

# Paul Ureel



**Paul Ureel, Argentinean, Belgian of origin, was born in Charleroi, Belgium**

**He is a Lawyer and Master in Financial Management of Companies.**

- Born in Charleroi, Belgium in 1954, argentine naturalization in December 1996.
- Married, 4 children.
- E-mail: [pureel@gmail.com](mailto:pureel@gmail.com)

## ***Academic antecedents***

- Lawyer (Catholic University of Louvain, French speaking regime).
- Master in financial management of Companies (Flemish High School of Economics – Vlaamse Economische Hoge School, Brussels, Dutch speaking regime).
- Author and co-author of articles and studies in tax law and financial engineering.
- Member of the Redaction Committee of several Publishers specialized in tax, financial and real estate matters (KLUWER, CED SAMSON, REVUE DE LA BANQUE...).
- Active Member of several tax law and management congresses and study days in Belgium and in Argentina (SKY EVENTS, CEGOS, Training Partners, United Consult, in Belgium...and Empretec, in Argentina)
- Professor in several Private and State Schools and professional training Centres, in tax, company, commercial and civil law.

## ***Professional antecedents:***

- Member of the Marketing Department of AnHyp S.A., Saving Bank in Antwerp, Belgium, 1978-1979.
- Tax Law (Senior) Advisor of AnHyp S.A., Saving Bank in Antwerp, Belgium, 1979-1991.
- Member and Advisor of the Belgian Association of Mortgage Companies, 1980-1982 (in name of AnHyp S.A.).
- Member and Advisor of the Belgian Association of Saving Banks, 1983-1990 (in name of AnHyp).
- Member and Advisor of the Belgian Association of Banks, 1990-1991 (in name of AnHyp).
- Secretary of the Board of Directors of SFC S.A. (Sécurité Fiscale et Comptable S.A., second most important Belgian accountancy and tax law firm, subsidiary of AnHyp S.A.), 1984-1991.

- Partner of Structure Finance & Capital S.A., 1991-1997.
- Founder Partner of URE N.V. (United Real Estate n.v. in 1985,).
- Founder Partner of UPP S.A. (United Personal Properties in 1986, holding Company)
  - . Financial Engineering: preparation of investment structures
  - . Finance ("venture capital"), brokerage;
  - . "Start up" of Companies; - realizations: **KALVANCO ARGENTINA S.A.** (Production of CNG – compressed natural gas - tubes for cars and trucks), **BRAINTech EUROPE S.A.** (patented production system of hydroponic production of potatoes seeds and mini-tubercles in collaboration of the Agronomic University of Gembloux, in Belgium) – sale of the company in 1997; **SISCARD S.A.**, (in Argentina – technical and commercial support of VISA...).
  - . "Business Centre" in Brussels - till 1997.
  - . Management of a policlinic, in Brussels – Sold in 1997.
- **Eagle S.P.R.L.**, Belgian company specialized in brokerage of second hand computers – company purchased in 1993 and sold in November 1997.
- Founder Partner of **Heran Services S.A.** in 1994, company specialized in massive and personalized recovery of debts in Belgium and with collaboration agreements all over Europe.
- In 1990 first operations of financial engineering between **Latin America** and Europe. Up from 1992, till 6 travels to Argentina per year. Up from December 1996 permanent residence in Argentina (with family).
- In 1994, first personal investment in Argentina in **KALVANCO ARGENTINA S.A.**, **company specialized in the** production and commercialization of CNG tubes in glass fibre – sale of the company in 1998.
- In 1995 investment in **SISCARD S.A.**, company specialized in transfer of electronic data, offering technical and commercial support to VISA in Argentina - (sale of a part of the shares of SISCARD S.A. end of October 1998 and the rest end of 2004).
- In 1996 permanent residence in Argentina and in 1997, constitution in Cordoba of **HERAN SERVICES ARGENTINA S.A.** (with participation of Heran Services S.A. of Belgium); in 1998, initiation of activities in its Branch in Rosario, in 1999, initiation of activities in its Branch in Buenos Aires, in 2001 initiation of activities in Campana y San Nicolás.
- In 1998 birth of the association of Companies named **A&G International**, preparation and initiation of activities of international trade and consultancy initially in collaboration with **A&G Hispano Internacional B.V.**, based in The Netherlands and in Spain.
- In 2000 and 2001, additional member of the board of Directors of the Trade Chamber of the Province of Cordoba (Argentina).
- In March 2002, impulse the creation of **EISI S.A.**, company specialized in cutting and folding and more in general, processing of iron plates.
- In July 2001 integration in **Cidelco s.r.l.**, Cordobese “catering” company. Sales of shares end of 2002.
- Up from April 2002 international trade activities developed in the partnership **A&G International**: export of fresh fruit from Argentina towards Belgium and the Netherlands. **Since 2010 brokerage in heavy farming equipment, as well as in extruders, oil presses, full vegetale oil estrusion plants...**
- In March 2004 acquisition of 25% of the shares of **CAL S.A.** (Compañía Argentina de Logística), a company specialized in stocking and in distribution of frozen food products. Sale in Nov. 2005.
- Up from 2006 till 2011, Senior Advisor in **SpinLock S.R.L.**, company specialized in

Magnetic and in Cuadropole Resonance, “spin off” of the UNC (Universidad Nacional de Córdoba) – negotiates in November 2006 the Joint venture between SpinLock and the Houston based Investigation Centre of Shell (SIEP).

- Up from November 2009, as a partner of **A&G International**, in the farming department, specialized in the development of high scale no-till farming and in the promotion, export and distribution of agro-industrial equipment and of vegetal oil extrusion plants towards in the South African Republic, as well as trading activities: export from Argentina of TVP (textured vegetal protein), animal feed and agro-industrial equipment to **South Africa**
- Nowadays: starting the development of important farming projects in South Africa and in Jamaica. See also: [www.aginternational.com.ar](http://www.aginternational.com.ar)

### ***Particular Skills***

Transaction Services - assisting companies in making acquisitions, divestitures and strategic alliances, while accessing the global capital market. Bringing together all the relevant multidisciplinary expertise from years of experience, including tapping into a vast finance- and industry-sector knowledge.

The target is helping to maximize the return on deals possibly acting as deal managers, aiding clients or partners in getting deals done faster, with less disruption and at attractive price, through cross-functional action.

Experience embraces these core areas:

- Business planning and strategy advisory and execution assistance.
- Project finance
- Private equity advisory (including “PPP”)
- Leveraged and management buy out advisory
- Advice and assistance on fund raising
- Contract assistance (in particular: joint ventures, private partnerships)
- Financial due diligence
- Bid defense and bid support service
- International tax planning – Tax law – Company law

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