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INTERNATIONAL BAR ASSOCIATION CONFERENCE 2026

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

Annual IBA Latin American Regional Forum Young Lawyers' Training Programme

23 March 2026, Hotel Cottage, Montevideo, Uruguay

Working programme

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Training Co-Chairs

Andres Aznarez *Posadas, Montevideo; Co-Secretary, IBA Young Lawyers' Committee*

Federico Piano *Guyer & Regules, Montevideo*

Monday 23 March

All working sessions will take place in Salon Casona (Ground floor)
Coffee/tea breaks will take place in the foyer of Salon Casona (Ground floor)

0800 – 1030 **Registration**

Hotel Cottage - address: Miraflores 1360, Carrasco - Foyer of Salon Casona

0850 – 0900 **Introduction and welcome remarks**

Federico Piano *Guyer & Regules, Montevideo*

0900 – 1000 **M&A transactions' structures**

- 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

Monica Mora *Basham Ringe y Correa, Mexico City*

Speakers

Hugo Alexander Berkemeyer *BKM Berkemeyer, Asuncion*

Maximo Jose Bomchil *Bomchil, Buenos Aires*

Veronica Burgueño *Tienda Inglesa, Montevideo*

Juan Felipe Bustamante *Bustamante Fabara, Quito*

Marcelo Diaz *Kaszek, Montevideo*

Isabelle Ferrarini Bueno *Souto Correa Advogados, Porto Alegre*

1000 – 1015 **Coffee/tea break**

1015 – 1115 **Legal negotiation workshop (indemnities)**

- 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

Catalina Noreña *Posse Herrera Ruiz, Bogota*

Speakers

Jonathan Jacques Clovin *Qubika, Montevideo*

Cesar Galvez *Guerrero Olivos, Santiago*

Lucia Ottati *Coca-Cola Femsa, Montevideo*

Beatriz Pisano *Cubico Sustainable Investments, Montevideo*

Oscar Samour *Consortium Legal, San Salvador*

Leon Weinstok *BLP, San Jose*

1115 – 1130 **Coffee/tea break**

1130 – 1135 **Introductory remarks regarding Professional development**

Andres Aznarez *Posadas, Montevideo; Co-Secretary, IBA Young Lawyers' Committee*

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

1135 – 1230 **Professional development - The DNA of the rainmaker: principles for young lawyers**

Presentation

Ximena Bautista *Lupa Legal, Quito*

1230 – 1240 **Closing remarks**

Andres Aznarez *Posadas, Montevideo; Co-Secretary, IBA Young Lawyers' Committee*

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