

A training presented by the IBA Latin American Regional Forum, supported by the IBA Young Lawyers' Committee



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Annual IBA Latin American Regional Forum Young Lawyers' Training Programme

19 March 2025

The Westin Lima Hotel & Convention Center, Lima, Peru

Working programme



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ALL SPEAKER MATERIALS AND BIOGRAPHIES CAN BE FOUND AT
[HTTPS://WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2614.ASPX](https://www.ibanet.org/conference-details/conf2614.aspx)

Training Co-Chairs

Alvaro Carrau *Bado Kuster Zerbino & Rachetti, Montevideo; Co-Chair, IBA Agriculture and Food Section*

Veronica Franco *Ferrere, Asuncion; Diversity and Inclusion Officer, IBA Young Lawyers' Committee*

Wednesday 19 March

0800 – 1030 **Registration**

The Westin Lima Hotel & Convention Center

address: Calle las Begonias 450, San Isidro - Foyer of Limatambo Ballroom (3rd Floor)

0840 – 0845 **Introduction and welcome remarks** - *Limatambo 2 (3rd Floor)*

Veronica Franco *Ferrere, Asuncion; Diversity and Inclusion Officer, IBA Young Lawyers' Committee*

0845 – 0945 **M&A transactions' structures** - *Limatambo 2 (3rd Floor)*

- Joint ventures, mergers and acquisitions, demergers
- Asset deal versus share deal
- Primary share acquisitions, drop down and step-up transactions
- Secondary share acquisitions, takeover bids, leveraged acquisitions (leveraged buyouts (LBO) and management buyouts (MBO))

Moderator

Estefania Lopez Verdu *Perez Bustamante & Ponce, Quito*

Speakers

Andres Aznarez *Posadas, Montevideo; Treasurer, IBA Young Lawyers' Committee*

Hugo Alexander Berkemeyer *BKM Berkemeyer, Asuncion*

Santiago del Rio *Marval O'Farrell & Mairal, Buenos Aires*

Andrea Saffie *Cariola Diez Perez-Cotapos, Santiago; Junior Conference Panels Officer, IBA Latin American Regional Forum*

Jose Luis Sosa *Galindo Arias & Lopez, Panama City*

0945 – 1000 **Coffee/tea break** - *Limatambo 2 (3rd Floor)*

0945 – 1000 **Sale of tickets for the Opening reception** - *Foyer of Limatambo Ballroom (3rd Floor)*

1000 – 1100 **Legal negotiation workshop (indemnities)** - *Limatambo 2 (3rd Floor)*

- Holding the purchaser harmless against losses
- Indemnification procedure: what do general counsel expect from their advisers in negotiations of indemnity?
- Sole remedy clause
- Guarantees, escrow accounts

Moderator

Monica Mora *Basham Ringe y Correa, Mexico City*

Speakers

Juan Felipe Bustamante *Bustamante Fabara, Quito*

Andres Pesaque *Kallpa Generacion, Lima*

Oscar Samour *Consortium Legal, Antiguo Cuscatlan*

Rafael Villaran Bedoya *Grupo Romero Investment Office, Lima*

Leon Weinstok *BLP, San Jose*

1100 – 1115 **Coffee/tea break** - *Limatambo 2 (3rd Floor)*

1115 – 1200 **How to become a 'rainmaker': tips and tricks to build your business development skills** - *Limatambo 2 (3rd Floor)*

- Business development mindset for young attorneys
- Importance and advantages of starting early in your career
- Best practices to maximise the effectiveness of your business development efforts

Speaker

Ximena Bautista *Lupa Legal, Quito*

1200 – 1205 **Closing remarks** - *Limatambo 2 (3rd Floor)*

1845 – 2045 **Opening reception of the 'Biennial IBA Latin American Regional Forum Conference'**

The Westin Lima Hotel & Convention Center - Foyer of Limatambo Ballroom (3rd floor)

Finish your training programme in style. Join IBA committee officers, colleagues, training and conference speakers for networking over drinks and canapés.

Entry is by ticket only. Ticket price: US\$ 30