

2024 Latin American Regional Seminar

August 22-24 | Sofitel Buenos Aires Recoleta | Buenos Aires, Argentina

THURSDAY 22 AUGUST 2024

17.30 – 21.30

THEATER TOUR AND COCKTAIL RECEPTION AT TEATRO COLÓN

Teatro Colón - Cerrito 628, C1010AAN CABA, Argentina

Welcome to Buenos Aires! Please join your colleagues at the [Teatro Colón](#) for a tour of the historic Opera House. Attendees will depart the hotel at 17.30 via bus for the short transfer to the venue and will then enjoy a 50-minute private tour. A cocktail reception with canapés will follow at the Opera House and attendees will return to the hotel by 21.30. For those interested in extending the evening, there are many restaurants and bars near the hotel. The theatre is only 9 blocks away so attendees may also walk back if they prefer.

Attire: Business casual, jacket or blazer is recommended as it may be cold.



FRIDAY 23 AUGUST 2024

BREAKFAST

ALMA - Sofitel Buenos Aires Recoleta

Restaurant Hours: 6.30-10.30

Breakfast at your leisure is included in your hotel room rate.

9.00 – 16.00

PROGRAM SESSIONS & LUNCH

Pilar Room – Sofitel Buenos Aires Recoleta Hotel

Attire: Business casual

9.00 – 9.20

WELCOME COFFEE & REGISTRATION

9.20 – 9.30

WELCOME REMARKS



Juan Pablo Triana
*Chair, LatAm
Regional Group*
TRIANA, URIBE &
MICHELSEN
Bogotá, Colombia



Pablo Melhem
Host Firm
GFM ABOGADOS
Buenos Aires, Argentina

9.30 – 10.20

KEYNOTE ADDRESS AND Q&A – STRUCTURING ASPECTS OF M&A TRANSACTIONS IN LATIN AMERICA

During this session, the keynote speakers will address the challenges often faced by investors and professional service providers in structuring deals in environments with macroeconomic uncertainty, unclear regulations and limited financing, among other many difficulties. They will also discuss the difference between what is desirable when structuring a deal, and what is available and practical in each Latin American jurisdiction.



Fernando Badessich
Partner
FINANZAS & GESTION
Buenos Aires,
Argentina



Roberto Chute
Partner
THE ROHATYN GROUP
Buenos Aires,
Argentina

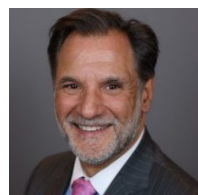
10.20 – 10.40

BREAK

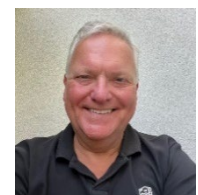
10.40 – 12.10

ROUNDTABLE DISCUSSION – INVESTMENT ENVIRONMENT AND LEGAL TRENDS IN LATIN AMERICA

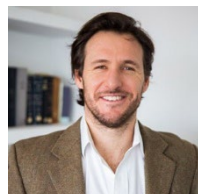
This roundtable discussion aims to highlight which sectors of the M&A market are most active in Latin America, and discuss the strength of industries such as technology, energy, financial services, infrastructure, healthcare, transportation and logistics for the Latin American M&A landscape. The roundtable will also address the regional and international factors and geopolitical tensions that have an impact on M&A transactions in the region.



Pablo Ferraro Mila
Moderator
GFM ABOGADOS
Buenos Aires,
Argentina



Michael Lingers
Consultant
CHARLES RUSSELL
SPEECHLYS
London, UK



Manuel Pittaluga
Partner
PITTALUGA
Montevideo, Uruguay



Andrés Borenstein
*Member of the Advisory
Committee and Senior
Advisor*
LLYC
Buenos Aires, Argentina

12.10 – 12.30

WHAT IS ALFA INTERNATIONAL AND HOW CAN IT BENEFIT MY COMPANY?

ALFA International is a global network of independent law firms that can assist clients with a variety of legal needs. ALFA International CEO, Jessica Zaroski Bauer, will provide a brief overview of the network and representatives from the various Latin member firms will be in attendance to answer questions clients have regarding jurisdiction-specific concerns.



Jessica Zaroski Bauer
Chief Executive Officer
ALFA INTERNATIONAL
Chicago, Illinois, USA

12.30 – 14.30

LUNCH

La Guarda – Sofitel Buenos Aires Recoleta Hotel

14.30 – 16.00

LATIN AMERICAN REGIONAL MEETING

Pilar Room – Sofitel Buenos Aires Recoleta Hotel

During this session, ALFAI's new LatAm member firms will be introduced. The group will also discuss the recruitment of new members and marketing efforts the group would like to undertake in the coming year. This session is intended to be an open forum discussion, so please come ready to express your thoughts and collaborate!

17.15-22.30

EVENING ACTIVITIES

17.15

BUS DEPARTS FOR THE RECEPTION

17.30 – 19.00

RECEPTION AT THE OFFICES OF GFM ABOGADOS

Palacio Bellini, Juan Maria Gutierrez 3765, Piso 4

Buses will transport attendees from the hotel to the offices of ALFAI's Argentinian member firm, [GFM Abogados](#), where wine and snacks will be served. After the reception, buses will transport attendees to dinner.

19.15

BUS DEPARTS FOR DINNER

19.30 – 22.30

DINNER AT PIEGARI RISORANTE

[Piegari Ristorante](#) - Posadas 1042, C1011 CABA

Famous Italian restaurant offering true Italian cuisine, pastas, pizzas, risottos and seafood. A culinary experience based on delicious dishes and dedicated customer service.

Attire: Business casual, jacket or blazer is recommended as it may be cold.

The restaurant is a short walk from the hotel so attendees can easily walk back when desired.

SATURDAY 24 AUGUST 2024

BREAKFAST

ALMA - Sofitel Buenos Aires Recoleta

Restaurant Hours: 6.30-11.00

Breakfast at your leisure is included in your hotel room rate.

9.00 – 18.00

OPTIONAL GUIDED CITY TOUR

9.00 – 12.00: Guided Tour of Plaza de Mayo, San Telmo & La Boca, Buenos Aires



The bus will depart from the hotel and take the participants on to Plaza de Mayo, San Telmo and the La Boca neighborhood.

Participants will walk the famous Plaza de Mayo and the Buenos Aires Cathedral (including the tomb of General José de

San Martín). Then walk to the oldest neighborhood in the city of Buenos Aires, San Telmo which includes pop-up art galleries, old churches (e.g. San Pedro Telmo), museums, food halls and stalls, antique stores and a semi-permanent antique fair (Feria de Antigüedades) in the main public square, Plaza Dorrego. Finally, participants will visit the famous Caminito, in La Boca neighborhood.

12.00 – 13.00: Bus to [Estancia Villa Maria](#)

13.00 – 17.00: Lunch & Tour of Estancia Villa Maria



The group will continue on to Estancia Villa Maria, an enchanting estancia built in 1919, and designed by renowned architect Alejandro Bustillo (the architect who designed the world-famous Hotel Llo Llo in Bariloche) to be used as a summer villa. The estancia includes 74

outstanding hectares of parks designed in 1917 by renowned landscape designer Benito Carrasco, an apprentice of landscape designer Carlos Thays. Attendees will experience a typical Argentina asado in a one-of-a-kind estancia. This tour is not to be missed!

17.00 – 18.00: Bus Returns to Sofitel Hotel

For those wishing to extend their time at Estancia Villa Maria, hotel rooms are available for booking [here](#).

Attire: Casual attire with comfortable walking shoes is encouraged.

SPEAKER BIOS

FERNANDO BADESSICH is a partner at Finanzas & Gestion (F&G), one of the premium financial boutiques in Argentina, specialized in providing advisory services to companies, institutions and individuals, local and foreign, in mergers and acquisitions, financing, liability management and debt restructuring. F&G has worked with clients in Argentina, Ecuador, Venezuela, Peru and Chile. Mr. Badessich graduated in 1989 as an Economist from the Faculty of Economic Sciences at the University of Buenos Aires (UBA), and has obtained a master's degree in business administration (MBA Program) at the Massachusetts Institute of Technology (MIT Sloan School of Management - 1994). After graduation he worked as a financial consultant for Salomon Brothers Inc. in its corporate finance department for Latin America, where he actively participated in advising governments on privatizations (Panama, Dominican Republic, Venezuela, Argentina and Colombia), issuance of share capital for companies (Banco Ganadero, Laboratorios Chile, Compañías Cerveceras Unidas de Chile, Siderar), structuring and placement of debt instruments (Bonos 144a, Yankee, structured, convertible), advice on mergers and acquisitions (Rio de Janeiro Refrescos, Kaiser Aluminum, Banco Bilbao Vizcaya, Bristol Myers Squibb) and a large number of financial transactions. In 1997, Mr. Badessich returned to Argentina as a representative of NationsBank, then the fifth largest bank in the United States, which later merged with Bank of America, where Mr. Badessich assumed the general coordination of the bank's corporate and investment banking businesses, a position he held until early 2004. Mr. Badessich also served as director of the American Chamber of Commerce in Argentina (AmCham), in the Council of the Americas, within the MIT Club of Argentina, and in other business and cultural institutions.

JESSICA ZAROSKI BAUER joined ALFA International (ALFAI) in 2004 as a Coordinator of Events & Member Services. She then worked for several years as a Marketing Manager, Chief Events Officer and Chief Operating Officer. After 17 years with the association, she accepted her current role as Chief Executive Officer. In this position she is the strategic thought leader of the organization, working closely with the Board of Directors and the various ALFAI committees. She manages headquarters staff and maintains constant communication with association members. Jessica oversees the member recruitment, development and retention programs as well as the marketing and business development initiatives for the organization. Prior to joining ALFA International, she worked in the marketing department of the Chicago-based law firm of Gardner, Carton & Douglas, LLP (now Faegre Drinker Biddle & Reath). She is a graduate of the University of Iowa Tippie College of Business (Go Hawkeyes!) and is an avid college football fan. In her spare time Jessica can be found enjoying family time with her husband Harry and her two young daughters, Greta and Vivian.

ANDRÉS BORENSTEIN is a trained economist (University of Buenos Aires, 1995) and Masters in Finance (Universidad Torcuato di Tella, 2001). He currently works at Econviews, as associate partner. He is a recurrent participant at prime-time TV & radio political/economic shows. He has been chief economist for Argentina at BTG Pactual since March 2014 until April 2020 (deputy chairman from 2016 until 2020). Between 2001 and 2014 he was South American economist at the British Embassy in Buenos Aires, covering Spanish Speaking South American countries. He was also a member of the Cooperation committee, which funded projects in partnership with different areas of the Argentine government and relevant NGOs. He has acted as deputy press officer. Andres is professor at the Economic School of the University of Buenos Aires and at Universidad Torcuato Di Tella. Andres is an advisor to the Board of Banco de la Nación Argentina and a member of the advisory committee at Llorente y Cuenca. His Podcast "La Economía en 3 minutos" is listened for over 1,800 people every week and has been ranked #1 in Apple Podcast's chart. He published in 2023 the book "Puede Fallar" on the communication of economic policy (co-authored with Gabriel Llorens Rocha).

ROBERTO CHUTE is a Partner and Head of Latin America Private Markets investments. He is based in Buenos Aires. Mr. Chute leads TRG private markets investments in Latin America across a wide range of sectors including pharmaceutical, information technology, logistics, agribusiness, real estate, consumer products, retail, and mining services, among others. Mr. Chute has over 20 years of private equity investing in Latin America and serves on the Board of Directors of several portfolio companies in the region. Mr. Chute experience spans across different capital structures such as buy-outs, growth capital and mezzanine investments. Prior to joining TRG in 2006, Mr. Chute was a Principal at Banc of America Equity Partners Latin

America (BAEP). During his tenure at BAEP, Mr. Chute was responsible of investments in Mexico, Brazil and Argentina and served as Director of the Board on several portfolio companies in the retail, telecommunications, outdoor advertising, consumer finance and waste management sectors. Mr. Chute also worked in the investment banking division of Goldman Sachs and previously worked as a senior associate at Strat Management Consulting, a top management consulting firm in Argentina. Mr. Chute began his career at the Techint Group in Buenos Aires. Mr. Chute received his MBA from the Kellogg Graduate School of Management at Northwestern University and a degree in Industrial Engineering from the Instituto Tecnológico de Buenos Aires, Argentina. He is fluent in Spanish and English.

PABLO F. FERRARO-MILA is one of the founding partners of GFM Abogados in Buenos Aires, Argentina. Pablo specializes in Mergers and Acquisitions, Corporate Law and Project Finance, Engineering and Construction Projects and International Business Transactions. Before forming GFM in 2005, he was a partner with a major law firm in Argentina and had worked with Cravath, Swaine & Moore in New York and with Allen & Overy in London. Pablo is admitted to the Buenos Aires Bar, to the New York Bar and as a Solicitor in England and Wales. He also received a Master of Comparative Jurisprudence Degree from New York University School of Law as a Fulbright Scholar. He has been ranked as leader in the "Corporate/M&As" field in Argentina, both by Chambers and Partners Global and Latin America editions. He is also a frequent contributor to specialized publications and author of the book "The Transfer of Control Shareholdings", published by LexisNexis. He is an active member of the American Bar Association and of the International Division of The Law Society of England and Wales. In addition to his native Spanish, he is fluent in English, French and Portuguese.

EDWARD T. HAYES is a partner at ALFA International member firm Leake & Andersson, L.L.P. where he leads the firm's international trade and business practice. The firm's international trade and business practice focuses on a wide variety of international issues, including customs matters; import/export transactions; international sales of goods and services; disputes under bilateral investment treaties; antidumping and countervailing duty proceedings before the Department of Commerce and International Trade Commission; and World Trade Organization dispute settlement. Mr. Hayes also maintains an active international public policy and government relations practice, where he advises businesses and local governments on international trade capacity and international economic development issues, including the business implications of international multilateral and regional free trade agreements. In January, 2014 the country of Ukraine appointed Mr. Hayes to serve as the Honorary Consul to Ukraine for the State of Louisiana. Mr. Hayes is charged with promoting and preserving the interests of Ukraine and her citizens throughout the State of Louisiana.

MICHAEL LINGENS is a former corporate partner at the ALFA International member firm, Charles Russell Speechlys (CRS), based in the firm's London office. He now serves as non-executive chairman of several private companies. Michael is also a consultant to CRS and continues to be responsible for the firm's full-service offices in continental Europe (Paris, Luxembourg, Geneva and Zurich). He is a member of the firm's global operating board and the firm's global relationships committee, which coordinates the firm's international marketing and business development activities. In that role he is program coordinator of the firm's Latin American team, which includes relationships with law firms in the region.

PABLO MELHEM is the managing partner of GFM Abogados in Buenos Aires, Argentina. Pablo specializes in Mergers and Acquisitions, Corporate Law, Antitrust and International Business Transactions. Before GFM he was a lawyer at Allende & Brea in Buenos Aires and Miami. Pablo is admitted to the Buenos Aires Bar. After graduating as a lawyer at the Universidad Católica Argentina, he received a Master of Laws degree from the University of Virginia School of Law. He is the current president of the University of Virginia Club in Argentina. In addition to his native Spanish, he is fluent in English, French and Portuguese.

MANUEL PITTALUGA is Doctor in Law and Social Sciences and a Partner at Pittaluga, the ALFA International member firm in Uruguay. He graduated from the Universidad Católica in Montevideo, Uruguay. Juan Manuel is the coordinator of the Firm's Intellectual Property Litigation Department, advising and representing several

multinational corporations in these matters, especially in the legal tech and personal data protection areas. Juan Manuel has written several articles on these subjects, for both national and international publications, and is also actively engaged in global intellectual property associations.

JUAN PABLO TRIANA is Co-Founder and Managing Partner of ALFA International member firm, Triana, Uribe & Michelsen, in Bogotá, Colombia. Juan Pablo manages the corporate department of the firm, with experience in both local and international tax law matters, incorporation of companies, company structuring, transactional issues, due diligence, M&A, tax and business planning, corporate governance and negotiation of commercial contracts. President of the Board of Directors of two companies and member of several more, Juan Pablo has been recognized among his peers for his exceptional negotiating skills when acting for multiple local and international industries in well-known Colombian cases. Furthermore, he is a member of the Colombian Institute of Tax Law (ICDT), the International Bar Association (IBA) and Treasurer of Licensing Executive Society (LES) - Chapter Andean Countries. He graduated as JD from Los Andes University School of Law and holds a Graduate Degree in Tax Law, where he also was an assistant professor on tax law.

GENERAL INFORMATION

MEETING LOCATION:

Sofitel Buenos Aires Recoleta
Posadas 1232
Buenos Aires, C1011 CABA Argentina
Tel: +57 601 4816000

[Website](#)



Surrounded by tourist attractions, Sofitel Buenos Aires is a luxurious 5-star hotel located in Recoleta, close to several attractions, such as Shopping Patio Bullrich, located in front of the Sofitel, and Avenida Alvear, with luxurious international stores and French architecture, a few blocks from the hotel.

REGISTRATION:

You must register yourself and secure hotel reservations through our [REGISTRATION LINK](#).

ATTENDANCE IS OPEN ONLY TO MEMBERS OF ALFA INTERNATIONAL AND THEIR INVITED GUESTS AND IS LIMITED TO AGES 21+.

ATTIRE:

Business attire is recommended (jacket or blazer encouraged, tie optional) for the educational sessions throughout the conference. The dinner activities on Thursday and Friday are business casual. Attire for the spouse tour on Friday and Saturday's optional tour is casual.

SPECIAL ACCOMMODATION

If you need any special accommodations, including a nursing room, special dietary meals, ADA access or other needs, please reach out to ALFA International staff in advance of the meeting. We will ensure that necessary accommodations are provided.

REGIONAL SEMINAR CONTACT:

Aria Trombley Wolf
awolf@alfainternational.com

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