments, Warsaw  
Bernd Depping, dnp Depping, Essen  
Tjade S Dieker, Troostwijk, Amsterdam

**Programme subject to alteration**

See www.insol-europe.org/events for latest technical programme and speaker confirmations
Conference Registration

The tear off delegate registration form should be completed and returned to:

Wendy Cooper, INSOL Europe,
PO Box 7149, Clifton, Nottingham,
NG11 6WD, United Kingdom

Fax: +44 (0) 115 916 0214
Email: wendycooper@insol-europe.org

Alternatively, you may register online at:
www.insol-europe.org/events

A confirmation invoice will be sent to you on receipt of your registration.

Early Booking Discount

Your attention is drawn to the early booking discount as shown on the registration form – payment and registration must be received before 31 March 2012. No discount will be allowed for payment received after this date.

Hotel Accommodation

The EECC has reserved a number of rooms at the Conference venue and details of how to take advantage of the negotiated rate are shown on page 11. Alternative accommodation is also shown here.

Conference Venue

IBB ANDERSIA HOTEL
Plac Andersa 3
61-894 Poznan.

Tel: +48 61 667 80 00
Fax: +48 61 667 80 01
www.andersiahotel.pl

Room Rate per Night
PLN 420 Comfort room single – PLN 450 double
PLN 580 Junior Suite single – PLN 650 double
PLN 650 Executive room single – PLN 720 double

Room rates are inclusive of all taxes and breakfast, fitness centre usage and, at the time of printing, the rate was 1 Euro = 4.56 złoty

Alternative Accommodation

Please contact hotel direct as below for the attention of Pauline Strzelczak mentioning INSOL Europe

HOTEL WŁOSKI
Dolina Wilda 8
61 - 552 Poznan

Tel: +48 61 833 52 62
Fax: +48 61 833 52 61
www.hotelwloski.pl

Room rate per night
24/25 May PLN 287 per night
26 May PLN 197 per night

Room rates are inclusive of all taxes but exclude breakfast at PLN 29.
Joining Instructions
Detailed joining instructions will be sent by email during April 2012.

Continuing Professional Education
Attendance at this event may contribute to meeting your CPE requirements. INSOL Europe conferences are accredited in the UK with the Solicitors Regulation Authority under their reference DOH/INEU.

When to Arrive
Registration will start at 15.00 on Thursday 24 May and The Welcome Reception will be held in the hotel at 19.30. The registration desk will re-open at 08.00 on Friday 26 May.

Gala Dinner
Details to be finalised.

Payment Details
Payment may be made in Euros or Sterling and can be made by bank transfer, cheque, credit card or in exceptional circumstances, by prior arrangement, in cash. If paying by bank transfer, please instruct your bank to quote your name and organisation on any transfer and send us a copy of your instruction – further details are shown on the registration form. Registration may be made online at http://www.insol-europe.org/events.

Travel & Health Insurance
INSOL Europe shall not be responsible for and exempt from all liability in respect of any loss, damage, injury, accident or inconvenience to any person during the Conference. It is the delegate’s and accompanying person’s responsibility to be adequately insured in case of claims pertaining to travel/accidents for the duration of their visit.

Cancellation of Attendance
Refunds will not be given for any cancellations received after 26 April 2012 although registrations can be transferred with an organisation.

City Tours
A coach and walking tour on Saturday afternoon of the City of Poznan including the Market Square, City Hall, Fara Church and surrounding market areas of this ancient City. It will also include Ostrow Tumski island to visit Poznan Cathedral, one of the oldest in the country.

If you would like to join this tour please indicate this on the delegate registration form.

There will be another opportunity to secure places when the joining instructions are circulated.

Conference Enquires
Florica Sincu, Secretary to the EEC Committee
Email: floricasincu@insol-europe.org
Mobile +33 6 03 54 60 37
Phone/fax: +33 9 51 77 36 80
INSOL Europe would like to thank the following conference sponsors at the time of printing, for their generous support of Poznan 2012.

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www.gti.org

SALANS
www.salans.com

NMPI - LP
www.nipu.biz

WIERZBOWSKI EVERSHEDS
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www.whitecase.com

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www.troostwijkauctions.com

INSOL Europe would also like to thank the following organisations for their support:

KIS (Polish National Chamber of Insolvency Practitioners)
OFSSL (Polish Federation of Receivers and Liquidators)
Polish Association of Restructuring Professionals
Faculty of Law and Administration of Adam Mickiewicz University in Poznań

If you are interested in sponsoring an event at this year’s conference – please contact Linda Smith lindasmith@insol-europe.org
8th EECC Conference
Registration Form

PLEASE USE BLOCK CAPITALS ONLY
Please note that this form is for registration only. Accommodation can be reserved directly with the hotel on the next leaf.

Title .................................. First Name ............................................................... Surname .................................................................
Firm/Company ..........................................................................................................................................................
Profession e.g. Accountant, Lawyer, etc ...........................................................................................................
Address ..........................................................................................................................................................
Tel ........................................................... Fax ....................................................... Email ..........................................................

Accompanying person (if applicable)
Title .................................. First Name ............................................................... Surname .................................................................

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<td>€ 200</td>
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<td>(INSOL Europe Member or Non Member)</td>
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Total €/£ ........................................

Opportunities will be made available for cash transactions in EUR or PLN.

Registration form continued overleaf
Gala Dinner Friday 25 May 2012

I / We will be attending the Gala Evening

Yes   No

Method of payment (please tick box and complete relevant section)

☐ I enclose a cheque payable to INSOL Europe in EUR/GBP

☐ I am arranging for a bank transfer in Euros (EUR) to INSOL Europe Account No. 10014265, Royal Bank of Scotland, Sort Code 16.10.85, IBAN No. GB44 RBOS 1610 8510 0142 65, BIC/Swift Code RBOS GB 2L

☐ I am arranging for a bank transfer in Sterling (GBP) to INSOL Europe Account No. 10217429, Royal Bank of Scotland, sort code 16.26.32, IBAN No. GB37 RBOS 1626 3210 2174 29. BIC/Swift Code RBOS GB 2L

Please debit my Visa/Mastercard card with the amount of EUR/GBP.

Euros €..........................................................................................................................................................................................................

GBP £............................................................................................................................................................................................................

My card number is........................................................................................................................ Expiry Date..........................

Security Code (last 3 or 4 digits on reverse of card)................................................................................................................

Name of cardholder shown on card.................................................................................................................................

Card billing address (if different from above)...............................................................................................................
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**UWAGI/COMMENTS:**

Dane kontaktowe/Contact details: IBB ANDERSIA HOTEL Address: Plac Andersa 3, Poznań 61 6678100 Tel. +48 61 667 82 17 Fax +48 61 667 80 01 Email: booking@andersiahotel.pl www.andersiahotel.pl