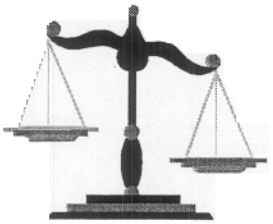
CENTER FOR INTERNATIONAL LEGAL STUDIES



# INTERNATIONAL ASSET SECURITIZATION AND OTHER FINANCING TOOLS

**In cooperation with Franklin Pierce Law Center and the American Bar Association Section of International Law and Practice**


Schedule ..... 3
Participants ..... 9

# SCHEDULE

## THURSDAY, 21 OCTOBER

6.30 – 7.30 p.m. Welcome Reception, Foyer Schlosssaal, Hotel Crowne Plaza-Pitter

7.30 p.m. **Opening Dinner,** Rainerstube, Hotel Crowne Plaza-Pitter

**Greeting:** *Dennis Campbell*, Director, Center for International Legal Studies, Salzburg, Austria.

**Introduction:** *Bryan C. Birkeland*, Jackson Walker LLP, Dallas, Texas, United States

## FRIDAY, 22 OCTOBER (MORNING)

8.30 – 10.00 a.m.

### THE INTERNATIONAL ENVIRONMENT FOR RISK FINANCING

**Moderator**: *Marc S. Stern*, Attorney-at-Law, Seattle, Washington, United States.

**Speakers:**

*Roberto Cornetta,* Studio Legale Vassalli, Milan, Italy.
***Securitization in the Context of Project Finance.***

*Hrant Hovagemyan,* Suter & Associés, Geneva, Switzerland.
***Risk Financing Tools in Project Finance (including Securitization and Raising Project Finance Funding Through Capital Markets).***

*Florian Kremslehner,* Dorda, Brugger & Jordis, Vienna, Austria.
***The UNCITRAL Convention on Receivables Financing and Its Implementation in Europe.***

10.00 – 10.30 a.m. Coffee Break, Foyer Schlosssaal

10.30 – Noon

### THE INTERNATIONAL ENVIRONMENT FOR RISK FINANCING
(continued)

**Moderator**: *Marc S. Stern*, Attorney-at-Law, Seattle, Washington, United States.

**Speakers:**

*Robert J. Nathan,* Pricewaterhouse Coopers, The Hague, The Netherlands.
***A Dutch Approach to Off-Balance Sheet Financing.***

*Antony R. Hillman,* Crills, St. Helier, Jersey, Channel Islands.
***Offshore Securitization Services.***

*James Bagnall,* Boxalls, Grand Cayman, Cayman Islands.
***Offshore Aspects of International Asset Securitization with Particular Reference to the Cayman Islands.***

Noon – 1.30 p.m. Buffet Luncheon, Restaurant Auersberg, Hotel Crowne Plaza-Pitter

# FRIDAY, 22 OCTOBER (AFTERNOON)

1.30 – 3.00 p.m.

## THE INTERNATIONAL ENVIRONMENT FOR RISK FINANCING

(continued)

**Moderator**: *Bryan C. Birkeland*, Jackson Walker LLP, Dallas, Texas, United States.

**Speakers:**

*David Känzig,* Thouvenin Stutzer Eggimann & Partner, Zurich, Switzerland.
***The (Un)secured Creditor in an International Environment; A Conflict of Law Analysis.***

*Klaus E. Goutier,* Goutier & Partner, Frankfurt, Germany.
***Hybrid Financial Instruments and Their Taxation.***

*Nigel Feetham,* J.A. Hassan & Partners, Gibraltar.
***Repackaging.***

*Paul R. Franke, III,* Hall & Evans, LLC, Denver, Colorado, United States.
***Managing Defaults in Security Pools.***

3.00 – 3.30 p.m. Coffee Break

3.30 – 5.00 p.m.

## NATIONAL AND REGIONAL ASPECTS OF SECURITIZATION

**Moderator**: *Bryan C Birkeland*, Jackson Walker LLP, Dallas, Texas, United States.

**Speakers:**

*W. Kip Daechsel*, Heenan Blaikie, Toronto, Ontario, Canada.
***The Securitization of Private Assets - A Canadian Case Study.***

*Michael S. Allen,* Russell & DuMoulin, Vancouver, British Columbia, Canada.
***The Securitization of Public Infrastructure – 'A Canadian Experience.***

*Jürg Andreas Köferli*, Pestalozzi Gmuer & Patry, Zurich, Switzerland.
***Securitization Trade Receivables from a Swiss Perspective.***

*Gilles Saint Marc,* Gide-Loyrette Nouel, Paris, France.
***French Securitization: Why Access the Market.***

5.30 – 7.30 p.m. Departure from Conference Hotel to Salzburg City Tour

7.30 – 10.00 p.m. Dinner at Latschenwirt

8.15 – 9.45 a.m.

## NATIONAL AND REGIONAL ASPECTS OF SECURITIZATION

(continued)

**Moderator:** *Paul J. Carrier*, Squire Sanders & Dempsey, Bratislava, Slovak Republic.

**Speakers:**

*Pelma Rajapakse*, Griffith University, School of Accounting, Banking and Finance, Brisbane, Queensland, Australia.
***Regulation of Dealing in Asset-Backed Securities under Australian Corporation Law.***

*Maurício Teixeira dos Santos*, Machado, Meyer, Sendacz e Opice, Sao Paulo, Brazil.
***Cross-Border Securitization in Brazil.***

*Eduardo A. Gurgel Kiss*, Demarest & Almeida, Sao Paulo, Brazil.
***Domestic Securitization in Brazil.***

*Gilles de Poix*, Hughes Hubbard & Reed, LLP, Paris, France.
***Asset Securitization in France.***

9.45 – 10.15 a.m. Coffee Break

10.15 – 12.15 p.m.

## NATIONAL AND REGIONAL ASPECTS OF SECURITIZATION

(continued)

**Moderator:** *Paul J. Carrier*, Squire Sanders & Dempsey, Bratislava, Slovak Republic.

**Speakers:**

*Roberto E. Silva, Jr.*, Marval, O'Farrell & Mairal, Buenos Aires, Argentina.
***Securitization in Argentina.***

*Bogudar Kordasiewicz*, Hogan & Hartson Sp.z.o.o., Warsaw, Poland.
***Issues of Securitization in a New Economy Like Poland.***

*Graham S. Mouat*, Rudd Watts & Stone, Wellington, New Zealand.
***Securitization and Asset Financing across New Zealand's Border.***

*Chris Quinn*, Matheson Ormbsy Prentice, Dublin, Ireland.
***Asset Securitization and Structured Finance Transactions in Ireland.***

*Alexander Marquardt*, Rogers & Wells, Paris, France.
***Cross-Border Securitization of French and German Assets..***

12.15 - 1.30 p.m. Buffet Luncheon

# SATURDAY, 23 OCTOBER (AFTERNOON)

1.30 – 3.00 p.m.

## NATIONAL AND REGIONAL ASPECTS OF SECURITIZATION

(continued)

**Moderator:** *Jean-Paul Vulliety*, Lalive & Partners, Geneva, Switzerland.

**Speakers:**

*Clas Romander,* White & Case Advokat AB, Stockholm, Sweden.
***Securitization in Sweden.***

*Sibilla Nagel,* Haarmann, Hemmelrath & Partner, Munich, Germany.
***Legal Aspects of Asset-Backed Securitization in Germany.***

*Antonio Grieco,* Studio Legale Grieco - Vinti, Rome, Italy.
***Legal Aspects of the Italian Law on Securitization.***

*Andrea Manganelli,* Haarmann, Hemmelrath & Partner, Milan, Italy.
***Tax Aspects of the New Italian Law on Securitization.***

3.00 – 3.30 p.m. Coffee Break

3.30 – 6.00 p.m.

## NATIONAL AND REGIONAL ASPECTS OF SECURITIZATION

(continued)

**Moderator:** *Jean-Paul Vulliety*, Lalive & Partners, Geneva, Switzerland.

**Speakers:**

*Bong Hee Han*, Woo, Yun, Kang, Jeong & Han, Seoul, South Korea.
***Asset-Backed Securitization in Korea.***

*James W.C. Canup*, McGuire Woods Battle & Boothe, LLP, Richmond, Virginia, United States.
***An Overview of Federal United States Taxation of Securitization Structures.***

*Iñigo Berrícano*, Uría & Menéndez, Madrid, Spain.
***Securitization Transactions in Spain.***

*Kevin T. Connor*, Squire, Sanders & Dempsey, Bratislava, Slovak Republic.
***Unique Aspects of Asset Securitization in Central and Eastern Europe.***

*Amy L. Sommers*, Garvey Schubert & Barer, Seattle, Washington, United States.
***So Your Client Wants to Securitize its Assets in the United States Capital Market? – How You, as Counsel for the Originator, Can Help.***

Evening Free

# SUNDAY, 24 OCTOBER (MORNING)

9.00 – 10.00 a.m.

## SPECIAL FINANCING ISSUES

**Moderator:** *Modesto Fazzari,* Puopolo, Sistilli, Geffers & Luise, Rome, Italy.

**Speakers:**

*Frantz Dahl,* Frantz Dahl Law Offices, Verum, Denmark.
***Free Movement of Goods and Retention of Title – Dissonances in the European Concert.***

*Jon L. Roberts,* Roberts, Abokhair & Mardula LLC, Reston, Virginia, United States.
***Securitization of Intellectual Property in United States Transactions: What You Don't Know Can Hurt You.***

10.00 – 10.30 a.m. Coffee Break

10.30 – Noon

## SPECIAL FINANCING ISSUES

(continued)

**Moderator:** *Modesto Fazzari,* Puopolo, Sistilli, Geffers & uise, Rome, Italy.

**Speakers:**

*William S. Veatch,* Cooley Godward LLP, Palo Alto, California, United States.
***Software Receivables Financing, including Global Software Vendor Programs, Software Leasing, and Current Developments in the Law.***

*Hans W. Klaassen,* Undink & De Jong, The Hague, The Netherlands..
***Tax Planning of International Financial Structures and Securitization.***

*Michael J. Macaluso,* Faegre & Benson LLP, Minneapolis, Minnesota, United States.
***Asset Securitization as a Corporate Finance Tool.***

Noon Conference Adjourns