

# EASTERN EUROPEAN COUNTRIES' COMMITTEE CONFERENCE 2016



## CLUJ-NAPOCA TRANSYLVANIA, ROMANIA

13 May 2016 • Grand Hotel Italia

### New Trends in Insolvency: Distressed Investing and the evolution of Personal Insolvency across Eastern Europe

#### Topics to be covered:

- Distressed Investment:  
Non Performing Loans
- Industry Focus: Transporters and  
food manufacturers face to face  
with insolvency
- Update on the Revisited EIR
- Case Study: Pitfalls of  
cross-border insolvency
- A comparative approach  
to personal insolvency
- Impact of the personal insolvency  
law on the banking system

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# Welcome



## Dear Friends & Colleagues

On behalf of INSOL Europe, we are delighted to invite you to Transylvania, Romania, for the Eastern European Countries' Committee Conference on **New Trends in Insolvency: "Distressed Investing and the Evolution of Personal Insolvency across Eastern Europe"**. Cluj, Transylvania's most important city and 2015 European Youth Capital, will host this event on 12-13 of May 2016.

In addition to attending the conference, we invite you to experience Cluj and Transylvania, warmly referred to as the "Number 1 Region to travel in 2016" by Lonely Planet, offering an expansive variety of things to see and do. This beautiful city offers attractions for guests of all ages from around the world and we encourage all attendees to come early or stay late, immersing themselves in the many sightseeing venues.

For instance, experience the local historical vibe by visiting Salina Turda, an underground theme park nestled inside one of the oldest salt mines in the world where you'll head down about 400 feet before reaching the submerged wonderland. It's easy to get distracted by the stunning rugged caverns, the result of mining that carved out over three billion tons of salt. Other escape places are the Banffy Castle, documented from the beginning of the XIV century, a place where one can enjoy a quiet afternoon at the café in its yard, the Blue Lagoon, the Botanical Gardens which include a Botanical Museum, the Ethnographic Museum of Transylvania and the National History Museum of Transylvania.

All in all, attending our conference presents a valuable experience and an excellent opportunity to meet industry experts and learn about the latest trends in insolvency. As usual, the conference will have an attractive programme that will include current insolvency issues professionals face, personal insolvency, NPL sales, and legislation harmonisation. The conference will be preceded by an optional networking dinner in downtown Cluj, during which the guests can have a taste of both Romania's culinary traditions and folk music and dance.

The EECC Conference will bring you fresh knowledge, widen your network, stimulate your innovative self and expand your vision while providing a relaxing and memorable time in this beautiful city. We are very excited about this event and look forward to welcoming you in Cluj. Registration will soon be open on our website. Should you have questions, please do not hesitate to contact us or any member of our local conference committee.

We hope you will take up the many opportunities to enjoy our conference in Cluj, as well as the town and its surroundings.

## Co-Chairs

Radu Lotrean  
(CITR, Romania)

Evert Verwey  
(Clifford Chance,  
The Netherlands)

## Technical Committee

Vasile Godinca  
(CITR, Romania)

Nigel Davies  
(Wyn River, UK)

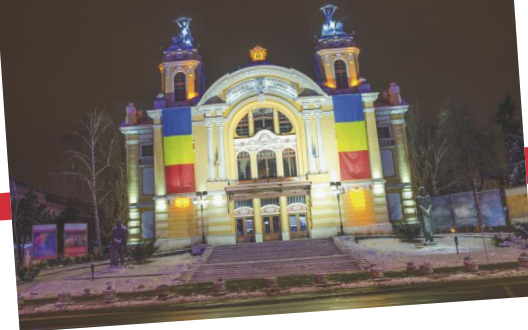
Co-Chair of the EECC

*Radu Lotrean*

Co-Chair of the EECC

*Evert Verwey*

# Programme



## Thursday 12 May

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16.00 - 18.00	Registration
19.30 - 22.30	Optional pre-conference drinks and dinner

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## Friday 13 May

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08.00 - 09.30	Registration desk re-opens
09.30 - 09.45	<b>Welcome Address</b> Radu Lotrean (CITR, Romania); Alberto Núñez-Lagos Burguera (President, INSOL Europe)
09.45 - 10.15	<b>Keynote Speaker</b>

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## MORNING SESSION:

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10.15 - 11.30	<b>Session 1: Distressed Investment: Non Performing Loans (NPL)</b> <i>Panel Moderator:</i> <i>Evert Verwey (Clifford Chance LLP, The Netherlands)</i> <i>Panellists to include:</i> <i>Bogdan Olteanu (National Bank of Romania, Romania)</i> <ul style="list-style-type: none"><li>- Trade process: The bank's perspective vs the investors' perspective</li><li>- Transferability issues</li><li>- Position of Borrowers, Enforcement issues</li><li>- Due diligence issues</li><li>- NPL and insolvent companies<ul style="list-style-type: none"><li>• Financing in Insolvency - a comparative approach</li><li>• Loan to own strategies/ Security and enforcement issues/Sales by and purchases from Insolvency Practitioners.</li></ul></li></ul>
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11.30 - 12.00	Coffee break
12.00 - 12.45	<b>Session 2: Industry focus: Transporters and food manufacturers face to face with insolvency</b> <i>Panel Moderator:</i> <i>Nigel Davies (Wyn River Limited, United Kingdom)</i> <ul style="list-style-type: none"><li>- Sector approach in insolvencies</li><li>- Why is this sector facing difficulties?</li><li>- Case studies from Romania and Hungary and practical solutions.</li></ul>

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12.45 - 13.30	<b>Session 3: Update on the EIR and the Revisited EIR</b> <i>Panel Moderator:</i> <i>Robert van Galen (NautaDutilh, The Netherlands)</i> <ul style="list-style-type: none"><li>- New tips and tricks?</li><li>- A new toolkit for European Insolvency Practitioners?</li></ul>
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13.30 - 14.30	Lunch break
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## AFTERNOON SESSION:

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14.30 - 15.15	<b>Session 4: The pitfalls of cross-border insolvency – a case study</b> <i>Panel Moderator:</i> <i>Roman-Knut Seger (BDO Restructuring GmbH, Germany)</i> <i>Panellists to include:</i> <i>Mgr. Slavomír M. Čauder (Giese &amp; Partner s.r.o., Czech Republic and Slovakia)</i>
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15.15 - 16.00	<b>Session 5: A comparative approach to personal insolvency</b> <i>Panel Moderator:</i> <i>Simona Miloş (President of Romania's National Institute for Training Insolvency Practitioners)</i> <i>Panellists to include:</i> <i>Dr.iur. Veronika Sajadova (Latvia)</i> <ul style="list-style-type: none"><li>- Different approaches, different solutions, different outcomes, impact on the economy</li><li>- The experience of other EEC countries</li><li>- Romania's Personal Insolvency Law.</li></ul>
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16.00 - 16.30	Coffee break
16.30 - 17.15	<b>Session 6: The impact of the personal insolvency law on the banking system</b> <i>Panel Moderator:</i> <i>Pawel Kuglarz (Wolf Theiss, Poland)</i> <ul style="list-style-type: none"><li>- Bank's position towards personal insolvencies</li><li>- Alternatives to personal insolvency for Banks.</li></ul>

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17.15 - 17.30	<b>Closing remarks</b> Vasile Godîncă-Herlea (CITR, Romania)
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17.30 - 19.00	Drinks reception and networking
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*Programme subject to alteration.*



# 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](mailto:wendycooper@insol-europe.org)

Alternatively, you may register on line at:  
[www.insol-europe.org](http://www.insol-europe.org).

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 19 March 2016**. No discount will be allowed for payment received after this date.

## Conference Venue

Grand Hotel Italia, Str. Vasile Conta nr 2  
400478 Cluj-Napoca, Romania

Tel: + 40 364 111 333

Fax: + 40 364 118 080

[www.grandhotelitaliaciuj.ro](http://www.grandhotelitaliaciuj.ro)

## Hotel Accommodation

The EECC has reserved a number of rooms at the conference venue. To book a room at the conference rate, visit: [www.grandhotelitaliaciuj.ro](http://www.grandhotelitaliaciuj.ro) and enter customer code **EECC2016**

### Room Rate per Night

Single Classic Room:	€83
Double Classic Room:	€93
Single Deluxe Room:	€99
Double Deluxe Room:	€109

Other rooms are available. Room rates are inclusive of all taxes, internet, parking and breakfast.

## Joining Instructions

Detailed joining instructions will be sent by email during April 2016.

## 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.

## Getting there

The hotel is situated near to the city centre and the historic Old Town. The nearby bus and train stations provide international and local services and Cluj International Airport is only approx. 20 minutes away. There is ample parking at the hotel.

## When to Arrive

Registration will start at 16.00 on Thursday 12 May. The registration desk will re-open at 08.00 on Friday 13 May.

## Pre-Conference Dinner

If you are interested there is to be an optional pre-conference networking drinks and dinner to be held at a local restaurant at 19.30 on Thursday 12 May. The cost of this dinner will be €48 (£34.80). If you would like to attend, please complete the section on the registration form and add your payment.

## 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 [www.insol-europe.org](http://www.insol-europe.org).

## 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 **8 April 2016** although registrations can be transferred within an organisation.

## Conference Enquires

Florica Sincu, Secretary to the EEC Committee

Email: [floricasincu@insol-europe.org](mailto:floricasincu@insol-europe.org)

Mobile +33 6 03 54 60 37

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# EECC Conference 13 May 2016 Registration Form



PLEASE USE BLOCK CAPITALS ONLY

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.....

VAT registration in progress. A VAT invoice will be provided for the amount(s) below.

Registration fees <small>Deadline for early booking fee is 19 March 2016</small>	Early booking fee € Euros	Early booking fee £ GBP	Late booking fee € Euros	Late booking fee £ GBP
Eastern European Delegate <b>INSOL Europe Member/Non Member/AIJA/UNPIR</b>	€90.00	£64.80	€120.00	£85.20
INSOL Europe Member <b>(Other)</b>	€300.00	£214.80	€360.00	£256.80
Non Member <b>(Other)</b>	€360.00	£256.80	€420.00	£300.00
Pre-Conference Dinner <b>Delegate</b>	€48.00	£34.80	€48.00	£34.80
Pre-Conference Dinner <b>Accompanying Person</b>	€48.00	£34.80	€48.00	£34.80
<b>Total € / £</b>				

Refunds will not be given for any cancellations received after **8 April 2016**.

Opportunities will be made available on-site for cash transactions in Euros.

**If the firm/individual paying this fee is registered for VAT, please provide VAT number**

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
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GBP £.....

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Telephone 020 7400 7900 email [paul@drpartners.com](mailto:paul@drpartners.com)

**David Rubin, David Rubin & Partners**  
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