

DATE FOR  
YOUR DIARY



Annual Congress 2018



*Breaking the Chains*

*4-7 October, Athens, Greece*

MAIN SPONSOR

大成 DENTONS





**Radu Lotrean**  
President  
INSOL Europe



## Further Information

Details on how to obtain our discounted corporate rates will be advertised in our registration brochure (due to be mailed in March 2018).

Details will also be available on our website:  
[www.insol-europe.org](http://www.insol-europe.org)

Further information may also be obtained from:

**Caroline Taylor**  
Director of  
Administration  
INSOL Europe  
P O Box 7149  
Clifton  
Nottingham  
NG11 6WD  
United Kingdom

Tel/Fax:  
+44 (0) 115  
878 0584

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

# Welcome from the President

## Dear All

I am delighted to invite you to attend our next Annual Congress in ancient Athens (Greece) from 4 to 7 October 2018!

Just by saying the word "Athens" one can't help but think of the oldest and biggest civilization in Europe, stretching back more than 3,000 years. Just imagine walking on the hill of Pnika or strolling the Ancient Market, places where people used to meet to discuss important public issues, places where democracy first appeared.

It is therefore a great venue for such an important business event like our 37th INSOL Europe Congress.

"Breaking the Chains", the theme of our Congress is truly fitting for Greece. The resilience, the calm and the strength of the Greek nation helped them overcome their economical crisis.

After all these difficult years, Greece's economy is growing again! This is just one example of what our organisation's professionals aim for: help nations after an economical decline to break the chains and prosper again.

During the Congress, we will tackle the most recent local and international subjects in business and insolvency – the proposed Directive on preventive restructuring framework, the Recast EIR, the NPLs and especially the hot topic of how modern technology is affecting the recovery business field.

A special thanks to our impressive Congress Technical Committee, that is preparing an interesting Technical Programme under the Chairmanship of Frank Tschentscher and George Bazinas.

Athens will be the perfect place for brainstorming, creating new connections, networking and meeting other like-minded professionals. And after the Congress, what could be better than having a great conversation, in the Greek spirit, with a new friend, listening to some traditional Greek music, while enjoying a glass of wine and a 24 degrees weather!

*Looking forward to see you all in Athens!*

## Technical Programme 2018

*"So far has Athens left the rest of mankind behind in thought and expression that her pupils have become the teachers of the world, and she has made the name of Hellas distinctive no longer of race but of intellect, and the title of Hellene a badge of education rather than of common descent."* Isocrates

From 4 to 7 October 2018 we want to invite you to Athens for the Annual Congress of INSOL Europe. The main theme for the 2018 Congress is "Breaking the Chains".

Today's Athens is a global city and one of the biggest economic centres in south-eastern Europe. It has a large financial sector, and its port Piraeus is both the largest passenger port in Europe, and the second largest in the world. Although individuals have endured difficult circumstances since the start of the economic crisis in 2009,

its citizens have broken the chains of austerity and the city is on the rise again. Greece's economy expanded for a third straight quarter for the first time in more than a decade, providing a foundation for the country's attempts to exit its bailout programme this year. Moreover, the city's self-confidence and creativity are stirring again. Enterprising

"If you are looking to mingle, network and learn from arguably the highest concentration of European insolvency professionals at one setting, then the INSOL Europe Annual Congress is the place to be."  
Lynn Harrison 3rd, Partner  
Curtis, Mallet-Prevost,  
Colt & Mosle LLP

"Sponsorship of the Annual Congress gives you immediate exposure and visibility. You are recognised as a serious player in your area of expertise, not only nationally in your local market, but cross-border, Europe-wide. If that's not a good investment, I don't know what is!"

**Frank Tschentscher, Schultze & Braun GmbH (Germany)**



young fashion and graphic designers are opening shops celebrating the classic lines of ancient Greece and the anarchic wit of modern times.

We are once again working on a technical programme, appealing because of its diversity, as well as its rich insights into the world of business recovery, turnaround and insolvency around Europe and beyond.

We will cover topical matters related to European insolvency law as the update on the European Commission's Directive proposal on preventive restructuring frameworks of 22 November 2016. Indeed, the European Parliament has presented a first draft report on this proposal on 25 September 2017. Moreover, as most of the Recast European Insolvency Regulation's provisions have been in force since 26 June 2017, its first practical applications after one year down the road as well as the cooperation and communication between courts in EU cross-border cases will be covered.

An update of the status of negotiations between the European Union and the United Kingdom on Brexit will of course be provided. Moreover, the constant amendment of Greek insolvency law and para insolvency legislation imposed by Greece's international creditors, who are searching in vain for the "Holy Grail", will also be presented. Finally, the relationship between law and economics and its future will also be analysed.

Our panels will also focus on one of the most burning issues of our time: Legal Tech and how is modern technology affecting the work of advisers, insolvency practitioners, insolvency courts.

If a common refrain is that technology can't replace human beings, the insolvency world must break these chains: the future of insolvency is indisputably in technology. Being proactive and staying on the front foot will inevitably lead the insolvency actors to achieve sustainable success. Against this background, the Anti-Fraud Forum session will focus on how new information technologies can help in practice in recovering assets.

The impact of digitalisation on insolvency and restructuring practice will also be approached as we are in a new era of secured and anonymous transactions operating on Blockchain. Indeed, the insolvency practice will unquestionably be challenged with the question of protecting and recovering digital assets.

Finally, practical and sectorial topics will also be presented as the different ways of dealing with distressed assets sales and non-performing loans. The restructuring and insolvency issues of the auto making industry will be covered as well as the crackdown of offshore companies.

We trust that you will enthusiastically join with us in discussing interesting developments in Athens where you will have the opportunity to network and meet with old and new friends. You should not forget to allow for some time, at least a few hours, to explore the City of the Gods. The magnificent Acropolis is visible from almost every part of the city. The eight-year-old Acropolis Museum is consistently rated one of the top museums in the world, and the reconstruction of National Museum of Contemporary Art was completed in 2014. Don't forget that Athens is the only European city with 148 theatre stages. Also, Greek nights last longer and enthusiasm is undiminished, offering unforgettable moments...

*We hope to meet you all in October 2018 in Athens!*

**Frank Tschentscher & George Bazinas**  
Co-chairs of the Athens Congress Technical Committee

## Sponsorship Opportunities

Main Sponsor  
€15,000 SOLD

Academic Forum  
€7,500 AVAILABLE

Congress General  
Sponsor  
€10,000 SOLD

Welcome Reception  
& Dinner €5,000  
AVAILABLE

Delegate Lunch  
€4,000 SOLD

Delegate & Guest  
Lunch €4,000 SOLD

Gala Dinner  
Reception  
€3,000 SOLD

Gala Dinner  
€7,000 SOLD

Technical Sessions  
€4,000 1x AVAILABLE

Advertising Material  
€2,000 AVAILABLE

Coffee Breaks  
€2,000 2x  
AVAILABLE

Exhibition Area  
€2,000 AVAILABLE

Congress App  
Sponsor  
€4,000 SOLD

Film & Photography  
Sponsor €4,000  
AVAILABLE

Young Members'  
Group Reception  
€3,000 SOLD

Anti-Fraud Forum  
€1,500 SOLD

Insolvency Office  
Holders Forum  
€6,000 SOLD

Please contact Hannah Denney: [hannahdenney@insol-europe.org](mailto:hannahdenney@insol-europe.org) for information about any of the available opportunities.

# INSOL Europe General Sponsors



THAT AMAZING  
FEELING WHEN YOU  
**DISCOVER VALUE**

WE HAVE IT EVERY DAY WE'RE EUROPE'S NO.1 WHEN  
IT COMES TO AUCTIONS, VALUATIONS AND ADVICE.

- ✓ THE BEST REVENUE
- ✓ IN ALL MAJOR EUROPEAN COUNTRIES
- ✓ TRANSPARENT, FAST AND RELIABLE
- ✓ THOROUGH EXPERTISE IN AGRICULTURE,  
METALWORKING, FOODPROCESSING  
AND MANY OTHER MARKETS

[WWW.TROOSTWIJKAUCTIONS.COM](http://WWW.TROOSTWIJKAUCTIONS.COM)

**TROOSTWIJK**  
INDUSTRIEL, AUCTIONEERS & VALUERS SINCE 1900



**THIERHOFF MÜLLER & PARTNER** | CONTACT: MICHAEL.THERHOFF@THIERHOFFMUELLER.COM | T +49341 1493 105

## MASTER DISTRESS, TOGETHER.

Lawyers, accountants and tax advisors  
providing comprehensive solutions in  
restructuring and insolvency situations.  
In Frankfurt, in Leipzig and wherever  
you need us.

[www.thierhoffmueller.com](http://www.thierhoffmueller.com)

**THIERHOFF  
MUELLER**



**BUCHLER PHILLIPS**  
CORPORATE RECOVERY AND RESTRUCTURING

For specialist, corporate and personal financial  
recovery advice

**David Buchler | Senior Partner**

t: +44 (0)20 7647 9011  
e: [info@buchler-phillips.london](mailto:info@buchler-phillips.london)

6 Grosvenor Street, London W1K 4PZ

## David Rubin & Partners

Chartered Accountants • Licensed Insolvency Practitioners

Specialists in:  
Corporate Recovery • Forensic Accounting • Insolvency &  
Bankruptcy • Cross Border Insolvency • Litigation Support

For practical and confidential advice about insolvency, corporate and  
business recovery, contact:

**Paul Appleton, David Rubin & Partners**  
26 - 28 Bedford Row  
London WC1R 4HE  
Telephone 020 7400 7900  
email [paul@drpartners.com](mailto:paul@drpartners.com)

**David Rubin, David Rubin & Partners**  
Pearl Assurance House  
319 Ballards Lane  
Finchley, London N12 8LY  
Telephone 020 8343 5900  
email [david@drpartners.com](mailto:david@drpartners.com)

**Trudi Clark, David Rubin & Partners C.I. Limited**  
Suite 1, Central Park  
Candie Road  
St Peter Port, Guernsey GY1 1UQ  
Telephone 01481 711 266  
email [trudi@drpartners.com](mailto:trudi@drpartners.com)

[www.drpartners.com](http://www.drpartners.com)

## ASSET EXPERTISE

Specialist corporate recovery advice across  
all industries and property sectors.

Valuing and disposing of property, plant,  
machinery and other business assets from  
35 offices across the UK and Ireland.

For more information contact  
Paul Proctor or Roland Cramp  
on +44(0)20 7198 2000  
or [info@lsh.co.uk](mailto:info@lsh.co.uk)

**Lambert  
Smith  
Hampton**



## European Insolvency and Restructuring Insurance Solutions

Open Cover – ROI & UK | Property & Liability |  
Due Diligence & Benchmarking | Litigation  
De-Risking | M&A Warranties & Indemnities

**Andrew McIntosh**  
Client Service Director  
61 Line Street, London EC3M 7DQ  
+44 (0)7944 918 542  
[andrew.mcintosh@willistowerswatson.com](mailto:andrew.mcintosh@willistowerswatson.com)

**Damien Frost**  
Sales Director  
61 Line Street, London EC3M 7DQ  
+44 (0)7342 089 761  
[damien.frost@willistowerswatson.com](mailto:damien.frost@willistowerswatson.com)

[willistowerswatson.com](http://willistowerswatson.com) **Willis Towers Watson**