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EECC

EASTERN EUROPEAN COUNTRIES' COMMITTEE **COMPANIES, CREDITORS AND COLLATERAL IN CRISIS**

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

8th ANNUAL CONFERENCE
24-26 MAY 2012, IBB ANDERSIA HOTEL,
POZNAN, POLAND

Welcome



Carlos Mack

Co-chair of the Eastern
European Countries'
Committee (EECC)



Marc André

Co-chair of the Eastern
European Countries'
Committee (EECC)

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 Syndyków and OFSSL, the Polish Federation of Receivers and Liquidators/Ogólnopolska Federacja Stowarzyszeń 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 Poznań 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 Poznań. 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 Poznań in May.



Nigel Davies

Co-Technical Chair of
the Poznań Conference



Maurycy Organa

Co-Technical Chair of
the Poznań Conference

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



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 EEC 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 Wspólnicy,
 Poznan
 Steffen Koch, hww wienberg wilhelm, Hamburg
 Wojciech Zymek, Advocates Zymek, Katowice
 Anna Puksztó, 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 Babcznski, Erste Bank, Prague
 Jamie Toynton, Grant Thornton Channel Islands,
 Guernsey
 Arthur Trapitsyn, NP Soam Mercury, Moscow
 Jelena Todicić, 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

Information

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 on line 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 WLOSKI
Doina 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 Poznań 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 Poznań 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

Sponsors

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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.....		
.....		Country.....
Tel.....	Fax.....	Email.....

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

Registration fees <small>Deadline for early booking fee is 31st March 2012</small>	Early booking fee € Euros	Early booking fee £ GBP	Late booking fee € Euros	Late booking fee £ GBP
Eastern European Delegate <small>(INSOL Europe Member or Non Member)</small>	€ 200	£ 170	€ 250	£ 215
INSOL Europe Member	€ 450	£ 385	€ 500	£ 430
Non Member	€ 550	£ 470	€ 600	£ 515
Accompanying Person <small>(All meals)</small>	€ 100	£ 85	€ 100	£ 85
Accompanying Person <small>(Gala Dinner only)</small>	€ 55	£ 45	€ 55	£ 45
City Tour	€ 15	£ 13	€ 15	£ 13

Total €/£

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

Registration form continued overleaf

8th EECC Conference Registration Form cont.



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.

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GBP £.....

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

Name of cardholder shown on card

Card billing address (if different from above).....

Please return this form to Wendy Cooper, INSOL Europe, P O Box 7149, Clifton, Nottingham NG11 6WD, UK
Tel/Fax: +44 115 916 0214 Email: wendycooper@insol-europe.org

Hotel Reservation Form

INSOL EUROPE, EASTERN EUROPEAN
COUNTRIES COMMITTEE 24-26th of May 2012



(Proszę o wypełnienie formularza DRUKOWANYMI LITERAMI/ Please fill in CAPITAL LETTERS)

Data przyjazdu/Arrival	Data wyjazdu/Departure
Rodzaj pokoju/ Room type: <input type="checkbox"/> Pokój Comfort Room single room/double 420/450 pln <input type="checkbox"/> Pokój Junior Suite single/double 580/650 pln <input type="checkbox"/> Pokój Executive Room single/double 650/720 pln	
Uwagi/ Comments: <input type="checkbox"/> KING <input type="checkbox"/> QUEEN <input type="checkbox"/> TWIN Pokój dla/Room/: <input type="checkbox"/> palących/smoking <input type="checkbox"/> niepalących/non smoking	
Imię/ First name	Nazwisko/ Last name
E-mail	Telefon, Fax/ Phone, Fax
Adres/Address	
Rodzaj płatności/ Form of payment: <input type="checkbox"/> Przelew/ Bank transfer <input type="checkbox"/> Karta kredytowa/ Credit card exp. date.....	
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

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