



# Programme EIC Connect

September 10th Manchester, UK

## Panel 1-Government Policy and Current Investment in Renewables

Speakers:

**Santiago Ross**, Associate Lawyer, Norton Rose Fulbright

**Kevin Ledwith**, Manager UK Export Finance-

- National Program for the Promotion of the Use of Renewable Energy -RenovAr
- UK Government Assistance Programme

## Panel 2-Tax and Legal Implications-Current Framework

Moderator: **Federico Cincotta-Cincotta International Advisory Firm**

Speakers:

**Roberto Fortunati**-Partner Beccar Varela

**Pablo Baroffio**-EY Senior Manager-Latin American Centre-Global Tax Desk Network EMEIA

**Sheena McGuinness**-Tax Partner RMS UK LLP

- Tax regulations and exemptions for renewable energy projects
- Legal framework for renewable energy with its energy targets, incentives, market rules and transparency

## Speakers



### **Roberto Fortunati, Partner Beccar Varela**

Roberto is a partner at the Beccar Varela law firm and a member of its Management Committee. He heads the firm's Natural Resources Department and co-heads the M&A, Banking and Financial Institutions Departments.

His main practice areas are M&A, banking and financial institutions, and project finance, with particular focus on natural resources. He is a recognized expert in the mining, energy and oil & gas industries. He has also acted as consultant to The World Bank on insolvency matters.

He began his career as in-house counsel of Amoco Argentina Oil Company. In 1986, he joined Beccar Varela, where he was a partner until 2001, when he joined Citigroup (Argentina) as General Counsel. In 2003, he founded Fortunati & Asociados law firm, which merged with Beccar Varela in 2010.

Roberto obtained his Law degree from Universidad de Buenos Aires. He is a member of the Advisory Board of the Universidad Torcuato Di Tella Law School and Professor in the LLM program of M&A and Project Finance at the Universidad de San Andrés Law School.

He is a member of various national and international professional associations, including the Buenos Aires Bar Association, the International Bar Association (IBA), the Prospectors and Developers Association (PDAC), the Association of International Petroleum Negotiators (AIPN) and the American Bar Association (ABA). He is a member of the Board of Directors of several companies and he is on the list of arbitrators of the MAE (Open Electronic Market).

Roberto has been recognized by Chambers Global, Chambers Latin America, The Legal 500, Who'sWhoLegal, IFLR1000, Latin Lawyer 250 and LACCA Approved.

He speaks Spanish, English, French, and he is proficient in Portuguese and Italian.

### **Beccar Varela - Overview**

Founded in 1897, Beccar Varela is a leading full-service law firm in Argentina, advising local and international companies in all areas of corporate law across all industries. The firm was named "Argentina

Law Firm of the Year” by Chambers Latin America in 2017, and “Best Latin American Law Firm: Corporate” by ILASA in both 2018 and 2019. A leader in serving the natural resources sector, its power team assists clients active in energy generation, transmission and distribution, and large consumers. Beccar Varela has extensive experience in major government privatizations, international bids and concession contract renegotiations, and assists both developers and owners on the drafting and negotiation of EPC agreements including risk assessment and structuring. The firm advises on regulatory issues at the national and provincial level as well as on cross-border deals and has extensive experience in structuring legal solutions for project finance including in renewables.

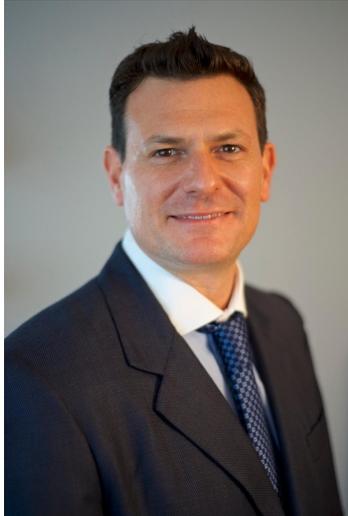


**Pablo Baroffio, Senior Tax Manager, EY London, Latin American Business Centre (LABC)**

Pablo is a tax expert with more than 15 years of experience advising companies doing business in Argentina and Latin America. He is a Senior Tax Manager with the EY Latin American Business Centre (LABC) based in London. Prior to joining the EY UK based team, he has been working at the International Tax Services team of EY Argentina based in Buenos Aires. Pablo is a Certified Public Accountant graduated from the University of Buenos Aires (UBA), has carried out Taxation post graduate studies at the same University, and is a frequent speaker and author of articles specialized in tax matters.

**EY LABC - Overview**

The EY LABC (Latin American Business Centre) is a group of EY tax professionals from the most important economies in Latin America, who are based in London and provide tax advice on business and investments in and through the region. We can guide clients through the complex tax issues they face when engaged in international businesses. Some of the main matters addressed in our projects include: cross-border investment and financing/refinancing structures, holding company and IP structuring, business reorganizations, tax treaty analysis, transfer pricing, financial model reviews, mergers and acquisitions, mobility and supply chain design.



## **Federico Cincotta-Cincotta International Advisory Firm**

Dr. Federico Miguel Amadeo Cincotta the only solicitor of England & Wales practising in Argentina. He is dual qualified (England & Wales and Argentina) and practises law in both jurisdictions. He has over 20 years' legal work experience.

Federico advises governments, companies and private clients with a well-earned reputation for providing high-quality, sophisticated legal advice. He works with clients to help them achieve their business goals providing them commercially driven advice.

He has experience in M&A, company set-up, business, commercial and corporate law, civil and commercial litigation, international trade and start-ups.

Furthermore, he is a professor at the National University of La Plata in the Postgraduate course and in the Law Society of La Plata, lecturing on Legal English. He has worked and trained for the best law firms in the world and with leaders in their field.

## **Cincotta International Advisory Firm- Overview**

We are an international advisory firm, with a particularly strong presence in Europe & Latin America – with offices in London, Buenos Aires and La Plata -, operating as a bridge between the two continents. The firm specialises in Legal and Business advice. The managing partner, Dr. Federico Miguel Amadeo Cincotta, is the only Solicitor of England & Wales practising in Argentina and a lawyer in Argentina.

At Cincotta International Advisory Firm we focus on legal and business services, bringing innovative solutions for companies, governments, start-ups and HNW individuals. The areas of law that we operate in include: corporate, business, customs, international trade, real estate, litigation, asset transfer, employment, family, immigration and private client. Whether you are looking for advice to expand into the UK, Argentina -or elsewhere-, we are capable of providing a tailored solution.

This boutique firm provides sophisticated, high quality advice to international and local clients on matters of English and Argentine law. We are the first and only firm in Argentina with a qualified English solicitor, capable of providing advice on English law matters. Our clients appreciate that we resolve complex issues, we spot problems before they arise and that we build strong relationships with them.

Cincotta International Advisory Firm is a patron member of The British Argentine Chamber of Commerce and has been appointed as the only corresponding law firm of The Federation of International Employers (FedEE) in Argentina.



### **Santiago Ross-Norton Rose Fulbright**

Santiago Ross is a renewable energy projects lawyer based in London and member of the Global Projects team at Norton Rose Fulbright. He focuses on the development, financing, construction, operational and regulatory aspects of energy and infrastructure projects in emerging markets. Santiago has been involved in the Latin American energy industry since qualification in 2010, where he has advised developers, commercial lenders, multilaterals and investors on energy and infrastructure projects in Argentina, Mexico, Chile, Brazil, Colombia, Peru and the Dominican Republic.

In the last 12 months alone, Santiago has advised on renewable projects in excess of 2 GW spanning solar PV in the Argentina, solar PV in Chile, solar PV in Mexico, solar PV in Botswana, solar CSP PV hybrid in Morocco and onshore and offshore wind in Mexico, the UK and Ireland. Santiago has extensive knowledge of, and experience in Latin America and Africa, and has advised on solar PV and wind projects on the RenovAr rounds in Argentina.

### **Norton Fulbright- Overview**

Norton Rose Fulbright is a global law firm – 50+ Offices 7000+ People 4000+ Legal staff

We provide the world's preeminent corporations and financial institutions with a full business law service.

We believe that our global renewables practice offers the strongest network of skilled legal advisers anywhere in the world.

Our lawyers provide the full spectrum of legal services in the renewable energy sector. We are recognised for our involvement in pioneering first-in-jurisdiction and first-in-technology renewable energy projects around the world.

Against a backdrop of market and technological disruption, our sector-driven business model enables us to anticipate change across core industries and leverage the experience and knowledge of our experts in one industry in order to benefit our clients in another. Clients also benefit from Future Ready, our global program focused on the rapid and disruptive transformation of the energy sector.



### **Sheena McGinness-RSM Overview**

Sheena is a partner at RSM, specialising in all aspects of corporation tax and had over 20 years' experience of advising and supporting businesses in respect of their corporate tax requirements. She has spent time in industry, where she was Head of Tax for Shell Renewables and so understands the importance of giving practical and pragmatic advice to her clients. She has extensive experience of tax planning and has advised numerous businesses in respect of tax efficient cross border transactions and throughout the project life cycle of renewables projects. If you are considering investing overseas Sheena would be delighted to discuss with you the international and UK tax aspects you may wish to consider prior to undertaking the investment to ensure you are aware of possible steps to safeguard that your acquisition is as robust as possible from a tax perspective and you are aware of potential issues and opportunities. Similarly if you are looking to divest, expand through organic growth, restructure or refinance there will be numerous tax considerations which Sheena can help you to identify.