



UP TO 9.25
CPD/CLE
HOURS
AVAILABLE*

7th Annual Real Estate Conference: Trends and Opportunities in Today's Environment

22–24 April 2015

Twelve Hotel & Residences Atlantic Station, Atlanta, USA

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

Topics include:

- The real estate market: current trends and opportunities
- Mixed use development: back in business
- Economic outlook for real estate
- One-to-one speed networking: meet your peers
- Governmental incentives and the rise of foreign manufacturing in the US and elsewhere
- Retail roundabout: hot topics in fashion, fun and food retail
- 'Owe me the money' – lending and borrowing in today's market
- 'Show me the money' – equity funding in today's market
- Hotel transactions

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.



Programme

Conference Chair

Philip G Skinner *Arnall Golden Gregory, Atlanta; Chair, Commercial Real Estate Subcommittee, IBA Real Estate Committee*

Wednesday 22 April

1800 – 2000 **Welcome reception**

Twelve Atlantic Station Hotel

The reception is open to all delegates and registered guests.

Please indicate on the registration form if you wish to attend.

Thursday 23 April

0800 – 1800 **Registration**

0900 – 0915 **Opening remarks**

Nikolaus Pitkowitz *Graf & Pitkowitz; Vienna; Chair, IBA Real Estate Committee*

Philip G Skinner

0915 – 1045

The real estate market: current trends and opportunities

Experts on this panel will discuss current market trends and opportunities in various real estate markets and market segments around the globe, from the legal, business and brokerage perspectives.

Session Co-Chairs

Jan Buechsenstein *Credit Suisse, Zurich; Membership Officer, IBA Real Estate Committee*

Nikolaus Pitkowitz

Speakers

Marco Cannizzo *Cannizzo Ortiz y Asociados, Mexico City; Latin American Liaison Officer, Real Estate Committee*

Rossana Fernandes Duarte *Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados, São Paulo; Vice Chair, IBA Real Estate Committee*

Mark L Elliott *Troutman Sanders, Atlanta*

Martin Holler *Giese & Partner, Prague*

Bill Weghorst *Executive Vice-President, Managing Director, PM Realty Group, Atlanta*

1045 – 1100 **Coffee/tea break**

1100 – 1230

Mixed use development: back in business

The problems, challenges, benefits and successes of mixed use development will be discussed and analysed by this expert panel, who will share their experiences and diverse perspectives on mixed use development in their regions.

Session Chair

Michael Lunjevich *Hadef & Partners, Dubai; Scholarship Officer, IBA Real Estate Committee*

Speakers

Véronique Lagarde *Lefèvre Pelletier & Associés, Paris; Vice-Chair, Commercial Real Estate Subcommittee, IBA Real Estate Committee*

R Robinson Plowden *Sutherland Asbill & Brennan, Atlanta*

Corrado Rampini *Baer & Karrer, Zurich*

Robert D Simons *Hartman Simons, Atlanta*

David R Tennery *Managing Director, Office Investor Services & Capital Markets, Jones Lang LaSalle, Atlanta*

Conference reception and dinner sponsor

**Arnall
Golden
Gregory** LLP

Attorneys at Law

Thursday continued

1230 – 1400 **Lunch**

Economic outlook for real estate

Ms Sicola who heads up research for the Americas for the global brokerage firm, Cushman & Wakefield, will provide a detailed discussion of the status of trends, opportunities, and challenges facing the real estate world in 2015 and beyond, and will also contrast the status of the US economic recovery with the status of such recovery in the Euro Zone. Ms Sicola will also take questions following her remarks.

Keynote speaker

Maria Sicola *Head of Research Americas, Cushman and Wakefield, San Francisco*

1400 – 1500

One-to-one speed networking: meet your peers

You will have three to five minutes to meet one-to-one with and interact with your fellow conference attendees. Get your 'elevator pitch' ready!

1500 – 1530 **Coffee/tea break**

1530 – 1645

Governmental incentives and the rise of foreign manufacturing the US and elsewhere

In the last five or so years there has been an increase in the number of non-US companies setting up manufacturing and distribution facilities. This trend is expected to increase and continue. This panel of experts will discuss and explore the reasons behind the resurgence of foreign manufacturing in the US, including the recent and rapid expansion of auto-manufacturing in the south eastern US. Specific case studies will be presented to provide an outline of what factors were and are important in selecting an area to locate in and how to elicit competitive offers of incentive packages from multiple jurisdictions.

Session Chair

John L Gornall Jr *Arnall Golden Gregory, Atlanta*

Speakers

Pat Murphy *Senior Managing Director, DTZ, Atlanta*

Elmer Stancil *Georgia State Department of Economic Development, Atlanta*

Glenn Thomson *Alston & Bird, Atlanta*

Joan Young *Joan Young Consulting, Atlanta*

Meritxell Yus *Cuatrecasas Gonçalves Pereira, Barcelona*

1645 – 1800

Retail roundabout: hot topics in fashion, fun and food retail

This interactive panel of legal, business and brokerage experts will discuss what's hot, what's not, who's growing and where they are growing their retail businesses, from both legal, business and brokerage perspectives, with views from around the globe.

Session Chair

Claudio Cocuzza *Cocuzza & Associati, Milan; Website Officer, IBA Regulation of Lawyers' Compliance Committee*

Speakers

David Birnbrey *Chairman of the Board and Co-CEO, The Shopping Center Group, Atlanta*

Timur Bondaryev *Arzinger, Kiev*

Peter M Hartman *Hartman Simon, Atlanta*

Maria Flavia Seabra Gemperli Machado Meyer *São Paulo*

Harold V Schumacher *Founder and Managing Broker, The Schumacher Group Inc, Atlanta*

1800 – 1815 **Closing remarks**

Philip G Skinner

1930 **Conference dinner**

*The Piedmont Room, Park Tavern Atlanta
500 Tenth Street Northeast, Atlanta*

Originally built as a horse stables, this venue now features grand twelve foot windows with magnificent views of Piedmont Park and the Midtown skyline.

Ticket price: US\$100

Return transport will be provided.

Tickets are subject to availability.

Social event ticket reservations cannot be guaranteed unless payment has been received before **17 April**, subject to availability. 

Continuing Professional Development/Continuing Legal Education

For conference delegates from jurisdictions where CPD/CLE is mandatory, the IBA will provide a Certificate of Attendance for the conference. Subject to CPD/CLE requirements, this can be used by conference delegates to obtain the relevant number of hours' accreditation.

A CPD/CLE Certificate of Attendance is available to conference delegates on request. Please ask at the IBA conference registration desk for information on how to obtain the certificate.

The organisers may at any time, with or without giving notice, in their absolute discretion and without giving any reason, cancel or postpone the conference, change its venue or any of the other published particulars, or withdraw any invitation to attend. In any case, neither the organisers nor any of their officers, employees, agents, members or representatives shall be liable for any loss, liability, damage or expense suffered or incurred by any person, nor will they return any money paid to them in connection with the conference unless they are satisfied not only that the money in question remains under their control but also that the person who paid it has been unfairly prejudiced (as to which, decision shall be in their sole and unfettered discretion and, when announced, final and conclusive).

0830 – 1330 **Registration**

0900 – 0915 **Opening remarks**

Philip G Skinner

0915 – 1045

'Owe me the money' – borrowing and lending in today's market

This session will discuss the status of the lending world and the challenges and opportunities facing borrowers, lenders and their counsel in the current environment.

Session Chair

Luis Moreno *Haynes & Boone, Mexico City*

Speakers

Hank Hall *Senior Vice-President, Colliers International, Atlanta*

Mary Lucy Lester *Senior Vice-President, Commercial Real Estate, BBVA Compass, Atlanta*

Jürgen Necker *Heleba, Frankfurt*

Charles Sharbaugh *Carlton Fields, Atlanta*

1045 – 1100 **Coffee/tea break**

1100 – 1215

'Show me the money' – equity funding in today's market

- How do you negotiate and close an equity transaction?
- What are the issues that must be discussed and resolved from both business and legal perspectives?
- Who is sitting at the negotiating table and what roles do they play?

These questions, and more, will be discussed and debated by this panel of experts.

Session Chair

Bernat Mullerat *Cuatrecasas Goncalves Pereira SLP, Barcelona; Real Estate Hospitality Liaison Officer, IBA Real Estate Committee*

Speakers

Neill Faucett *Lubert-Adler Real Estate Funds, Atlanta*

Matthew Harris *Arnall Golden Gregory, Atlanta*

Kristina Kopf Thomas *King & Spalding, Atlanta*

1215 – 1315

Hotel transactions

The nuts and bolts of hotel transactions will be explored and presented in this session, including perspectives from the brokerage, franchisor, consultant and attorney perspectives, and including management contracts and other key legal and business documentation.

Session Chair

Peter Kunz *Kunz Schima Wallentin Rechtsanwälte, Vienna; European Forum Liaison Officer, IBA Real Estate Committee*

Speakers

David Branch *Site Services Group Inc, Atlanta*

Fred Cerrone *Hotel Equities Group, Atlanta*

Ellen Clark *Sutherland Asbill & Brennan, Atlanta*

Lee Kolber *Intercontinental Hotel Group, Atlanta*

Pedro Nicholson *Estudio Beccar Varela, Buenos Aires;*

Conference Coordinator, IBA Real Estate Committee

Francisco Uribe *Brigard & Urrutia Bogotá*

1315 – 1330 **Closing remarks**

Nikolaus Pitkowitz

Philip G Skinner

Information

Date

22–24 April 2015

Venue

Twelve Hotel & Residences Atlantic Station
361 17th Street, NW
Atlanta
GA 30363
USA
Tel: +1 404 961 1212
Fax: +1 404 961 1221

Fees

Online registrations received:

	on or before 13 March	until 15 April
IBA member	US\$895	US\$1050
Non-member*	US\$1125	US\$1280
Young lawyers (under 30 years)	US\$670	US\$1280
Academics/judges (full-time)	US\$670	US\$1280
Public lawyers	US\$670	US\$1280
Corporate counsel	US\$805	US\$1280
Guest fee	US\$60	US\$60
Conference dinner	US\$100	US\$100

After **15 April** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 13 March	after 13 March
IBA member	US\$995	US\$1165
Non-member*	US\$1250	US\$1420
Young lawyers (under 30 years)	US\$745	US\$1420
Academics/judges (full-time)	US\$745	US\$1420
Public lawyers	US\$745	US\$1420
Corporate counsel	US\$895	US\$1420
Guest fee	US\$60	US\$60
Conference dinner	US\$100	US\$100

*By paying the non-member fee, we welcome you as a delegate member of the IBA for the year in which this conference is held, which entitles you to the following benefits:

- 1) Password access to certain parts of the IBA website.
- 2) Receipt of *IBA E-news* and access to online versions of *IBA Global Insight*.
- 3) Pay the member rate for any subsequent conference registrations for this calendar year.

If you would like to become a full or general member of the IBA, which includes membership of one committee or more – and inclusion in and access to our membership directory – we encourage you to do so now in order to register for this conference at the member rate. Full details of how to join can be found at www.ibanet.org.

A reduced rate is offered to lawyers who are over the age of 65, have been an IBA member for more than 20 years and are no longer practising law.

Full payment must be received in order to process your registration.

Language

All working sessions and conference materials will be in English.

How to register

Register online by **15 April 2015** at www.ibanet.org/conferences/conf604.aspx and make payment by credit card, to avail of the ten per cent online registration discount or complete the attached registration form and return it to Stephanie Waller at the IBA together with your payment. You should receive emailed confirmation of your registration within five days; if you do not then please contact Stephanie Waller at stephanie.waller@int-bar.org.

Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 10 April.
- Access to the above conference working materials from the IBA website (www.ibanet.org) approximately seven days prior to the conference
- Access to mobile delegate search application
- Lunch on Thursday and Friday
- Tea and coffee during breaks
- Invitation to welcome reception on Wednesday

Please note that registrations are not transferable.

Guest fees include:

- Invitation to welcome reception on Wednesday

A guest must not be a member of the legal profession or seek to use the Conference as a business networking opportunity. Access to working sessions is not permitted for guests. Checks are made to ensure members of the legal profession are not registered as guests, if this is the case, registration will be refused unless the guest registers as a full delegate for the conference. Only registered guests (ie, those paying the guest fee) are eligible to participate in the social programme.

List of participants

In order for your name to appear in the list of participants, which will be distributed at the conference, your registration form must be received by **15 April** at the latest.

Mobile delegate search application

All registered delegates will receive a printed list of participants at the conference, however delegates are now also able to use the mobile delegate search. This application has been developed to aid networking by giving delegates instant access to an up-to-date list of their fellow attendees, and comes with the added benefit of a built-in messaging service. All registered delegates with an internet or Wi-Fi-enabled device will have access, using their IBA username and password. Simply visit: m.ibanet.org/conf604.

Registration confirmation

All documentation regarding your attendance at the conference can now be obtained from the IBA website. Upon receipt of your payment for the conference a confirmation email will be sent containing instructions on how to download the documents. Registration confirmation will not be distributed by post.

Photography and filming

Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns with regard to this, or do not wish to be featured in any of these materials please contact the IBA Marketing Department at ibamarketing@int-bar.org.

Promotional literature

Please note that no individual or organisation may display or distribute publicity material or other printed matter during the conference, unless by prior arrangement with the IBA. Organisations and companies wishing to discuss promotional opportunities should contact the Sponsorship Department at the IBA (sponsorship@int-bar.org).



Payment of registration fees

US dollars: by cheque converted at the current rate of exchange and drawn on a US bank and in favour of the International Bar Association. Please send to: 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom.

OR by bank transfer to the IBA account number: 01286498 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom. SWIFT address NWBKGB2L, IBAN GB55NWBK60730101286498. **Please ensure that a copy of the bank transfer details is attached to your registration form.**

Pounds sterling: by cheque drawn on a UK bank and in favour of the International Bar Association. Please send to: 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom.

OR by bank transfer to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom or SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222. **Please ensure that a copy of the bank transfer details is attached to your registration form.**

Use the exchange rate prevailing at the time of registration.

Euro: by cheque or bank draft, drawn on a euro zone bank and converted at the current rate of exchange and in favour of the International Bar Association.

OR by bank transfer to the IBA bank account number 550/00/06570631 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom or SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631. **Please ensure that a copy of the bank transfer details is attached to your registration form.**

Use the exchange rate prevailing at the time of registration.

Credit card payments: by Visa, MasterCard or American Express. **No other cards are accepted.**

PLEASE ENSURE THAT YOUR NAME AND 'CON604ATLANTA' APPEAR ON ANY TRANSFER OR DRAFT.

Travel arrangements and visas

Participants are responsible for making their own travel arrangements. It is recommended that you check your visa requirements with your local embassy or consulate. **We are unable to dispatch visa invitation letters to support your visa application prior to receipt of your registration form and full payment of registration fees.**

Please apply for your visa in good time.

Hotel accommodation

A limited number of rooms have been reserved at the Twelve Hotel & Residences Atlantic Station for the nights of 22 and 23 April inclusive:

Twelve Hotel & Residences Atlantic Station

361 17th Street, NW
Atlanta
GA 30363
USA
Tel: +1 404 961 1212
Fax: +1 404 961 1221

The following rates are per room, per night and are exclusive of breakfast, occupancy tax.

Single room: \$169 Double room: \$169

Please complete the attached accommodation form and send it direct to the hotel to make your reservation. The hotel requires a credit card number to secure your reservation.

Cancellation and no-show policy

Please note that in the event of any cancellations after **1 April** or no-shows, rooms will be charged to the individual guest's credit card given at the time of booking.

No deductions or withholdings

All fees payable to us by you in accordance with the terms contained in this 'Information' section shall be paid free and clear of all deductions or withholdings whatsoever.

If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this 'Information' section you shall pay such sum as will, after the deduction or withholding has been made, leave us with the same amount as we would have been entitled to receive in the absence of any such requirement to make a deduction or withholding.

If we obtain the benefit of any tax credit or other relief by reference to any such deductions or withholdings, then we shall repay to you such amount as, after such repayment has been made, will leave us in no worse position than we would have been had no such deductions or withholdings been required.

Conference sell-outs

The IBA places its conference in venues of a suitable size for the event; however there are times when our conferences may sell out. Should this happen, prospective delegates will be informed and a waiting list will operate. The waiting list will function on a 'first come, first served' basis, subject to receiving registered delegate cancellations. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to the conference without a confirmed place at the event.

Cancellation of registration

If cancellation is received in writing at the IBA office by 27 March, fees will be refunded less a 25 per cent administration charge. We regret that no refunds can be made after this date. Registrations received after 27 March will not be eligible for any refund of registration fees.

Provided you have cancelled your registration to attend an IBA conference in accordance with the terms of the 'cancellation of registration' clause included in the 'Information' section of the relevant conference programme, you must then confirm to us in writing at the IBA office as soon as possible but in no event later than one year (12 calendar months) from the date of any such conference all necessary details to enable any reimbursement owed to you to be paid. We regret that no refunds will be made after the date that is one year (12 calendar months) after the date of the relevant conference.

Please note that any reservation made after **1 April** will be subject to availability and cannot be guaranteed at the special IBA rate.

As a limited number of rooms have been blocked at the hotel, availability cannot be guaranteed once the room block is full.

Delegates are responsible for making accommodation reservations directly with the hotel and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions, and room rates (should these differ from the special IBA rate). The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

Disabled access

The Twelve Hotel & Residences Atlantic Station is wheelchair accessible. Please notify us if you require special assistance.

Social programme

Wednesday 22 April

1800 – 2000 **Welcome reception**
Twelve Hotel & Residences Atlantic Station

This event is open to all delegates and registered guests.

Thursday 23 April

1930 **Conference dinner**
The Piedmont Room, Park Tavern Atlanta
500 Tenth Street Northeast, Atlanta

Return transport will be provided

Ticket price: US\$100

Social event ticket reservations cannot be guaranteed unless payment has been received before **17 April**, subject to availability.

Registration form



7th Annual Real Estate Conference: Trends and Opportunities in Today's Environment

22–24 April 2015, Twelve Hotel & Residences Atlantic Station, Atlanta, USA

Please read the 'Information' section before completing this form and return it together with your payment to Stephanie Waller at the address overleaf.

Personal details *(Please attach your business card or write in block capitals)*

Title _____ Given name _____ Family name _____

Name and country to be shown on badge *(if different from above)* _____

IBA membership number *(if applicable)* _____ Date of birth _____

Firm/company/organisation _____

Address _____

Tel _____ Fax _____

Email _____

Guest _____

Guests are not entitled to attend the working sessions. No member of the legal profession may be registered as a guest.

Special dietary requirements _____

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW,
PLEASE REGISTER BY **15 APRIL** ONLINE AT WWW.IBANET.ORG/CONFERENCES/CONF604.ASPX.
IBA MEMBERS CAN REGISTER ONLINE BY **13 MARCH** FOR **US\$895**
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS

Hard copy registration forms and fees received:	on or before 13 March	after 13 March	amount payable
IBA member	US\$995	US\$1165	US\$
Non-member*	US\$1250	US\$1420	US\$
Young lawyers (under 30 years)	US\$745	US\$1420	US\$
Academics/judges (full-time)	US\$745	US\$1420	US\$
Public lawyers	US\$745	US\$1420	US\$
Corporate counsel	US\$895	US\$1420	US\$
Guest fee	US\$60	US\$60	US\$

Social function

Wednesday 22 April
Welcome reception, Twelve Hotel & Residences Atlantic Station I/we would like to attend the welcome reception NIL

Thursday 23 April
Conference dinner, The Piedmont Room, Park Tavern Atlanta Number of tickets _____ @ US\$100 US\$

One dinner ticket for each delegate and registered guest is permitted.

Social function ticket reservations are subject to availability and cannot be guaranteed unless payment has been received before **20 April**.

TOTAL AMOUNT PAYABLE US\$



A REDUCED RATE IS OFFERED TO LAWYERS WHO ARE OVER THE AGE OF 65, HAVE BEEN AN IBA MEMBER FOR MORE THAN 20 YEARS AND ARE NO LONGER PRACTISING LAW. PLEASE CONTACT THE IBA OFFICE FOR FURTHER INFORMATION.

*JOIN THE IBA TODAY AND REGISTER FOR THIS CONFERENCE AT THE IBA MEMBER RATE.

PLEASE FIND THE MEMBERSHIP APPLICATION FORM AT **WWW.IBANET.ORG**.

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.

PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

Payment details

I enclose a cheque/bank draft made payable to the IBA for the total amount payable.

I have transferred to the IBA bank account the total amount payable and have attached a copy of the bank transfer details.

Please charge the total amount due to my (delete as appropriate) Visa/MasterCard/American Express. *Other cards are not accepted.*

Card number _____ Start date _____ Expiry date _____

Name of cardholder _____

Signature _____ Date _____

Where did you first hear about this conference?

- IBA CONFERENCE OTHER CONFERENCE DIRECT MAIL INTERNET ADVERTISEMENT
 EMAIL EDITORIAL RECOMMENDATION OTHER

Please provide further details, quoting code (if applicable)

IBA listings are provided to relevant third parties for marketing purposes. The IBA will treat your personal information with the utmost respect and in accordance with UK data privacy laws.

If you are agreeable to passing on your details, please tick this box

If you do **not** wish to receive IBA information and materials, please tick this box

Your details will however be included in the list of participants.

Please send the completed form to:

International Bar Association

Stephanie Waller

4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom

Tel: +44 (0)20 7842 0090 Fax: +44 (0)20 7842 0091

Email: stephanie.waller@int-bar.org www.ibanet.org

For office use only Payment _____ Banked _____ Processed _____

Accommodation form



7th Annual Real Estate Conference: Trends and Opportunities in Today's Environment

22–24 April 2015, Twelve Hotel & Residences Atlantic Station, Atlanta, USA

Please refer to the 'Hotel accommodation' section before completing this form

Personal details (Please attach your business card or write in block capitals)

Title _____ Given name _____ Family name _____

Firm/company/organisation _____

Address _____

Tel _____ Fax _____

Email _____

Single room, US\$169 per room per night

Double room, US\$169 per room per night

THE RATE EXCLUDES BREAKFAST, SERVICE CHARGES AND OCCUPANCY TAX.

ANY RESERVATIONS MADE AFTER 1 APRIL WILL BE SUBJECT TO AVAILABILITY AND CANNOT BE GUARANTEED AT THE ABOVE RATES.

Please reserve:

Single room

Double room

Arrival date _____ Departure date _____

CANCELLATIONS MADE AFTER **1 APRIL** WILL INCUR A CANCELLATION FEE.

Please charge my credit card:

American Express

Visa

MasterCard

Card number _____ Start date _____ Expiry date _____

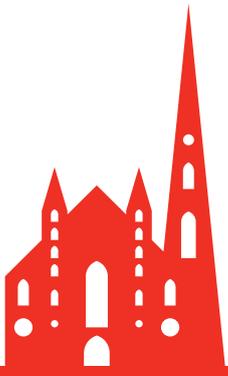
Name of cardholder _____

Signature _____ Date _____

Please return to Twelve Hotel & Residences Atlantic Station

Fax: +1 404 961 1221

Tel: +1 404 961 1212



Vienna 4–9 October 2015

ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION



In October 2015, the IBA Annual Conference will be held in the baroque splendour of Vienna, with its Hofburg Palace, Spanish riding school and famous Viennese coffee houses. More importantly, Vienna is the hub for Central and Eastern European business, with more than 1,000 international companies coordinating their regional activities from Austria. Over 300 international companies have their CCE headquarters in Vienna and it is the seat of several international organisations such as OPEC and the third United Nations Headquarters. With these links and connections Vienna is a fitting and inspiring setting for the International Bar Association's 2015 Annual Conference.

What will **Vienna 2015** offer?

- The largest gathering of the international legal community in the world – a meeting place of more than 5,000 lawyers and legal professionals from around the world
- Nearly 200 working sessions covering all areas of practice relevant to international legal practitioners
- The opportunity to generate new business with the leading firms in the world's key cities
- A registration fee that entitles you to attend as many working sessions throughout the week as you wish
- Up to 25 hours of continuing legal education and continuing professional development
- A variety of social functions providing ample opportunity to network and see the city's celebrated sights, and an exclusive excursion and tours programme



www.ibanet.org/conferences/Vienna2015.aspx

To register your interest, please contact:

International Bar Association, 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom

Tel: +44 (0)20 7842 0090 Fax: +44 (0)20 7842 0091 Email: ibaevents@int-bar.org

OFFICIAL CORPORATE SUPPORTER



International Bar Association Conferences 2015



22–23 JANUARY 2015 BRUSSELS, BELGIUM
Legal Risks and New Technologies:
Challenges for the Modern Enterprise

**31 JANUARY – 1 FEBRUARY 2015
THE HAGUE, NETHERLANDS**
IBA Annual Conference on International
Criminal Law: International Legal
Challenges for 2015

5–6 FEBRUARY 2015 PARIS, FRANCE
3rd IBA European Corporate and Private M&A
Conference

9–10 FEBRUARY 2015 LONDON, ENGLAND
4th Annual IBA Tax Conference: Current
International Tax Issues in Cross-Border
Corporate Finance and Capital Markets

25–27 FEBRUARY 2015 LONDON, ENGLAND
From BRICS to MINT... and Beyond!

27 FEBRUARY 2015 WASHINGTON DC, USA
18th Annual IBA International Arbitration Day

2–3 MARCH 2015 LONDON, ENGLAND
20th Annual International Wealth Transfer
Practice Conference

8–10 MARCH 2015 LONDON, ENGLAND
16th Annual International Conference on
Private Investment Funds

11–13 MARCH 2015 PANAMA CITY, PANAMA
Mergers and Acquisitions in Latin America:
the Latest Trends and the Road Ahead

18–20 MARCH 2015 SINGAPORE
4th Asia Pacific Regional Forum Conference:
Borderless Asia

19–20 MARCH 2015 LONDON, ENGLAND
2nd Annual Corporate Governance
Conference – Recent Trends and
Developments

26–27 MARCH 2015 LONDON, ENGLAND
Pure Love of Art versus Mere Investment

9–10 APRIL 2015 ROME, ITALY
IBA Annual Employment and Discrimination
Law Conference

15–17 APRIL 2015 PARIS, FRANCE
IBA Annual Litigation Forum

22–24 APRIL 2015 ATLANTA, USA
7th Annual Real Estate Investment
Conference

28 APRIL 2015 SYDNEY, AUSTRALIA
11th IBA Competition Mid-Year Conference
– Pre-International Competition Network
Conference

6–8 MAY 2015 BERLIN, GERMANY
18th Annual Transnational Criminal
Law Conference

7–8 MAY 2015 GENEVA, SWITZERLAND
IBA Maritime and Transport Law Conference:
Shipping and Chartering in Challenging Times

11–12 MAY 2015 LONDON, ENGLAND
26th Annual Communications and
Competition Conference

14–15 MAY 2015 MILAN, ITALY
Global Entrepreneurship – Legal and
Structural Opportunities and Obstacles
for Boosting Growth Companies

17–19 MAY 2015 MEXICO CITY, MEXICO
21st Annual IBA Global Insolvency and
Restructuring Conference: A Uniform Global
Insolvency Regime – Dream or Reality

20–21 MAY 2015 PRAGUE, CZECH REPUBLIC
10th Annual Bar Leaders' Conference

20–22 MAY 2015 BUDAPEST, HUNGARY
32nd International Financial Law Conference

31 MAY – 2 JUNE 2015 PARIS, FRANCE
26th Annual Conference on the Globalisation
of Investment Funds

4–5 JUNE 2015 LONDON, ENGLAND
5th IEL/SEERIL International Oil and Gas
Law Conference

10–11 JUNE 2015 NEW YORK, USA
14th Annual International Mergers
& Acquisitions Conference

10–11 JUNE 2015 PARIS, FRANCE
13th Annual Anti-Corruption Conference

12–13 JUNE 2015 PHILADELPHIA, USA
3rd Annual World Life Sciences Conference

19 JUNE 2015 MUNICH, GERMANY
Costs in International Arbitration

24–26 JUNE 2015 NEW YORK, USA
Investing in Africa

10 JULY 2015 SEOUL, SOUTH KOREA
Law Firm Management Conference:
Managing Change in Challenging Times

3 SEPTEMBER 2015 HONG KONG, CHINA
2015 Asia Pacific Mergers and Acquisitions
Conference

11–12 SEPTEMBER 2015 FLORENCE, ITALY
19th Annual Competition Conference

4–9 OCTOBER 2015 VIENNA, AUSTRIA
IBA Annual Conference 2015



Vienna 4–9 October 2015
ANNUAL CONFERENCE OF THE
INTERNATIONAL BAR ASSOCIATION



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International Bar Association

the global voice of the legal profession

The International Bar Association (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations and law societies. The IBA influences the development of international law reform and shapes the future of the legal profession throughout the world. It has a membership of more than 50,000 individual legal professionals and 205 bar associations and law societies spanning all continents and has considerable expertise in providing assistance to the global legal community.

Grouped into two divisions – the Legal Practice Division and the Public and Professional Interest Division – the IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information. Through the various committees of the divisions, the IBA enables an interchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe. Additionally, the IBA's world-class conferences provide unrivalled professional development and network-building opportunities for international legal practitioners, senior business professionals, regulators and government officials.

Real Estate Committee overview

The Real Estate Committee is the only truly international forum for lawyers interested in real estate law.

The recent globalisation of the real estate industry has fundamentally changed the Committee's focus. While real estate assets are traditionally governed by national rules, real estate transactions have long ceased to be a purely national matter. Today, the ownership of properties is traded among investors around the globe. Increasing internationalisation of all aspects of real estate law has also changed the types of lawyers involved.

Transactional specialists who often have a corporate law background have in many cases replaced traditional real estate lawyers. In this evolving context, the Real Estate Committee provides a unique and valuable forum for lawyers from different countries and different legal backgrounds to address all sorts of practical and legal issues, exchange views and meet during conferences.

In recognition of its remarkable invigoration, the Committee has recently been officially awarded by the IBA Legal Practice Division. Members of the Real Estate Committee are encouraged to participate actively in the Committee's work at its annual conferences, its annual open officers meetings, and, throughout the year, through special projects and through articles in the Committee's newsletter. Involvement with the Real Estate Committee provides an excellent opportunity not only to exchange views on real estate related matters but also to make useful contacts with real estate lawyers from all over the world.

North American Regional Forum overview

The North American Regional Forum covers Canada, Mexico, Puerto Rico, the United States, and English regional-speaking areas of the Caribbean. Launched at the IBA 2006 Annual Conference in Chicago, the Forum is the focus for all activities in the region, and organises sessions and a luncheon event at each IBA Annual Conference for education and networking. Future plans include organising conferences in partnership with other IBA committees and fora, as well as other bar associations and legal organisations in the region.

The Forum is closely affiliated with the Latin American Regional Forum as the regions are geographically proximate and share many issues. The aims of the North American Regional Forum are to:

- spread knowledge about legal practice within North America; and
- expand the international perspective of lawyers practicing in the region.

As an opportunity to participate in a network between lawyers practicing in the region and lawyers outside the region with an interest therein, the Forum provides an unrivalled focus of contact.

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