

# Argentina

## INTRODUCTION



ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has provided legal advice for more than 50 years to prestigious domestic and international leading companies, operating in Argentina and abroad, as well as to individuals and foreign Governments. Since the day ESTUDIO BUNGE originally affiliated with the international law firm Steel, Hector & Davis associated to Squire Sanders & Dempsey LLP, it has combined its local and international experience with a multinational organization present in 35 cities with major legal activity in United States, Latin America, Europe and Asia to provide its clients with highly qualified and globally integrated legal services in terms of performance and organizational operation.

## Argentina's Office

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados was founded in 1958 in Buenos Aires, Argentina as an international oriented law firm. In 2002, with the affiliation to the renowned law firm Steel Hector & Davis LLP based in Miami, ESTUDIO BUNGE paved the way to Latin America.

In 2005, ESTUDIO BUNGE's participation in the global market was consolidated with the combination of efforts between Steel, Hector & Davis LLP and Squire Sanders & Dempsey LLP.

From the beginning, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has represented its clients in almost every sector of the Argentine economy, including banking, insurance, aviation, telecommunications, broadcasting, information technology, intellectual property, real estate development and finance, defense & government contracts, mining, energy, agribusiness, chemical, petrochemical, the pharmaceutical industry, tourism and the education sector, among others.

ESTUDIO BUNGE's attorneys are highly proficient to meet present-day legal demands arising from an evolving global economy, not only from Argentina, but

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also from around the world, for which they have completed postgraduate legal education in universities of Argentina and United States of America.

## Practice Areas

**HMO & Health Insurance & Life Sciences.** In the field of Health Law, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados, has a specialized sector which provides legal advice to doctors and health care providers, in matters related to prevention of risks, informed consent forms, clinical records, malpractice, liability and remedies, insurances, services agreements, terms and conditions, and, in general, it acts as legal consultant for a wide range of regulatory aspects.

Among its services, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados provides a 24-hour telephone assistance and legal advice in matters related to litigation.

At present, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados, represents one of the largest HMO's or medical insurance entities of Argentina, providing legal counseling in contractual and institutional issues and in a wide range of regulatory matters. Our firm also represents the prepaid insurance organization of the Group.

In this field, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados provides legal counseling on regulatory matters, Compliance, Consumers' Protection Law - Product liability, Contracts - Manufacturing, licensing and distribution agreements, corporate law, mergers and acquisitions, financing, Insurance and reinsurance, Litigation, Unfair competition and Data protection.

**General Corporate & Commercial Law Matters.** As a highly transactional organization, we have an extensive corporate practice which ranges from advising our clients on Corporate and Commercial Law issues, to planning, structuring and drafting international by-laws and vehicles which turn out being convenient to achieve a competitive performance at a global level.

Our Law Firm has an extensive experience in negotiating, drafting and structuring complex franchises, as well as experience in agency, representation and concession agreements.

Analyzing Corporate and Contractual aspects of Mergers & Acquisitions. In the field of Mergers & Acquisitions, we have represented various important groups in the purchase or sale of important domestic concerns.

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**Administrative Law.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has advised and represented several of its clients in different calls for bids and privatizations with the Argentine Government, at the Federal, Provincial and Municipal levels, however, it now focuses on the protection of local and international companies' interests and their investments, as well as on a different factual and regulatory framework given to new transactions. Among other practices, our law firm specializes in Government contracting and regulatory issues; as a consequence, ESTUDIO BUNGE has a vast experience in the deregulation processes of several industries such as Air Transportation, Mining, Chemical & Petrochemical, Telecommunications and Oil & Gas, and in the creation of new regulatory frameworks for said activities as well as in the disputes arising due to the modification of the legal framework and of any circumstances.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados also has an extensive experience in advising, counseling and representing clients in the area of regulated industries such as Oil & Gas, Mining, Banking, Telecommunications, Insurance, and Media among others. Administrative filings and proceedings before the pertaining regulatory entities is part of our regular law practice in said areas.

**Energy & Mining. Upstream.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados is a law firm with expertise in the field of energy law which dates back to its foundation and continues to cover the needs of the diverse areas of the energy sector. The firm assists clients in their participation in international tenders, the negotiation of Joint Operating Agreements for oil and gas operations. In addition, it represents clients before the Federal, Provincial and Municipal authorities throughout the country in matters related to contracts, taxation, environment, concession agreements or exploration permits. The firm has an ample experience in financing structures referred to the industry, concession agreements, construction and engineering contracts referred to water dams and power plant projects as well as pooling agreements. Furthermore, ESTUDIO BUNGE has a long standing experience in Federal and Provincial regulatory compliance matters. Since our law firm is in permanent contact with the industry, it has the expertise to counsel its clients on how to select their local partners.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has worked in cooperation with the Canadian Energy Research Institute (CERI) in a study on Latin American Oil and Gas markets, drafting the chapters of legal and regulatory issues in Petroleum law in two volumes published in 1995 and 1996.

**Downstream.** At present, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados represents one of the most important oil companies around the world in its

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organization in the Republic of Argentina, establishing its distribution process in the country.

*Mining.* As far as mining is concerned, ESTUDIO BUNGE, from its creation, has represented international firms in the mining sector in Argentina. Therefore, it has a long standing reputation for its practice at the Federal and Provincial level. The firm renders advice promoting mining legislation, the acquisition of mining property rights, the payment of royalties and negotiation and the drafting of mines' concessions. In this regard, the firm has had important experience in the structuring of joint venture agreements as well as other structures for the exploitation of mines. For decades, ESTUDIO BUNGE has represented an important company that performed prospecting tasks in the Republic of Argentina.

**Banking Law.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has a long standing history in handling complex banking and financing issues. The firm has represented first-rate International Banks for more than forty years.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados also has broad experience in the fields of project financing, syndicated and structured loans to finance and pre-finance of Argentine exports (trade commodity financing), including cross-border collateralization system. The activities performed also involve judicial representation in the individual credit's recovery along the territory of Argentina and through several correspondents by the relation with first-line law firms, such as liability actions with banking entities and trustees in collective or individual processes. In this regard, ESTUDIO BUNGE has a vast experience in banking representation seeking for defense and credits recovery in insolvency processes from its clients. ESTUDIO BUNGE also has acted successfully in insolvency processes before the Central Bank of the Argentine Republic and Justice.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados deals with regulatory issues before the Central Bank of the Argentine Republic which are derived from the operation according to the Law of Financing Entities and the subsequent regulation, such as those derived from the application of the rules of the exchange rate and penalty system.

Likewise, ESTUDIO BUNGE, has worked in the direct establishment in Argentina of one of the worldwide leading companies in the issuance and handling of credit cards.

As regards consumers, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has ample experience in handling issues established by the Consumer Protection Law, both at administrative and judicial level.

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**Insurance Law.** In the insurance industry, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has developed a very important practice in advising its clients on complex transactional and regulatory issues, including sale, incorporation and acquisition of domestic insurers. Said experience comprises insurance and reinsurance matters, drafting and adapting insurance plans and policies to the parameters of the Argentine law and regulations. Registering foreign reinsurers and reinsurance brokers, and particularly insurance litigation and alternative dispute resolution.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has represented for over 25 years to one of the most important Groups of companies of the country, GRUPO JUNCAL. Similarly, ESTUDIO BUNGE has also represented BRISTOL GROUP for more than 15 years, which is composed by El Comercio Compañía de Seguros Generales a Prima Fija S.A. and Aseguradora de Créditos y Garantías S.A., being this last one the most important company of Contingency Insurance in the market.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados also represents La Construcción Compañía de Seguros S.A., which is related to the Cámara Argentina de la Construcción, among other insurance companies in the country and foreign regarding indemnity, exports and political risk insurances.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados, represents its clients in all legal matters related to the Insurance industry, such as complex regulatory matters, insurance companies' relationships and filings with the Superintendencia de Seguros de la Nación and reinsurance and insurance contracts, among others.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has, during the last 25 years, provided legal advice to insurance companies in about 5,000 legal and out of Court cases regarding property, liability, fire, transport, air navigation, bond, and life insurance, among others. Similarly, this law firm has advised insurance clients in reinsurance conflicts, both at judicial and arbitration instances. Some of the cases in which our firm has taken part have constituted leading cases due to a change in legal doctrine.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has also represented its clients in the liquidation of insurance companies performed as a result of the closing of business decided by the controller's authority and/or at the request of the shareholders.

**Telecommunications.** In the Telecommunications industry, we have provided legal counseling to companies that actively participate in the domestic system of satellite data and ancillary voice transmission, granted during the ENTEL (State National Telecommunications Company) privatization process, as well as licensees

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for national and international long distance telephony services and internet services.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has represented companies engaged in the trunking services business and in supplying radio equipment in the Country.

In the internet content field and in the area of provision of information through internet, our firm has actively participated in the start-up and legal structuring of several companies such as in an important Argentine internet site, as well as in the registration of domains and legal conflicts thereto.

Finally, we were selected by the Argentine Ministry of Economy and Public Works, together with the National Economic Research Association (NERA) and the law firm Denton Hall, both based in London, U.K., for the consulting work destined to the harmonization and the strengthening of the regulatory and institutional development of the National Telecommunications Commission (CNC) and the establishment of a set of fundamental principles to guide the CNC in carrying out its regulatory responsibilities. The endeavor was financed by the World Bank.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados also provides legal counsel to call center services providers, in matters regarding their establishment, applicable legislation, national and international contracting, human resources and labor risks and claims raised by clients and third parties. Currently, among other clients, our law firm advises a call center company in matters related to litigation and administrative complaints for an alleged breach of the Consumers' Protection Law.

**Information Technology.** In the Information Technology field our firm has had a vast experience in representing our international clients' interests in Argentina, as well as representing the interests of Argentine firms doing business outside the boundaries of our country. In that regard, it can be mentioned that the firm has acted as legal counsel for several software companies.

Currently ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados, renders specialized counseling in IT contracting and litigation.

In addition, our firm has also had extensive practice in negotiating, drafting, monitoring and enforcing complex license agreements, Master Franchise and/ or License Agreements, as well as in integrating agreements between Software providers and Telecommunication Services license holders.

**Insolvency.** As a business oriented law firm, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has participated and advised several companies on issues

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related to reorganization proceedings, out-of-court reorganization plans –APE- and bankruptcy.

Said legal advice has been provided to financial and commercial creditors, as well as to parties undergoing bankruptcy or in reorganization proceedings.

**Labor Law.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados's Labor Department provides legal advice to its clients regarding several labor matters, applying both individual labor law and union law.

Our firm has supplied legal aid in contractual issues by means of the different existing labor contractual types and also by the re-negotiation of pre-existing terms and conditions, the drafting of complex labor agreements and the creation of working relations between the companies and their contractors or subcontractors. Moreover, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has taken part providing counseling in labor matters related to premises and personnel transfer, restructuring of team work systems and the consequences thereof within business hours, overtime, night work and compensatory leave of absence, suspension of personnel due to economic reasons, intervention in procedures avoiding crisis and other submissions before the Labor Ministry and Assistant Labor Department of the Province of Buenos Aires.

Likewise, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has provided legal advice in individual and/or collective labor conflicts, representing its clients in individual and/or joint negotiations before the Labor Ministry. For such purpose, our law firm has participated in negotiations with trade unions, internal commissions and/or personnel's representatives, taking part in strike situations, work slowdown, and the like. Our lawyers have also intervened in the re-negotiation of collective bargaining agreements, the drafting of agreements of companies facing insolvency proceedings, in trade union and/or conventional issues and matters related to the election of trade union members, and so on.

Finally, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has an important area dealing with labor litigation and it has also participated in lawsuits for work-related accidents and illnesses, dismissals, pay differences, damages, union and social service contributions, etc.

**Tax Law.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados represents and advises its clients in complex tax matters since 1958. Our practice in tax is oriented to national and international tax planning, settlement of corporations abroad, Mergers & Acquisitions and the defense of our clients' interests before Tax Courts.



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Our firm represents several clients in complex litigation cases in the Administrative Tax Courts (Tribunal Fiscal de la Nación) and Federal Courts.

In addition, our firm has developed an expertise not only in Federal taxes, but also in Municipal and State taxes representing its clients in several locations through Argentina. In this area, our firm has been successful in challenging the enactment of new tax laws increasing taxes in the telecommunications and broadcasting area.

**Civil Law, Wills & Estate Planning.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has represented several individuals and families on Estate Planning and Will related problems. Our practice involves complex civil law litigation and estate planning which implies advice on the use of offshore structures, foundations and Trusts.

**Real Estate Development & Financing.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados is actively practicing in Real Estate Development and Real Estate Development Finance, new areas of law practice in Argentina as a result of the globalization and deregulation of the Argentine economy. In this regard, besides representing several Country Clubs, Golf Clubs and Gated Communities, ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados is currently counseling and representing the most important Real Estate project in Argentina with over 1,600 hectares, located at Benavidez, Municipalidad de Tigre, 30 minutes from downtown Buenos Aires, which poses a myriad of very complex legal and institutional regulatory and transactional issues.

**Consumer Relations.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has a sector qualified to advise in all matters related to consumers' rights, the applicable legislation and proceedings brought before the pertinent regulatory authorities. The law firm advises corporate clients on how to draft agreements and general services' conditions in compliance with the Consumer Protection Laws and handles administrative complaints that may be filed against its clients due to alleged breaches of said law.

**Negotiation & Alternative Dispute Resolution.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados is one of the first law firms in Argentina to implement and advise its clients on different methods of Alternative Dispute Resolutions. Two of our members regularly teach different Courses and Seminars on negotiation and ADR in different Law Schools and Business Forums.

**Media & Entertainment.** We are actively engaged in representing and counseling radio station companies in Argentina, providing legal advice to important radio



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broadcasting companies with AM and FM broadcast bands in the City of Buenos Aires and in provinces of the country, covering all its regulatory aspects and other matters related to the pertinent regulatory bodies. In addition we advise groups interested in obtaining new radio broadcasting licenses.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados also deals with the operative and regulatory aspects of one of the biggest and most diversified Entertainment Groups of the Republic of Argentina, in areas related to acquisitions, international co-productions, shows, taxation, publicity, licenses, copyright, trademarks and other intellectual property rights connected to the areas of entertainment and media.

Our law firm also represents companies which provide television subscription services, for instance codified air television, and provides legal advice to important television channels in the most varied aspects, such as aspects involving regulation, corporations, contracts, antitrust practice, advertising, intellectual property, labor, labor unions and in matters connected to institutions that finance the industry, actors, screenwriters, directors and producers.

**Litigation.** ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has a vast experience in dealing with complex litigation matters regarding transactional and investment protection issues at the international, national, provincial and municipal level, in the judicial area as well as in the administrative area.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has dealt in the past, and is currently dealing, with complex products liability, medical malpractice cases and civil liability in general.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados has been selected in first place (among over two hundred Law Firms), as a member of a joint venture formed together with other law firms, in the call for bids of the National Economy Ministry for the privatization of the labor lawsuits of the privatized companies at a national level. The task involved the representation of the remaining state entities once the services rendered by them were granted, such as ENTEL, GAS DEL ESTADO and CAJA NACIONAL DE AHORRO Y SEGURO. The above mentioned joint venture is currently performing the contract awarded. Likewise, the firm has been selected to represent the Argentine State in civil and commercial cases.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados also has an active and varied experience in the field of debt management and collection.

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ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados was retained by AGUAS ARGENTINAS S.A., the recently privatized water supply company of the City of Buenos Aires (Consortium of French, Spanish and Argentine companies led by Lyonnaise des Eaux of France), by GAS NATURAL BAN S.A. (Consortium of Spanish and Argentine Companies) and by TELEFONICA ARGENTINA S.A. (Subsidiary of TELEFONICA INTERNATIONAL of Spain, basic telephony services provider in Argentina) to organize and handle their service invoice court collections.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados is a designated Agent for the Argentine Republic of INTRUM JUSTITIA INTERNATIONAL, the European Debt Management and Collection Organization, which stock is traded in the London Stock Exchange, and for International Advisers, Compañía Israelí de Cobranzas.

ESTUDIO BUNGE - Bunge Smith & Luchía Puig Abogados is also performing collection services for the U.S. based collection Company PAYCO, INC.

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### Santiago\*

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### Santo Domingo

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\*Associated Offices

**ESTUDIO BUNGE**  
**BUNGE, SMITH & LUCHÍA PUIG**  
ABOGADOS 1958

Member of:  
**SQUIRE**  
**SANDERS**



*Partners*





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#### Studies

Universidad de Buenos  
Aires, School of Law and  
Social Sciences

Degree: Lawyer (1973)

#### Languages

Spanish  
English

#### EXPERIENCE

- Wide experience in the Legal field of International Transactions. Particularly, in the areas related to investment structures planning. Protection of investments. He has actively participated in complex Legal issues in the fields of Banking and Finance, Construction, Real Property, Telecommunications, Broadcasting and Entertainment. Furthermore, he has actively participated in domestic and international complex litigation and arbitration cases, as attorney of one party and as expert witness.

#### POSTGRADUATE STUDIES

- Southern Methodist University, School of Law, Dallas, Texas, U.S.A. Degree: Master in Comparative Law (1975).
- University of Miami, Law and Economics Center, School of Business Administration, Coral Gables, Florida, U.S.A. Degree: Certificate of Completion, core courses for the Master of Arts in Economics (Specialization in Law and Economics) (1984).
- University of Miami, School of Law, Coral Gables, Florida, U.S.A. Degree: Master of Laws in General Law (Specialization in Law and Economics) (1984).

#### ACADEMICS & HONORS

- He has been listed in Best Lawyers in Argentina as a distinguished lawyer by his colleagues, an honor based on an exhaustive peer-review process (2010/2013).
- Visiting Instructor, International Development Law Organization - IDLO - Rome, Italy.
- Visiting Professor of Law, Tulane University School of Law, New Orleans, Louisiana.
- Visiting Professor of Law, Southern Methodist University.
- Assistant Professor, School of Law and Social Sciences, Universidad de Buenos Aires (Courses taught: Civil and Commercial Contracts).
- Professor of Law, Graduate Master Program in Business Law, Escuela Superior de Economía y Administración de Empresas - ESEADE - Buenos Aires.
- Director of the Graduate Program of Specialization in Banking Law, Universidad

de Buenos Aires, School of Law and Social Sciences.

- Appointed "Honorary Citizen" of the City of New Orleans by Mayor Mr. Sidney Bartholomew, State of Louisiana, United States (1992).
- Dean of School of Juridical and Social Sciences, Universidad de Ciencias Empresariales y Sociales - UCES. Buenos Aires – Argentina (2004).

#### **MEMBERSHIPS**

- Member of the Board of International Scholars, Banking and Finance Law Unit, Center for Commercial Law Studies, Queen Mary and Westfield College of Law, University of London.
- Member of the Board, NAFTA Law Center, Southern Methodist University School of Law, Dallas.
- Member of the OAS (CIDIP VI) Working Group for the Drafting of an Inter-American Standard Law for secured transactions.



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**Studies**

Universidad de Buenos Aires, School of Law and Social Sciences

Degree: Lawyer (1973)

**Languages**

Spanish  
English

**EXPERIENCE**

- Legal Advisor in Business area: corporations, contracts, mergers and acquisitions, companies' developments.
- Legal Advisor of Insurance Companies.
- Litigation against the Civil Service in general.
- Belver & Associates Law Firm (1973-1974).
- Member of the Legal Department of Universal Insurance Group (1973-1975).
- Mujica-Basabilbaso Law firm (1974-1975).
- Chief of Legal Department of Aseguradora de Créditos y Garantías S.A. (1975-1979).
- Attorney-at-law of Dirección General Impositiva (Tax Bureau) of the Republic of Argentina (1977-1984).
- Representative of Aseguradora de Créditos y Garantías S.A. in the International Credit Insurance Association general meetings (ICIA) (1994-1995).

**COURSES & SEMINARS**

- Universidad de Buenos Aires, School of Law and Social Sciences: Course on Insurance Law organized by Asociación de Abogados de Buenos Aires (1978).
- International Reinsurance organized by Transcontinental Reinsurance Ltd. (1977).
- "Business Corporations" organized by Universidad de Buenos Aires, School of Law and Social Sciences (1983).



## EXPERIENCE

- Legal Assistance to Insurance Companies.
- Filing of legal proceedings against the Civil Service.
- Atilio Anibal Alterini Law Firm (1979/1980).
- Legal Adviser of the Company “Aseguradora de Créditos y Garantías”.

## COURSES & SEMINARS

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### Studies

Universidad de Buenos Aires, School of Law and Social Sciences

Degree: Lawyer (1977)

### Languages

Spanish  
English

### Seminars in **BANKRUPTCY LAW**

- The Postgraduate Department of the University of Buenos Aires: “Officers and employees in reorganization proceedings” by attorney Mr. E. Butty. “Professional ethics and reorganization proceedings” by attorney Mr. Rubén Segal. “Termination of the Bankruptcy” and “Fees in bankruptcy proceedings” by attorney Mr. Marcelo Gebhardt. “Some aspects of the amendment to Bankruptcy Law” by attorneys Mr. Héctor Alegría, Helios Guerrero, Vicente Aznar, Enrique Vetere, Julio Rivera, Javier Fernández Moores, Diana Farhi de Montalban and Eduardo Fabier Dubois. “Officers and employees in reorganization proceedings. Professional ethics and reorganization proceedings” by attorneys Mr. Rubén Segal and Mr. Héctor Alegría. “Enforceability of the Bankruptcy Law”, by Mr. Héctor Alegría.
- The Institute of Business Law. “Controversial issues in Business Law” by attorney Mr. Héctor Alegría (2003).
- The Bar Association of the Federal Capital. Course in Public Emergency Law “Pesification and modification in Bankruptcy” (March 2002).
- La Ley – Seminars: “Proof of claims” by attorneys Mr. Edgardo Daniel Truffat, Ms. Gabriela Fernanda Boquín and Mr. Horacio Garaguso (July 2001). “Bankruptcy and Reorganization Proceedings”, by attorney Mr. Adolfo A. N. Roullion (June 2000). “Bankruptcy and Reorganization Proceedings” by attorney Mr. Adolfo A. N. Roullion (November 1999).
- Active member of the CEA (Center of Academic Studies) “Insight Training on the new Reorganization Proceedings and Bankruptcy Legislation (24.522)”, Salvador Darío Bergel – Julio César Rivera – Ernesto Eduardo Martorell (June 1996).

Seminars in **CORPORATE LAW**

- The Postgraduate Department of the University of Buenos Aires: “Shareholder’s right to vote” by attorney Mr. Pablo Fortín. “Corporate Reorganizations, Mergers and spin-offs” by Carlos Fila, Roberto Fortunatti, Hugo Medina, Nora Ramos, Pedro Seijas and Jorge Videla. “Group Liability and Unified Management” by attorney Mr. Fargosi. “Corporate Criminal Law issues” by attorney Mr. Spolansky. “Features and Elements of Corporations organized under other types (Collaboration Agreements, UTE’s, Associations, etc.)”, by attorney Mr. Manovil. “Corporate publicity”, by attorneys Mr. E. Butty and G. Ragazzi. “Corporate Inefficiency and Irregularity” by attorney Mr. Mario Wainstein. “Piercing the Corporate Veil” by attorney Mr. R. Manovil. “Non-Commercial Partnerships” by attorney Mr. Alberto Palomino. “Corporate Representation” by attorney Mr. Héctor Alegría. “Limited Liability Company” by attorney Mr. Rafale Barreiro. “Analysis of Conflicts in Organizations”, by attorney Ms. Mónica Markewald. “One-person Corporations” by attorney Ms. Ana Piaggi. “Non-Commercial Partnerships, foundations and the third sector of non-commercial partnerships at the end of the millennium” by attorney Mr. Guillermo Ragazzi. “Partnerships” by attorney Mr. Eduardo Siseo. “Corporations, Capital and Equity. Shares, Sales of Shares, Transfers, voting trusts and Right to Vote” by attorneys Mr. Miguel Araya, Luis Palomino, García Tejera, Alejandra Luque, Martín Arecha and Pablo Fortín. “Corporate Issues” by attorney Mr. Carlos Odriozola. “Corporations: current trend of terms in the by-laws” by attorney Mr. Guillermo Ragazzi. “Corporate Organs” by attorneys Ms. María Galimberti, José Curá, Horacio Luchía Puig, Ricardo Nissen, Martín Arecha and others. “National and Transnational Merger and Spin-off, Termination and Liquidation, Corporations and Public Offer, Introduction to Business Groups, Group Liability and Unified Management” by attorneys Mr. O. Solari Costa, E. Butty, G. Bindi, M. Kenny, H. Medina, R. Manovil and H. Fargosi.

Seminars in **INSURANCE LAW**

- Insurance Seminar by Carlos J. Colombo and Rubén S. Stiglitz, organized by La Ley – Updating seminars (From August to November, 1999).
- “Updating seminar in Insurance Case-law” by Rubén S. Stiglitz, organized by La Ley – Updating seminars (November 1999).
- VII Convention of Argentine Insurance Companies (attended as observer). Mar del

Plata (1982), organized by Universidad Católica Argentina.

- “1st National Symposium on Surety bonds” by Professor Rodolfo Fontanarrosa, organized by the Center of Insurance Studies (July 1981).

#### Seminars in **LAW OF PROCEDURE**

- “Act 24.441, Foreclosure”, by attorneys Mr. Claudio M. Kiper, Eleonora R. Casabe and Maria Eva Baccaro. Master Group Argentina – Postgraduate Seminars (July 2001).
- “Nullity of legal acts and its relation with third parties acquiring real property”. Bar Association of San Isidro, Judicial Department (September 1998).
- “Federal Extraordinary Remedy” by Alberto Antonio Spota, La Ley – Updating Seminars (November 1999).

Several postgraduate courses in areas such as CIVIL LAW, BUSINESS LAW, CIVIL AND COMMERCIAL CONTRACT LAW, TORTS AND DAMAGES LAW AND MEDICAL LAW.

#### **MEMBERSHIPS**

- Member of Club de Abogados del Seguro (Insurance Attorneys’ Club) since 1987.
- Member of Club de Abogados de Empresa (Business Attorneys’ Club).



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#### POSTGRADUATE STUDIES

- Master in Telecommunications Law, Universidad de Buenos Aires, School of Law and Social Sciences (2000).
- Master in International and Comparative Law. Southern Methodist University, School of Law (1994-1995).
- International Trade. The First National Bank of Boston, Escuela Argentina de la Exportación (03/1992 - 12/1992).

#### Expertise

Business and Corporate  
Law

#### Studies

Universidad de Belgrano,  
School of Law and Social  
Sciences

Degree: Lawyer (1991)

#### Languages

Spanish  
English  
French

#### COURSES & SEMINARS

- Legal Aspects of the International Banking Business. Universidad de Buenos Aires, School of Law and Social Sciences (September, 1995).
- Environmental Legal Policy in the Mining Activity, Argentine Chamber of Mining Entrepreneurs (August, 1995).
- Banking and Finance Program, Universidad Austral, School of Law and Social Sciences (From August to October, 1995).
- Financial Development of the Mining Investments, Universidad de Buenos Aires, School of Law and Social Sciences (From April to June, 1996).
- View of the mining legislation and hydrocarbon, Universidad de Buenos Aires, School of Law and Social Sciences (1996).
- Main Speaker at the XXXIII Seminar of the Inter American Bar Association. "Mining. New Regulatory Framework". Rio de Janeiro, Brazil (May 1997).
- Legal Aspects of the Software. Universidad Austral, School of Law and Social Sciences (1999).
- Second Annual Miami International Arbitration Conference – Arbitration without a contract: Disputes involving Investment and Other Treaties – by Steel Hector and Davis in cooperation with the International Centre for Dispute Resolution (ICDR), the Inter- American Bar Association (IABI) and the Inter- American Commercial Arbitration Commission (IACAC) (January 2004).
- CEDEF - Centro de Estudios de Derecho Empresa y Finanzas "Suspension of sections 96 & 206 of Commercial Corporation and Partnership Law and Capital Loss" (2005).





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## EXPERIENCE

- Estudio De Dios & Goyena (2007-2011).
- Estudio Rivas Orozco, Cony Etchart, Nogueira & Krause (2004-2006).
- Estudio Ortiz (1999-2003).
- Arthur Andersen Asesores Legales (now Ernst & Young) (1998-1999)
- Vitolo Abogados (1996-1998).
- Honorable Senate of the Nation. Adviser at the Economics Committee, chaired by the National Senator Dr. Juan Carlos Romero (Salta) (1987-1989).

## Studies

Universidad de Buenos Aires, School of Law and Social Sciences

Degree: Lawyer (1987)

## Languages

Spanish  
English

## POSTGRADUATE STUDIES

- Master degree (LL.M) in Business Law, Austral University, School of Law (1993).
- Master in Law (LL.M) degree in Comparative Law, University of Miami, School of Law (1990).

## COURSES & SEMINARS

Professor of Civil and Commercial Contracts in the University of Buenos Aires School of Law, where he is in charge of courses and special seminars in long terms contracts and banking contracts.

## ACADEMICS & HONORS

- Universidad Nacional de Buenos Aires, School of Law and Social Sciences, Head of the Department in the subject Practical Tasks in Civil and Business Contracts. Associate professor in special courses in long term and banking. Department of Dr. Ricardo L. Lorenzetti – Associate professor Dr. Diego César Bunge (1999-2003).
- Universidad Nacional de Buenos Aires. School of Law and Social Sciences, in charge of a committee related to Civil and Business Contracts. Department of Dr. Sergio Le Pera (1994-1995).
- Universidad del Salvador, School of Law and Social Sciences. Associate professor of Mining Law. Department of Dr. Maciel (1991-1994).



## EXPERIENCE

Wide experience in Health Care Law, Pharmaceutical, Life Sciences and Medical Device regulations as well as their related areas.

She provides counseling and legal advice to medical doctors, health care providers, pharmaceutical companies and insurance companies on complex issues related to regulatory matters, liability exposure management and malpractice liability aspects, informed consent forms, clinical records, insurance, health service agreements, general terms and conditions, protection of intellectual property rights, consumer protection laws (federal & provincial). She also provides legal assistance in litigation matters in cases of professional liability and claims of malpractice. In an environment of increasing regulation, she has the depth of experience and legal expertise necessary to deal with challenging issues, such as clinical trials and A.N.M.A.T (National Agency of Medicines, Food and Medical Technology) clearance and approval.

Furthermore, her private practice comprises the following related areas: she has a substantial practice in the area of Data Protection, domestic and cross border, pursuant to the Argentine Habeas Data Law and enacting regulatory decree and regulations from the pertinent Enforcement Authority, Dirección Nacional de Protección de Datos Personales.

Commercial Law: Contracts, insolvency law, insurance law, etc. Consumer Protection Law: Consumers' rights, applicable legislation and proceedings brought before the pertinent regulatory authorities; Litigation: Civil and commercial proceedings, civil liability actions arising from contractual non-performance, manufacturer's liability and torts and Arbitration, malpractice. Arbitration: Proceedings held in the International Chamber of Commerce (ICC), under the UNCITRAL rules, and also acts as arbitrator at the Centro Empresarial de Mediación y Arbitraje [Corporate Mediation and Arbitration Center].

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### Studies

Universidad Católica  
Argentina

Degree: Lawyer (1985)  
Graduated with Honors

### Languages

Spanish  
English  
Italian

### POSTGRADUATE STUDIES

- Health Law and Services. Contract and Medical Liability. Universidad de Buenos Aires, School of Law and Social Sciences (1999).
- Health Hiring and Services: free exercise of profession and prepaid medical system. Universidad de Buenos Aires. Directors: Celia Weingarten and Carlos Gherzi. Academic Coordinator: Graciela Lovece (1999).
- Medical discretion, information on risks. Universidad de Buenos Aires. Directors: Celia Weingarten and Carlos Gherzi. Academic Coordinator: Graciela Lovece (1999).
- Government's liability and health service in Hospitals. Universidad de Buenos Aires. Directors: Celia Weingarten and Carlos Gherzi. Academic Coordinator: Graciela Lovece (1999).
- Medical Team's liability and specialties. Universidad de Buenos Aires. Directors: Celia Weingarten and Carlos Gherzi. Academic Coordinator: Graciela Lovece (1999).
- Exceptions to liability and damages to patient: economic and extra-economic. Universidad de Buenos Aires. Directors: Celia Weingarten and Carlos Gherzi. Academic Coordinator: Graciela Lovece (1999).

### COURSES & SEMINARS

- National Seminar on Medical Praxis, Fundación de Estudios e Investigaciones Administrativas de Salud del Hospital Italiano (1999).
- Malpractice. Legal medical aspects. Master Group Argentina (2000)
- Malpractice, National Conference of Analysis and Proposals. Médicos Medicina Global (2001).
- II Argentine Congress of Medical and Health Law, organized by Asociación Argentina de Derecho Médico y de Salud (AADEMES) trained by the American Association of Legal Medicine and Health (AALMH), Miami, USA (2004).
- Regulatory aspects related to the conducting and monitoring of Clinical Trials, lectured by FEFYM - Fundación de Estudios Farmacológicos y de Medicamentos "Prof. Luis M. Zieher" (2011).
- Basic Course for Clinical Trials' coordinators regarding training of GCP's provisions, lectured by FEFYM (2011).

**Adriana Senatore**  
Partner

**ESTUDIO BUNGE**  
**BUNGE, SMITH & LUCHÍA PUIG**  
ABOGADOS 1958

- Regulatory aspects related to the conducting and monitoring of Clinical Trials in the Province of Buenos Aires, lectured by FEFYM (2011).
- Contracts and Projects Risks, lectured by FEFYM (2011).
- Regulatory aspects of drugs, clinical research and health law, AABA – Asociación de Abogados de Buenos Aires (2013).
- Health law and new technologies access - Colegio Público de Abogados de la Capital Federal (2013).

#### **MEMBERSHIPS**

Regular member of the Instituto de Derecho Sanitario del Colegio Público de Abogados de la Capital Federal and of the Comisión de Derecho Sanitario de la Asociación de Abogados de Buenos Aires.



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#### Studies

Universidad Católica Argentina

Degree: Lawyer (1999)

#### Languages

Spanish  
English

#### EXPERIENCE

- He has actively participated in international and domestic complex litigation and arbitration cases. He has participated in complex Legal issues in the fields of Insurance and Reinsurance, Contracts, Real Property, Broadcasting and Entertainment, both domestic and cross border.
- Regarding Product Liability Litigation, he participated in the drafting of affidavits and other related documents in support of a U.S. manufacturer of automotive parts sued in U.S. courts for defective products, who alleged that Argentine courts were the appropriate forum.

#### POSTGRADUATE STUDIES

- Master in Business Law at the Escuela Superior de Economía y Administración de Empresas –ESEADE-, Buenos Aires. (2000 – 2001).
- L.L.M. in Comparative Law, Law School, University of Miami, Miami, Florida - U.S.A (2002-2003).
- Postgraduate intensive course, judicial system of the multilateral organization of commerce (World Trade Organization), Universidad de Buenos Aires (2003).
- Postgraduate Course on oil and gas law - Universidad de Buenos Aires (2005).

#### COURSES & SEMINARS

- Course on Trusts as Financing and Security Vehicles, by Mario Kenny in Asociación de Bancos de Argentina, 2006.
- Course on Corporate Finance and Investment Valuations, in Cedef Law & Finance, 2007.

**ESTUDIO BUNGE**  
**BUNGE, SMITH & LUCHÍA PUIG**  
ABOGADOS 1958

Member of:  
**SQUIRE**  
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***Associates***

**Alejandro Frías Ayerza**  
Associate

**ESTUDIO BUNGE**  
BUNGE, SMITH & LUCHÍA PUIG  
ABOGADOS 1958



#### COURSES & SEMINARS

- Mortgages in US Dollars – “Pesification” and Mortgage – Arrears – Foreclosure (Law 24441), organized by Master Group Company (2002).

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#### Studies

Universidad de Buenos  
Aires, School of Law and  
Social Sciences

Degree: Lawyer (1985)

#### Languages

Spanish  
English

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fzamudio@bunge.com.ar

**Studies**

Universidad de Buenos Aires, School of Law and Social Sciences

Degree: Lawyer (2002)

**Languages**

Spanish  
English  
Italian

**EXPERIENCE**

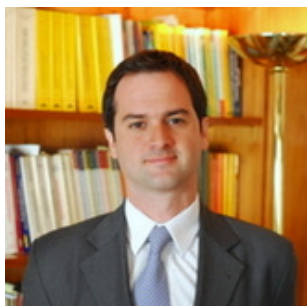
- Enap Sipetrol Argentina S.A. Corporative Advice in general, mainly in the contractual, administrative, customs, labor and corporative areas, specifically in the exploration, exploitation, transportation and oil and gas marketing. Business, national and international contracts, such as contracts for services, U.T.E. and Joint Venture. Answers Administrative Resources in Provincial Organisms. Functional Aspects regarding the performance of the oil activity, Decisions regarding the state of the environmental rules fulfillment, Decisions of the in force legal framework. Rules updating. Studies on environmental Impact (2008-2009).
- Estudio Jurídico Rosso Alba, Francia & Ruiz Moreno Abogados. Organization of any kind of Business Corporations, Civil Associations and Foundations. Functional Aspects regarding the performance of the corporation. Capital Increase, Social by-laws amendments, Corporations transformations, shareholders agreements, corporate names changes. Corporate reorganizations: breakups, mergers and transformations and registrations in the organisms of control. Mergers and Acquisitions (M&A). Agreement of Transitory Union of Corporations and Corporate Collaboration. Dissolutions, settlements and cancellation of corporations and transitory unions between corporations (2007 – 2008).
- América TV S.A. Corporate advice in general, mainly in the business, contractual, administrative and labor area. Exclusivity licenses, Agreements of TV productions and contents. Presentations in Defensa del Consumidor. Drafting of applications for registration of Licenses and Trademarks in Instituto Nacional de la Propiedad Industrial. Public hearing answers of observations. Renovation and Transference of Licenses and Trademarks (2006 – 2007).
- Grupo Supercanal S.A. Corporate advice in general, mainly in the business, contractual, corporate and labor area. Comprehensive corporate assistance, participation in acquisition, settlement and corporate sale transactions of telecommunications. Restructuring and debts refinance, credits negotiations and arbitrations with national and multinational corporations, trusts constitutions, joint-ventures and financial trust. Management of due diligence and audits (2003 – 2006).

#### **POSTGRADUATE STUDIES**

- Postgraduate course on Oil & Gas, Universidad de Buenos Aires – School of Law (2009-2010).
- Master in Law and Economy. Universidad Torcuato di Tella – School of Law, (2006).

#### **COURSES & SEMINARS**

- "Law and Special Development" City Center- Private Neighborhood – Country Club. Universidad de San Andrés (2005).
- Pre-master in Corporate Law. Universidad Austral (2004).



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#### Studies

Universidad Católica  
Argentina, School of Law  
and Social Sciences

Degree: Lawyer (2007)

#### Languages

Spanish  
English

#### EXPERIENCE

- Estudio Chevallier, Boutell, Speyer & Mariani: Lawyer of the Labour Law Department – Follow-up and comprehensive impulse of labour lawsuits. Appearance in conciliatory and testimonial hearings. Agreement Settlement. Letter mails drafting (Since July 2008).
- Estudio Gioja & Asociados Junior Lawyer. Follow up in civil, commercial and labour lawsuits (From July 2007 to 2008).
- Estudio Gioja & Asociados, Junior Lawyer. Legal representative of case files in civil, commercial and labour matters (From July 2005 to 2007).
- Estudio Bullo, Tassi, Estebenet, Lipera, Torassa & Asociados: Legal representative of the Commercial Law Department in the area of foreclosures. Document's drafting of mere procedure, warrants, official letters, and subpoenas in foreclosures. Data base updating. Several procedures in public and private organisms (From July 2003 to 2005).
- Estudio Robredo & Asociados: Legal representative in the civil, labor and commercial jurisdictions, subpoenas' services, warrants (2001-2003).

#### COURSES & SEMINARS

- Course on *Finanzas para no Financieros*, IAE, Universidad Austral (2012).
- Course on Insurance, Universidad Católica Argentina (2011).
- First and Second quarter at EMBA IAE, Universidad Austral (2010).
- Intensive English Course - Intrax International, Chicago, Illinois (2009).
- Course on Foreign Trade - Fundación Bank Boston (2003).



#### EXPERIENCE

- Estudio Tommasi – Rivolta & Asoc (From August 2007 to December 2010).
- Estudio Goldin & Asoc (From February 2007 to August 2007).
- Estudio Foglia & Asoc (From February 2007 to July 2007).

#### COURSES & SEMINARS

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##### Expertise

Labor Law

**Studies**  
Universidad de Buenos  
Aires, School of Law and  
Social Sciences

Degree: Lawyer (2006)

##### Languages

Spanish  
English

- Seminar on Improvement of Professional Practice of "Insurance", Director: Jorge Kielmanovich – School of Law, Universidad de Buenos Aires (2010).
- Seminar on Improvement of Professional Practice of "Will and State Law", Director: Jorge Kielmanovich – School of Law, Universidad de Buenos Aires (2010).
- Seminar on Improvement of Professional Practice of "Social Security Law", Director: Jorge Kielmanovich – School of Law, Universidad de Buenos Aires (2007).
- Seminar on Improvement of Professional Practice of "Labor Law", Director: Jorge Kielmanovich – School of Law, Universidad de Buenos Aires (2007).
- Course on Business Etiquette, Rules and Social Relations, in charge of Professor Christopher Apostolidis, School of Law, Universidad de Buenos Aires (2007).
- Course on Oratory, in charge of Graciela Russo, School of Law, Universidad de Buenos Aires (2007).

#### POSTGRADUATE STUDIES

- Specialization in Labor Law – School of Law - Universidad de Buenos Aires – Principal: Mario Eduardo Ackerman (2009-2011).



#### POSTGRADUATE STUDIES

- Postgraduate course on Labor Assistance to Companies. Universidad de Buenos Aires (2003).
- "Program for the Analysis of Corporate Matters". Universidad Austral (2004).
- "Labor Law". Universidad Católica Argentina, Postgraduate Department (2007-2008).
- Intensive Seminar on Analysis of Law, Doctrine and Case law regarding Labor Risks (2009).
- Expertise Course of Freedom and Union Organizations, Universidad de Buenos Aires (2011).

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#### Studies

Universidad de Buenos Aires, School of Law and Social Sciences

Degree: Lawyer (2000)

#### Languages

Spanish  
English



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### EXPERIENCE

- Research Assistant. Asian Institute of International Finance Law. Hong Kong University. Hong Kong, China (2009).
- Estudio Allende & Brea. Internship (2007).
- Exchange Semester in Arizona State University, Sandra Day O'Connor College of Law, Arizona, EE.UU. (2006).

### POSTGRADUATE STUDIES

**Studies**  
Universidad Torcuato Di Tella,  
School of Law

Degree: Lawyer (2007)

**Languages**  
Spanish  
English  
Portuguese

- LL.M. (concentration in Business Law), UCLA School of Law, Los Angeles, CA. Honors: Dean's Tuition Fellowship award (2013).
- MBA/MAF Exchange Program, EGADE Business School, Tecnológico de Monterrey, Santa Fe Campus, Mexico, (2012).
- Masters in Finance, Universidad del CEMA, Buenos Aires, Argentina (2012).
- Postgraduate course on Corporate Law, Universidad Austral, Buenos Aires, Argentina (2008).

### COURSES & SEMINARS

- "Analysis and Interpretation of Balances for Lawyers". "Insolvency & Capital Loss". Intensive Seminars. CEDEF, Law & Finance (2009).



#### POSTGRADUATE STUDIES

- Master in Business Law at Escuela Superior de Economía y Administración de Empresas –ESEADE-, Buenos Aires (2004 – 2005).
- “L.L.M. in Comparative and International Law”, Facultad de Derecho, University of New South Wales, Sydney, Australia (2009-2010).

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#### COURSES & SEMINARS

**Studies**  
Universidad Católica  
Argentina  
Degree: Lawyer (2003)

**Languages**  
Spanish  
English

- Seminar on International Arbitration presented by Toby Landau QC - “The day after tomorrow: Future Development of International Arbitration”, organized by Clayton Utz and University of Sydney (2009).
- Day of Corporate Law-Resolution 7/2005, organized by Infobae Profesional (2005).
- Conference "Balance de la Pesificación" organized by El Derecho - Universidad Católica Argentina -UCA- (2003).
- Conference on Commercial Law given by Dr. Uzal, Dr. Favier Dubois, Dr. Lorente and Dr. Bargallo. Universidad Católica Argentina (2002).
- Seminar on Negotiation and Persuasion organized by Universidad Católica Argentina (2002).

#### MEMBERSHIPS

- Member of the Argentine Chamber of Commerce for Asia and the Pacific.



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**Expertise**

Corporate and Tax law

**Studies**

Universidad de Buenos Aires, School of Law and Social Sciences

Degree: Lawyer (2011)

**Languages**

Spanish  
English

**EXPERIENCE**

- Estudio Jurídico De Dios & Goyena. Drafting of minutes of the meetings and board of directors, reports, registrations procedures, procedures in public bodies and notary public's offices in general. Agreements and contracts. Court proceedings (2007-2011).
- Estudio Jurídico Rivas Orozco, Cony Etchart, Nogueira & Krause. Drafting of minutes of the meetings and board of directors, reports, registrations procedures, procedures in public bodies and notary public's offices in general (2006-2007).

**COURSES & SEMINARS**

- "Personal Data Protection Act Ley 25.326", Bolsa de Comercio de Buenos Aires (2009).
- "Private Financing Contracts", Universidad de Buenos Aires, School of Law and Social Sciences – Postgraduate Department (2011).
- Master in Business Law, ESEADE (on going).

**ACADEMICS & HONORS**

- Universidad de Buenos Aires, School of Law and Social Sciences. Teaching assistant of Dr. Zuleta Puceiro, associate professor Dr. Renato Rabbi Baldi Cabanillas, in the subject "Teoría General del Derecho" (2005-2009).





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#### Expertise

Economic and Business Law

#### Studies

Universidad de Buenos Aires,  
School of Law and Social  
Sciences

Degree: Lawyer (2009)

#### Languages

Spanish  
English  
Italian

#### EXPERIENCE

- Estudio Jurídico Gorra & Morasso, Assignment of cases to solve personally under exclusive responsibility: Business Law: Banking Advice; Business Advice; Submitting and follow-up of reorganization proceedings and bankruptcies, filing and verification of credits, challenge and revision. Recovery of bankruptcy credits. Enforcement proceedings; Enforcement proceedings against secured collateral; Collateral Seizures. Seizures. Civil Law: Family, Inheritance, Damages. Insurance Law, Foreclosures. Experience in private mediation proceedings. Consumers Rights: Consumers Defense. Standard term contract and abusive clauses analysis. Labor Law: Dismissals, attendance to hearings. Negotiation (2010-2013.)
- Coop. De Vivienda Cred. Y Consumo Dinámica Ltda. Law Services Department. Writing of claims, briefs. Follow-up of Commercial Cases (Pledges, Executive matters, Reorganization Proceedings and Bankruptcy) and Civil Cases. Negotiation. Debt Recovery. Seizures and Seizure of Real Assets. Procedures before the Registry of Real Property of the City of Buenos Aires, Province of Buenos Aires and before the National Vehicle Registry (2008 – 2010.)
- Servicio Packaging S.A. Business Assessment: mainly within the commercial and contractual field. (2005 – 2007.)
- Estudio Severgnini, Robiola, Grinberg & Larrechea. Intellectual Property Department under the supervision of Dr. Norma Félix. Administrative procedures before INPI, Negotiation and client follow-up. Legal Cases follow-up. Expertise on Trademarks and Patents (2002– 2004.)

#### COURSES & SEMINARS

- Training Program within the Professional Exercise on Damages Law. 18-hour course. Conducted by Dr. Oscar Ameal. Graduates Center, Universidad de Buenos Aires (2010).
- Training Program within the Profesional Excercise on Civil Procedure Law. 18-hour course. Conducted by Dr. Eduardo Sirkin and Dr. Juan Pablo Rodríguez. Graduates Center, Universidad de Buenos Aires (2010).

**Alejandro Rodríguez**  
Associate

**ESTUDIO BUNGE**  
**BUNGE, SMITH & LUCHÍA PUIG**  
ABOGADOS 1958

- Training Program within the Professional Exercise on Enforcement Proceedings. 18-hour course. Conducted by Dr. Jorge Rojas and Dr. Hernán Pagés. Graduates Center, Universidad de Buenos Aires (2010).

**ESTUDIO BUNGE**  
**BUNGE, SMITH & LUCHÍA PUIG**  
ABOGADOS 1958

Member of:  
**SQUIRE**   
**SANDERS**



*Of Counsels*



#### EXPERIENCE

- Former member of Estudio Moltedo Law Firm (1993).
- Former member of Estudio Pomiró & Abogados Law Firm. (1980- 1992).
- Legal Advisor of FATE S.A. (1987- 1992).
- Legal Advisor of JUAN CINCOTTA S.A. (1983-1992).

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#### POSTGRADUATE STUDIES

##### Expertise

Labor Law

##### Studies

Universidad de Buenos Aires, School of Law and Social Sciences.

Degree: Lawyer (1979)

##### Languages

Spanish  
English

- Postgraduate Course "Labor and Social Security Law", Instituto para el Desarrollo de Empresarios en la Argentina (IDEA) (1982).
- Postgraduate Course "Business Law for Attorneys", Universidad Argentina de la Empresa (UADE) (1984/1985).
- Postgraduate Course "New Tendencies on Labor Hiring", by Mr. Juan C. Fernandez Madrid, School of Law and Social Sciences, Universidad de Buenos Aires (1997).
- Postgraduate Course "Law of Labor Collective Relations", by Mr. Carlos Alberto Etala, School of Law and Social Sciences, Universidad de Buenos Aires (2000).

#### COURSES & SEMINARS

- Participant as regular member in "VIII Ibero-American Congress and VII National Congress of Labor and Social Security Law", held at the School of Law and Social Sciences, Universidad de Buenos Aires (1983).
- Training Course on Dispute Resolution, by attorney Ms. Susan Coleman (Mediator in U.S.A.), Notaries Public Association, Capital City (1993).
- Course on Negotiation and Mediation "Mediation: The Art of Facilitating Settlement", taken at the Institute for Dispute Resolution, Pepperdine University, California, (1995)
- Negotiation Seminars "How negotiate without giving", by Mr. Roger Fischer, (1993); and "The art of negotiating", by William Ury, (2001).

**ACADEMICS & HONORS**

- Professor in “Contract Negotiation”, Escuela Superior de Economía y Administración de Empresas (ESEADE).
- Professor in “Assets Mediation” Course, Asociación Iberoamericana para la Resolución Alternativa de Disputas (AIRAD).
- Guest Faculty Professor in Postgraduate Courses on “Negotiation”, School of Law and Social Sciences, Universidad de Buenos Aires (UBA).



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#### Studies

Universidad de Belgrano,  
School of Law and Social  
Sciences

Degree: Lawyer (2001)

#### Languages

Spanish  
English

#### POSTGRADUATE STUDIES

- Master of Laws -LLM- (International and Comparative), Southern Methodist University, Dedman School of Law, Dallas, Texas, USA – Awarded a scholarship by SMU, (2002-2003).
- Specialist in Finance and Tax Law, March 2001/December 2002, Universidad de Belgrano (UB), School of Law and Social Sciences, Buenos Aires, Argentina.
- Postgraduate Course in Oil and Gas Law, June 2005/May 2006. University of Buenos Aires (UBA).

#### COURSES & SEMINARS

- “Defensa del Contribuyente frente al fisco”, Hotel Panamericano (August, 2008).
- “Arbitraje internacional”. UADE (October, 2005).
- “Recent anti- evasion measures”. INFOBAE (June 9th, 2005).
- 15th Annual Seminar on International Law, “Managing Risk in International Transactions” Dallas, Texas, USA, Int. Law Section of the State Bar of Texas. (2003).
- How to invest in USA”, Haynesboone, Dallas, Texas, (April, 2002).

#### ACADEMICS & HONORS

- Professor in the postgraduate course on Finance and Tax Law in charge of Catalina García Vizcaíno, Belgrano University.
- Former collaborating professor in Master on Business Law (Tax Law) from ESEADE (2006-2007)

#### PUBLICATIONS

- Law and Business Review of the Americas, Texas, USA. Assiduous writer of such fascicles published in the US, and author of several articles such as: “Argentinean Business Entities and the US Check-The-Box-Regulations”,

“Investing in the Republic of Argentina: Applicable Withholding Rule and Exceptions According to the Argentine Central Bank Regulations”, among others.

- “Doing business in the United States when considered American resident by the IRC. The substantial Presence Test.” P.E.T. 299, LA LEY.
- “Tax Aspects on Franchising” LA LEY – PET 299
- “Consideraciones sobre el franchising”. “Enfoques” Review , LA LEY May,2004.
- “La problemática del decreto 786 de la Pcia. de Neuquén – Impuesto a los sellos” published in the Tax Law program of Belgrano University.
- “Derecho del consumidor, lealtad comercial y un juego al límite en un aleccionador fallo del Superior Tribunal de Justicia de Río Negro”, (co-author with Mr. Orlando D. Pulvirenti), [www.poderlocal.net](http://www.poderlocal.net)
- “La cruzada de la IGJ contra las sociedades extranjeras fantasmas” Per Epistolam published by the Bar Association of Mercedes, Province of Buenos Aires. 2005.



#### POSTGRADUATE STUDIES

- “Master of Laws in Comparative Law”, School of Law, University of Miami, Coral Gables, Florida – U.S.A. (2001)

#### EXPERIENCE

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##### Studies

Universidad Católica  
Argentina

Degree: Lawyer (1998)

##### Languages

Spanish  
English

- BRUCHOU, FERNÁNDEZ MADERO, LOMBARDI & MITRANI ABOGADOS, Buenos Aires, Argentina. Associate 2005 – February 2007. Advised in mergers and acquisitions to national and foreign companies. Participated in the acquisition of BankBoston N.A. and other related entities such as 1784 Sociedad Gerente de Fondos Comunes de Inversión and Fundación BankBoston by Standard Bank. Worked in the acquisition of the General Electric’s hydroelectric business unit by IMPSA. Participated in international business transactions, including the IPO of Trefoil Ltd (holding company of Petrolera El Trébol S.A.) in the Oslo Børs, Norway, and the construction of a steel tubes plant for the Tenaris Group in Qingdao, China. Worked in other engineer and construction agreements, including a contract for the construction of a biodiesel plant in Argentina. Drafted and negotiated of international agreements for the purchase and sales of steel tubes.
- POZO GOWLAND & KOCH ABOGADOS, Buenos Aires, Argentina. Associate 2003 -2005. Advised in corporate matters to the Skanska Group’s subsidiaries in Latin America. Participated in diverse engineering and construction projects, including the construction of a compressor gas plant and of a gold processing plant in Camisea and Alto Chicama, respectively, in Perú. Drafted and negotiated oil & gas and stock purchase agreements as well as diverse contracts with partners of Skanska’s subsidiaries, including shareholders agreements, MOUs, and subcontracts. Reviewed and approved of corporate minutes and PoAs. Extrajudicial claims. Prepared legal documents to initiate such claims.
- MERCK SHARP & DOHME. Candean Regional Office, Legal Department. Miami, Florida. USA. Legal Advisor: 2001 – 2003. Advised to the Merck & Co.’s subsidiaries in Central and Latin America in the areas of health law, intellectual property and competition law. Reviewed and analyzed internal laws, including administrative resolutions issued by local organisms. Drafted contracts and legal opinions on the aforementioned subjects. Advised in connection with the medical and marketing programs to be developed in the region. Followed up to the Merck



subsidiaries' lawsuits in their local and international (arbitration) jurisdictions.

Since April 2003 to October 2003, worked from MSD Argentina.

- BUNGE LAW OFFICE (BUNGE, SMITH & LUCHIA PUIG ASSOCIATES), Buenos Aires, Argentina. Associate, 1999. Bankruptcy proceedings and mortgage foreclosures. Represented clients in judicial and administrative proceedings. Drafted and outlined powers of attorneys, board of director's minutes and shareholders' resolutions. Drafted and analyzed contracts. Paralegal, 1996 - 1997. Initiated and conducted executory cases, especially fiscal proceedings for the client Aguas Argentinas. Monitored and followed up lawsuits at court. Led lawsuits and proceeding to the systematization through Fox, LexDoctor and other software applications. Counseled assigned clients and negotiated settlements. Drafted reports for clients.