

**GGI LATIN AMERICAN & IBERIAN
REGIONAL CONFERENCE
23-26 JUNE 2016
MADRID, SPAIN**



hosted by

FICESA TREUHAND, S.A.P.
Audidores y Asesores Fiscales

Dr. Frühbeck
Abogados

This event will be held at the:

InterContinental Hotel Madrid
Paseo de la Castellana, 49, 28046 Madrid, Spain
T: +34 917 00 73 00, W: www.madrid.intercontinental.com

Dress Code: Smart Casual

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DRAFT DELEGATE PROGRAMME

**This is only a draft. GGI reserves the right to change the times and any part of the programme at any time up to the Conference.*

***This conference will be held in Spanish and English. The main sessions will be translated into English and Spanish, as required.*

Thursday, 23 June 2016

08:45 – 17:00	OPTIONAL Daytrip to Segovia – World Heritage City
15:00 – 18:00	GGI Latin American Regional Advisory Council (for Council members only)
18:00 – 19:30	GGI Hospitality Desk open
19:00 – 22:30	Welcome Reception & Dinner in the InterContinental Hotel Madrid (for Conference delegates)

Friday, 24 June 2016

08:00 – 17:30	GGI Hospitality Desk open	
09:00 – 12:30	Conference in the InterContinental Hotel Madrid	
09:00 – 09:10	Official Conference Opening & Welcome	Michael Reiss von Filski
09:10 – 09:20	Presidential Welcome	Claudio G. Cocca
09:20 – 09:30	Opening Speech by GGI Regional CEO Latin America	Dr Miguel Mantelli
09:20 – 09:30	Welcome Speech by the Host Firm	
09:30 – 10:30	Keynote Speech “Spain: Years of Change”	Michael Reiss von Filski
10:30 – 11:00	Coffee Break	
11:00 – 12:00	Keynote Speech “Latin America and the European Union Relations”	H.E. Benita Ferrero-Waldner
12:00 – 12:30	Management Report Latin America & News from GGI	Dr Miguel Mantelli
12:30 – 14:00	Lunch	

14:00 – 17:30	A Very Personal Tour of Madrid with Michael Reiss von Filski (for non-Spanish speaking participants)	
14:00 – 15:30	Practice Group Meetings Round I (in Spanish only)	
	Debt Collection, Restructuring & Insolvency International Taxation (ITPG) M&A	Mario Kapp Sergio Guerrero Rosas Antonio Castilla
15:30 – 16:00	Coffee Break	
16:00 – 17:30	Practice Group Meetings Round II (in Spanish only)	
	Auditing, Reporting & Compliance Litigation & Dispute Resolution + Labour Law Trust & Estate Planning	Francisco Huembes Dr Gustavo Traversoni Steven L. Cantor & Sergio Guerrero Rosas
19:00 – 23:30	Dinner (combined with GGI EasyMeet participants)	

Saturday, 25 June 2016

08:30 – 12:30	GGI Hospitality Desk open	
09:00 – 12:30	Conference continues in the InterContinental Hotel Madrid	
09:00 – 10:30	Special Session: “Banking without Borders: The Impact of US Financial Regulations on Clients Operating Outside the US” (in English)	Carmen Vizcaino, Khurram Wahid & Michelle Estlund
10:30 – 11:00	Coffee Break	
11:00 – 12:30	Special Interest Group (Proyección y temas de los grupos de enlace) Transfer Pricing Special Group	Carlos Vargas
	Special Session: “A guided tour in the labyrinth of European Politics and Economy” (in English)	Dr László Tunyogi
12:30 – 14:00	Lunch	
13:45 – 16:00	OPTIONAL Visit to Madrid Palacio Real – Downtown Heritage	
18:00 – 19:00	OPTIONAL Tour of the Santiago Bernabéu Stadium (home to Real Madrid)	
19:30 – 23:00	Dinner at “Puerta 57” in the Santiago Bernabéu Stadium	

Sunday, 26 June 2016

Individual departure from hotels – check out no later than 12:00 noon.

KEYNOTE SPEAKERS

Benita Ferrero-Waldner



A career diplomat, she has been Secretary of State and Minister of Foreign Affairs in her native Austria, and Commissioner of the European Union (2004-2008).

She began her professional career in the private sector in the 1970s and entered the Austrian diplomatic service in 1984. In 1995 she was Head of Protocol to the Secretary General of the United Nations, Boutros Boutros-Ghali, and from 1995 to 2000, Secretary of State for Foreign Affairs. In early 2000, Ferrero-Waldner became Minister of Foreign Affairs, a post she maintained until October 2004. In 2000, she was also President of the Organization for Security and Cooperation in Europe (OSCE).

In January 2004 she stood for the office of President of Austria. At the end of the same year, she became European Commissioner for Austria in the Barroso I Commission, taking the office of Commissioner for External Relations and Neighbourhood Policy until the end of 2009 when she became Commissioner for Trade, a post she held until February 2010.

Today, apart from being President of Spanish Foundation Euroamerica, she is Board Member of various foundations (Fundación Princesa de Girona, Fundación Bertelsmann, Fundación Novia Salcedo...) and enterprises (Munich Re, Cremades & Calvo Sotelo Abogados, Gas Natural...).

She has received numerous decorations from countries around the world. She was chosen European Diplomat of the Year by European Voice Magazine in 2007. In 2009, she received the XVI Blaquerna Prize awarded by the Generalitat de Catalunya (Catalan regional government), and in 2010 she received the Grand Decoration of Honour in Gold with Sash for Services to the Republic of Austria, as well as the Master of the "Forum de Alta Dirección".

She has published numerous articles, essays and books, including "Charting course in a changing world" and "Development Cooperation - Challenges and Visions" ("La Cooperación para el Desarrollo y visiones").

She has a doctorate in Law from the Paris-Lodron University of Salzburg (Austria) and an Honorary Doctorate from the Lebanese American University (Beirut).

SPEECH SUMMARY

“Latin America and the European Union Relations”

Since 1999 a “Strategic Biregional Partnership” was established between the EU and Latin America and the Caribbean (LAC). This project included closer political dialogue, trade association agreements and closer cooperation in social, cultural and educational matters.

Today, the EU and the LAC have a wide range of agreements and the EU is still the main source of foreign investment in the LAC, the second trading partner and the main cooperation donor of the LAC, in contrast to the benign neglect with the EU on the political side.

Brazil and Mexico also have a specific Strategic Partnership, but the new emerging economies, (Colombia, Peru and Chile, apart from Mexico) are Members of the “**Pacific Alliance**” and are the most dynamic countries of the LAC in this moment.

China has become a very important player in the LAC, particularly interested in natural resources and raw materials and the US decision to normalise relations with Cuba will enable it to reassert its influence in the region.

However, after a “Golden Decade” for the LAC we see a **change of cycle**. The main problem is a productivity gap of the LAC compared to Asia and the US. The EU continues to play an important role and remains an important reliable partner for the LAC, particularly in this circumstance.

Michael Reiss von Filski

Michael is the Global CEO of GGI and was born in 1974 in Switzerland in a Spanish, Swiss, Austrian-Hungarian and German family. He is Spanish, Swiss and Hungarian citizen and studied also in Switzerland and Spain. As a diplomat, he was very often in Madrid, New York, Rome and Buenos Aires. He was for three years the Chief Executive of the Spanish Chamber of Commerce in Switzerland, prior to joining GGI. He is an accredited observer to the European Parliament, Chairman of AILFN, the Association of International Law Firm Networks, member of the Advisory Committee of EGIAN, the European Group of Accounting Networks, a member of the Editorial Board of the IAB International Accounting Bulletin in London and Member of the Board and of the International Advisory Committee of LSM Louvain School of Management. Michael serves as non-executive director in several companies.



SPEECH SUMMARY

Spain – Years of Change

Spain has changed beyond recognition since General Franco died 41 years ago. The country telescoped its political, economic and social modernisation into a much shorter period than any other European country. This presentation shall provide a brief overview from the early ages to the Caliphate of Cordoba, covering the era of Spain as a global superpower and the demise of the same. The Civil war 1936-39 and the involvement of many international powers will be covered in order to understand the following decades. King Juan Carlos was the engine of reforms during the transition to democracy, sealed in the 1978 Constitution. After the Franco-era, Spain managed to modernize and to democratize, joining the EU and showing unprecedented economic growth. After the financial crisis, Spain went through immense challenges and a soft recovery can already be seen. The economy, the euro zone's fourth largest, has been fully integrated into the global economy and a bevy of multinationals created. It seems that Spain is always in a particular way of change. The past of Spain shows its potential for the future, full of opportunities for businesses and individuals. Participants to this presentation will gain a stringent insight in and a better understanding of Spain, also for the benefit of their professional firms and their clients.

PRACTICE GROUP SUMMARIES

Friday, 24 June 2016, 14:00 – 15:30

Debt Collection, Restructuring & Insolvency

Mario Kapp

The focus of the meeting in Madrid is to intensify the co-operation of Spanish-speaking GGI members within the context of the “debt collection und insolvency” practice group. The first presentation will be given by Dr Guillermo Frühbeck Olmedo from the Frühbeck Abogados law firm. He will explain the restructuring and reorganisation possibilities under Spanish insolvency law and discuss them with the participants. Furthermore, Fabio J. Guzmán Saladín from Guzman Ariza Abogados y Consultores announced that he will give a talk on the insolvency law in the Dominican Republic which is to enter into force in 2017.

In the group discussions we will analyse the possibilities of cross-border and cross-continental restructuring and reorganisation processes.

International Taxation (ITPG)

Sergio Guerrero Rosas

The ITPG meeting will be chaired by Sergio Guerrero and will cover various globally interesting topics. Firstly, the voluntary disclosure in Spain for non-declared assets abroad and the implementations related thereto will be discussed. The discussion will then be broadened to intangible assets and the urgent need to have them included in the financial statements of all corporations, especially in Latin America. Through this inclusion, the active and corporate capital can be increased, helping corporations to better cope with challenges and make better decisions.

After this, fiscal aspects of the Spanish Golden Visa will be discussed. This Spanish Golden Visa allows investors, entrepreneurs, highly qualified professionals, researchers and employees moving as a consequence of an inter-company assignment, as well as their respective spouses and children below 18 years, to assume residence in Spain for one full year, with the possibility to prolong the residence for two years. This requires that the condition precedent is still the same. Following that, the Visa may be prolonged for periods of 5 years. Finally, amongst other topics, one concrete example about a corporate structure in Barbados benefiting from various tax treaties will be highlighted.

La reunión del grupo de práctica de Impuestos Internacionales será presidida por Sergio Guerrero y tocará varios temas de interés mundial. Primeramente se hablará sobre la regularización voluntaria en España de activos situados en el extranjero y sus efectos para los contribuyentes no regularizados, posteriormente se abordará el tema de los activos intangibles y su urgente necesidad de ser reconocidos en los estados financieros de todas las empresas, principalmente de Latinoamérica, ya que con este registro, incrementan su activo y su capital social, y con ello facilitarán muchas situaciones o decisiones de las empresas. Siguiendo con la agenda, se hablará sobre los efectos fiscales del Visado de residencia de la Ley de Emprendedores conocido como la Golden Visa española, que permite a inversores, emprendedores, profesionales altamente cualificados, investigadores y trabajadores que efectúen movimientos intra-empresariales, así como a los cónyuges e hijos menores de 18 años, a residir en España durante 1 año, con posibilidad de solicitar una autorización de residencia por 2 años siempre que se mantenga la condición por la que se concedió el visado, renovable posteriormente por periodos de 5 años. Entre otros temas, se realizará un caso práctico de una estructura a través de Barbados aprovechando algunos tratados impositivos entre varios países.

M&A

Antonio Castilla

The meeting will cover the following points:

1. Winds of change in Latin America for innovation and entrepreneurship
 - Current economic analysis and future developments for the region in view of business development
 - How our service lines are affected and which are the ones benefitting the most
 - Are we getting ready for this?
 - Development plan and regional support for M&A matters
 2. Reporting Due Diligence (the essentials of a 4 day course)
 - Due diligences covering the following aspects: accounting, financial, legal, labour law, tax, etc
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1. Vientos de cambio en América latina para la innovación y emprendimiento.
 - Que apunta a analizar la coyuntura actual y expectativa para la región para el desarrollo de negocios.
 - Cómo esto afecta a las línea de servicios. Cuales serían las más beneficiadas
 - Nos estamos preparando?
 - Plan de desarrollo y apoyo regional en temas M&A.
 2. Reportando Due Diligence (este es un curso muy amplio que yo daba antes en E&Y y KPMG) en forma regional, y quisiera tirar algunos highlights Si bien el curso dura 4 días, puedo hacer un resumen de temas fundamentales.
 - Esto aplica para due diligence contable, financiero, legal, laboral, impuestos, etc
 - Es un orden de expresar los temas y enfoques

Friday, 24 June 2016, 16:00 – 17:30

Auditing, Reporting & Compliance

Dr Miguel Mantelli

“The importance of the analytical review on the financial statements audit.”

The Analytical review is a must do procedure on the audit planning, but also during the most part of the audit, we will try to show the importance of such procedure and how to develop important tools to help the auditor.

“La importancia de la revisión analítica en la auditoria de estados financieros.”

La revisión analítica es una herramienta indispensable, no solamente durante la etapa de planeamiento de la auditoria, sino también durante todo el transcurso de la misma. A lo largo del modulo iremos viendo las distintas metodologías y los fundamentos que llevan a importantes conclusiones para el auditor.

Litigation & Dispute Resolution + Labour Law

Dr Gustavo Traversoni

Alternative methods of disputes resolutions analysis concerning labour, civil and commercial matters. (Labour Conciliation, Mediation and Arbitration). Argentinean Experience. Open discussion about different system within Latinamerica and Spain. Conclusions.

Análisis de métodos alternativos de resolución de conflictos en materia laboral, civil y comercial. (Conciliación laboral, Mediación y Arbitraje). Experiencia Argentina. Discusión abierta comparativa. Conclusiones.

Trust & Estate Planning

Sergio Guerrero Rosas

The meeting will be chaired by Sergio Guerrero, who will moderate also the different individual presentations of experts from Latin America and Spain. An open debate will cover aspects like how to eliminate uncertainty in inheritance matters in order to maximize the value of an estate with an appropriate investment, the reduction of avoidable and unnecessary tax burdens and other costs, as well as the repatriation of funds.

La reunión del grupo de práctica de Fideicomisos y Planeación Patrimonial será presidida por Sergio Guerrero en la cual se contara con un papel integrado por miembros expertos de diversos países de Iberoamérica donde se expondrán y debatirán temas respecto a como eliminar la incertidumbre sobre la forma en que se administrará la sucesión de una persona buscando maximizar el valor de su patrimonio mediante una adecuada inversión, la reducción de cargas fiscales innecesarias y de otros gastos, así como la repatriación de capitales.

MEETING SUMMARIES

Saturday, 25 June 2016, 09:00 – 10:30

Banking without Borders: The Impact of US Financial Regulations on Clients Operating Outside the US

Carmen Vizcaino, Khurram Wahid & Michelle Estlund

This presentation encompasses United States Financial Regulations and how they have far reaching effects beyond US borders. The presentation will address the United States' broad jurisdiction which can reach foreign individuals, corporations and their assets, even if they are operating completely outside the United States.

It will cover a basic overview of newly enacted financial regulations and how a client can inadvertently run afoul of them. The presentation will aid attendees on how to properly advise their clients to maintain compliance with these regulations.

Additionally, the presenters will explain how the use of INTERPOL is utilized by the US Government in conjunction with foreign governments to both extradite and prosecute foreign individuals, as well as to seize corporate assets.

The presenters will provide this information via an interactive process with slides, references and personal anecdotal cases they have worked on. The goal is to provide an overview for professionals so they can more easily spot red flags which could be detrimental to their clients and that will allow them to properly advise their clients of potential liability.

Saturday, 25 June 2016, 11:00 – 12:30

A guided tour in the labyrinth of European Politics and Economy

Dr László Tunyogi

A short but comprehensive overview of the current situation of the “old continent”, just two days after the European Union Membership Referendum in the UK, and in the middle of a long, hot summer, when millions of emigrants arrive to Europe...

OPTIONAL EXTRA-CURRICULAR ACTIVITIES

Thursday, 23 June 2016

Segovia – World Heritage City, 09:00 – 16:30

Segovia is symbolic of a complex, historical reality. Its neighborhoods, streets and houses are laid out in accordance with a social structure in which hierarchy was organised and dominated by belonging to one of the different cultural communities. The evidence of this cultural process can be seen in the large number of outstanding monuments in the city, among which the Roman Aqueduct stands out. Other important monuments can be found in here: the Alcázar, begun around the 11th century; several Romanesque churches; noble palaces from the 15th and 16th centuries; the 16th century Gothic cathedral, the last to be built in Spain in this style.

Lunch is included with this tour.

Saturday, 23 April 2016

Visit to Madrid Palacio Real – Downtown Heritage, 14:00 – 16:00

The Royal Palace of Madrid, one of the largest in Europe, stands on the site of the former Alcazar of Madrid, a medieval fortress transformed into a lavish palace by John II, Charles V and Phillip II (who in 1561 made it the official residence of the Spanish Monarchy). Phillip V then decided to raise a new Royal palace on this site.

The Palace's marvelous gardens and privileged location in the city make it one of the most attractive places to visit in the city.

This is a VIP guided tour including some secret corners (not open to the general public).

Saturday, 23 April 2016

Tour of Santiago Bernabéu Stadium, 18:00 – 19:00

Visit the home of Real Madrid prior to dinner in "Puerta 57" (which is in the Stadium itself).