



UP TO  
10 CPD  
HOURS  
AVAILABLE\*

# 5th Annual Real Estate Investments Conference

## Trends, opportunities and new frontiers

1–3 May 2013

Four Seasons Hotel, Mexico City, Mexico

A conference organised by the IBA Real Estate Section, supported by the IBA Latin American Regional Forum and IBA North American Regional Forum

### Topics will include:

- The real estate market: current trends, key players and opportunities
- Projects and infrastructure as they relate to real estate
- Cross-border real estate investments and restructuring: hot topic round tables
- Hotel real estate market: transactions in mature destinations
- Shopping centres: the tenant/landlord relationship – a difficult balance?
- Environment and real estate transactions: current and future challenges
- How to effectively solve real estate disputes: dispute resolution and real estate

### Who should attend?

Lawyers in private practice, in-house counsels, bankers active in the real estate industry, fund managers, senior managers in real estate companies, accountants, brokers and other service providers to the industry.

### Keynote speaker

*Pedro Aspe Former Mexican Secretary of Finance and Public Credit; Co-Chairman, Evercore Partners, Mexico City*



0830 – 1400 **Registration**

0830 – 0900 **Welcome coffee**

0900 – 0915 **Opening remarks by Conference Chair**  
**Luis Moreno**

0915 – 1045 **Shopping centres: the tenant/landlord relationship. A different balance?**

The session will explore the contractual 'do's and don'ts' of the tenant/landlord relationship, focusing on key clauses and negotiation techniques, all relevant in equating the formula between both.

*Moderators*

**Luis Pérez Delgado** *Goodrich Riquelme y Asociados, Mexico City*  
**Maria Leticia Ossa-Daza** *Willkie Farr & Gallagher, New York*

*Speakers*

**Luis Felipe Ahumada** *Chief Executive Officer, Shopping Malls Division, Consorcio Ara, Mexico City*  
**Alessandro Barzaghi** *Cocuzza & Associati, Milan*  
**Santiago García Moreno** *Senior Vice-President, O'Connor Capital Partners, Mexico City*  
**Pedro Morera** *General Counsel, Mexico Retail Properties, Mexico City*

1045 – 1105 **Coffee/tea break**

1105 – 1230 **Environment and real estate transactions: current and future challenges**

An analysis of the effects of climate change and their impact on real estate developments.

*Moderators*

**Humberto Celis Aguilar** *Celis Aguilar Alvarez y Asociados, Mexico City*  
**Carlos de Icaza** *Creel García-Cuéllar Aiza y Enríquez, Mexico City*

*Speakers*

**Gustavo Alanis** *President, Mexican Centre of Environmental Law, Mexico City*  
**Alejandro Antillon** *Pacheco Coto, San José, Costa Rica*  
**Victor Lichtinger** *Former Secretary of Environment of Mexico, Mexico City*  
**Gabriel Quadri de la Torre** *Former Presidential Candidate, Mexico City*

1230 – 1345 **How to effectively solve real estate disputes: dispute resolution and real estate**

Cross-border real estate transactions can result in significant litigation in multiple jurisdictions.

This panel of dispute resolution experts will discuss how best to prepare for such disputes when drafting the contract and how best to act once a dispute has arisen. Issues to be discussed include:

- How to draft a perfect dispute resolution clause
- Which is the appropriate forum for a dispute
- Is arbitration always preferable over litigation
- When and how should alternative dispute resolution methods be used
- Advantages and ways to obtain preliminary measures
- Selection of local counsel and arbitrators
- Managing the dispute resolution process

*Moderators*

**Roberto Hernández-García** *COMAD, Mexico City; Latin America Regional Officer, IBA Anti-Corruption Committee*  
**Nikolaus Pitkowitz** *Graf & Pitkowitz, Vienna; Senior Vice-Chair, IBA Real Estate Committee*

*Speakers*

**Marco A Bogran** *MCA Honduras, Honduras*  
**Jerry P Brodsky** *Peckar & Abramson, Miami, Florida*  
**Santiago Klein** *Managing Director, McBains Cooper, Fort Lauderdale, Florida*  
**Mario Salazar** *Director General, DIRAC, Mexico City*

1345 – 1400 **Closing remarks**

**Claudio Cocuzza**  
**Luis Moreno**

1400 – 1600 **Closing lunch**

## Continuing Professional Development/Continuing Legal Education

For delegates from countries where CPD/CLE is mandatory, the International Bar Association will be pleased to provide a Conference Certificate of Attendance which, subject to the exact CPD/CLE requirements, may be used to obtain the equivalent accreditation in your jurisdiction.

This conference has been accredited for CPD/CLE by the Solicitors Regulation Authority of England and Wales. New York and Californian attorneys may submit their certificates of attendance issued, and apply this credit earned to their New York and Californian CLE requirement. Delegates should ask staff at the registration desk for information as to how to obtain the hours.

## Conference luncheon sponsors

