

A conference presented by the IBA Real Estate Committee,
supported by the IBA Latin American Regional Forum



the global voice of
the legal profession®

9th Annual Real Estate Investments Conference: Networking with real estate lawyers, trends, opportunities and new frontiers

29–31 March 2017, JW Marriott Hotel, Rio de Janeiro, Brazil

Sessions include:

- Buying and selling distressed commercial real estate assets
- Come together! – real estate crowdfunding
- Developments the real estate sector anticipates from modern traffic concepts
- Future trends for legal services
- Global market outlook on mega trends, including Brexit
- Hotels: to own or not to own? That is the question
- How Airbnb and other alternative lodging websites are changing the hotel business
- Shopping centres and street stores: ups and downs
- The party's over: how can Rio make the most of the post-Olympics?
What lessons can be learned from other host cities



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Programme

Conference Chair

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

Organising committee

Duarte de Athayde *Abreu Advogados, Lisbon; Co-Chair, Commercial Real Estate Subcommittee, IBA Real Estate Committee*

Roland M Müller *VISCHER AG, Basel and Zurich; Communications Officer, IBA Real Estate Committee*

Pedro Nicholson *Estúdio Beccar Varela, Buenos Aires; Latin American Liaison Officer, IBA Real Estate Committee*

Corrado Rampini *Baer & Karrer AG, Zurich; Website Officer, IBA Real Estate Committee*

Local Host Committee

Barbosa Müssnich & Aragão Advogados

Campos Mello Advogados

Machado Meyer Sendacz e Opice Advogados

Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados

Pinheiro Neto Advogados

TozziniFreire Advogados

Veirano Advogados

Thursday 30 March

0745 – 1700 Registration

JW Marriott Hotel

0845 – 0900 Opening remarks

Rossana Fernandes Duarte

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

0900 – 0945

Global market outlook on mega trends, including Brexit

Economists, real estate consultants and corporate finance advisors will provide an update on the sector, both through geographical and sector perspectives. The session will provide an overview of the current state of the sector and a view on the financial trends that may affect real estate.

Moderators

Roland M Müller

Corrado Rampini

Speakers

Ricardo Betancourt *President, Colliers International, São Paulo*

Pedro Rufino Carvalho *Herbert Smith Freehills, London*

Charles Staveley *Mills & Reeve, Cambridge*

Julian Villacorta *Managing Director, Hines Brazil, São Paulo*

0945 – 1035

The party's over: how can Rio make the most of the post-Olympics? What lessons can be learned from other host cities

Specialists will discuss the effects of the Olympic Games on host cities' real estate. What can Rio learn from its predecessors' experiences? The session will discuss how to turn white elephants into lasting investments that have a positive impact in surrounding properties. Is infrastructure all the Games can add?

Moderators

Raphael Moreira Espirito Santo *Veirano Advogados, Rio de Janeiro*

Bernat Mullerat *Cuatrecasas Gonçalves Pereira, Barcelona; Secretary, IBA Real Estate Committee*

Philip George Skinner *Arnall Golden Gregory, Atlanta; Treasurer, IBA Real Estate Committee*

Wednesday 29 March

1900 – 2100 Opening reception

JW Marriott Hotel

Start the conference in style. Join IBA committee officers, colleagues and conference speakers to network over drinks and canapés.

All registered delegates and guests are invited to attend.

Headline social event sponsor



Conference dinner (30 March) sponsor



Thursday continued

Speakers

Luis Moreno *Thompson & Knight, Mexico City*
Leonardo Espindola *Secretario da Casa Civil do Governo do Estado do Rio de Janeiro and Board Member, Rio 2016, Rio de Janeiro*

1035 – 1100 **Coffee/tea break**

1100 – 1135

Developments the real estate sector anticipates from modern mindsets: the impact of new businesses and traffic concepts

Modern lifestyle is changing means of commuting and relationships. What new challenges can be expected from a real estate point of view? Experts will discuss co-working concepts, reduced demand for parking spaces and other ways innovation can affect our lives and properties.

Moderators

Vladimir Miranda Abreu *TozziniFreire Advogados, São Paulo*
Peter Vocke *Heuking Kühn Lüer Wojtek, Düsseldorf; Co-Chair; Servicing Industry Subcommittee, IBA Real Estate Committee*

Speakers

Daniela Klaiman *CEO, Unpark, São Paulo*
Lucas Mendes *General Manager, WeWork, São Paulo*
Saulo Suassuna Filho *CEO and Founder, Molegolar, Recife*

1135 – 1205

Come together! – real estate crowdfunding and other novel real estate financing models

Keeping up with current trends, crowdfunding investment has made its way into the real estate market – and has made quite a hit! Specialists will discuss how this alternative investment method is currently being applied, the possibility of investing internationally, restrictions on general solicitation and other challenges.

Moderators

Duarte de Athayde
Marco Cannizzo Saetta *Cannizzo Ortiz y Asociados, Mexico City; Co-Chair, Servicing Industry Subcommittee, IBA Real Estate Committee*

Speakers

Paulo Gonçalves *Corporate Financial Director, Cyrela Brazil Realty, São Paulo*
Marcelo Michalua *Managing Partner, RB Capital Holding, São Paulo*

1205 – 1235

Shopping centres and street stores: ups and downs

Experts from several jurisdictions will discuss how these types of retail relate to the legal practice of real estate.

Moderators

Pedro Nicholson
Maria Flavia Seabra *Machado Meyer Sendacz e Opice Advogados, São Paulo; Conference Coordinator, IBA Real Estate Committee*

Speakers

Claudio Cocuzza *Cocuzza & Associati, Milan; Website Officer, IBA Regulation of Lawyers' Compliance Committee*
Claudio Nabih Sallum *Partner, Lumine Soluções em Shopping Centers, São Paulo*
Abe Schear *Arnall Golden Gregory, Atlanta; Co-Chair, IBA Law Firm Management Committee*

1235 – 1400 **Lunch with keynote speech**

World economy at a glance and how it impacts the real estate sector

Keynote speaker

Arminio Fraga Neto *Founding Partner, Gavea Investimentos and Former President, Brazilian Central Bank, Rio de Janeiro*

1400 – 1500

Hotel Real Estate Market

- **Hotels: to own or not to own? That is the question**
 - **Mi casa, su casa: how Airbnb and other alternative vacation homes websites are changing the hotel business**
- Listen to investment leaders discuss the challenges and changes in the continuing debate over investment success strategies. Understand the pressing questions around ownership and how the legal advisors may help to mitigate the risks.

Moderators

Rafael Jordão Bussiere *Campos Mello Advogados, Rio de Janeiro and São Paulo*
Samuli Koskela *Lexia Attorneys, Helsinki; Conference Quality Officer, IBA Real Estate Committee*
Michael Lunjevich *Hadef & Partners, Dubai; Hospitality Liaison Officer, IBA Real Estate Committee*

Conference refreshment break sponsor

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Mattos Filho, Veiga Filho,
Marrey Jr e Quiroga Advogados

Conference luncheon sponsor


BMA
BARBOSA MÜSSNICH ARAGÃO



Thursday continued

Speakers

Marco Amaral *Operations & Development Vice-President, Minor Hotels, São Paulo*

Dirk Bakker *Head of EMEA Hotels, Colliers International, Amsterdam*

Guilherme Cesari *Consultant of Hotel Investment, São Paulo*

Camila Osborn G Nogueira Frussa *Legal Counsel, Bresco Gestão, São Paulo*

Pierre Untereiner *Founder and Chairman of the Board, Vivalys Patrimonia Investment Fund, Luxembourg*

1500 – 1530

Overcoming challenges in international real estate investments

In this panel the perspective of Vale, a multi-national mining corporation and logistics operator, will be presented.

Moderator

Veronique Lagarde *Dentons Europe, Paris; Scholarship Officer, IBA Real Estate Committee*

Speaker

Mariangela Maruishi Bartz *Deputy General Counsel, Vale, Rio de Janeiro*

1530 – 1630

Buying and selling distressed commercial real estate assets

Local specialists will discuss the main trends for real estate investment around the world. Hot topics will be the areas with highest demand, investment and financing methods, current challenges, changes in legislation and how to identify and seize opportunities during crises.

Moderators

Rodrigo de Castro *Veirano Advogados, Rio de Janeiro*

Mariëtte Lafarre *Lafarre Lawfirm, Amsterdam; European Liaison Officer, IBA Real Estate Committee*

Eduardo Martin *Carey, Santiago; Co-Chair, Commercial Real Estate Subcommittee, IBA Real Estate Committee*

Speakers

Andre Abreu Pereira *Investment Director, SDI Desenvolvimento Imobiliario, São Paulo*

Caio Castro *Partner, JPP Capital, São Paulo*

Leonardo Viveiros de Castro *General Counsel, Leste Real Estate, Campinas*

1630 – 1700 **Coffee/tea break**

1700 – 1800

How to solve real estate disputes effectively?

Cross-border real estate transactions can result in significant litigation in multiple jurisdictions. This roundtable of dispute resolution experts will discuss how best to prepare for such disputes when drafting the contract and how best to act if a dispute arises.

Moderator

Nikolaus Pitkowitz

Speakers

Eliana B Baraldi *Souto Correa Cesa Lummertz e Amaral Advogados, São Paulo*

Augusto de Barros Leal *Former Head of Dispute Prevention and Dispute Resolution/Infrastructure for the Olympic Games, Rio de Janeiro*

Stefan Gerlach *Head of Legal & Compliance, PORR Group Germany and Independent Arbitrator and Mediator, SGP, Munich*

Paul Eric Mason *International Counsel, Arbitrator and Mediator, Miami and Rio de Janeiro*

2000 – 2200 **Conference Dinner**

Casa de Arte e Cultura Julieta de Serpa

Located in Praia do Flamengo, Casa Julieta de Serpa is a French neoclassical building dating from 1920. Although the predominant decorative style is Louis XVI, there are examples of Imperialist style and a room in Adam style. The house's specialty combines French cuisine with contemporary elements.

Ticket price: US\$80

Transport will be provided

Kindly supported by



Friday 31 March

0830 – 1040 **Registration**

JW Marriott Hotel

0900 – 0910 **Opening remarks**

Rossana Fernandes Duarte

Nikolaus Pitkowitz

0910 – 0950

The real estate market: development, investment and finance

Specialists will discuss the main trends for real estate investment. Financing methods, current challenges, changes in legislations and how to identify and seize opportunities during crises will also be discussed.

Moderators

Jan Buechsenstein *Credit Suisse AG, Zurich; Corporate Council Forum Liaison Officer, IBA Real Estate Committee*

Franco Grotti *Pinheiro Neto Advogados, São Paulo*

Speakers

Haillih Bittar *Legal Counsel, Tishman Speyer, São Paulo*

Alexandre Grellier *Founder and CEO, Drooms, Frankfurt*

Martin Holler *Giese & Partner, Prague*

0950 – 1020 **Keynote speech**

New Brazilian Urban Property Act: evaluating impacts of urban land titling

Keynote speaker

Rodrigo Numeriano Dubourcq Dantas *Legal Consultant, Brazilian Ministry of Cities, Recife*

1020 – 1040 **Coffee/tea break**

1040 – 1130

The real estate market: current trends and opportunities

The Silicon Valley case – is business cluster always the best way to stimulate innovation?

In this panel we will discuss urban planning trends around the world. Does an interesting diversity of economic, intellectual and cultural players do a better job in driving innovation than gathering similar businesses in industrial parks and regions? Is the Silicon Valley case applicable in other countries? Is it possible to think of a universal model? Is it possible for governments to lead and control urban development to encourage economic and

scientific growth? What are the key elements for a thriving and interesting city?

Moderators

Peter Kunz *Kunz Schima Wallentin Rechtsanwälte, Vienna; Newsletter Editor, IBA Real Estate Committee*

Juan Jose Lopez de Silanes *Basham Ringe y Correa, Mexico City; North American Liaison Officer, IBA Real Estate Committee*

Cristiane Mamprin de Castro Guerra *Barbosa Müssnich & Aragão Advogados, São Paulo*

Speakers

Ken DeLeon *Founder, DeLeon Realty, Palo Alto*

Ary Krivopisk *Director of Real Estate Latin America, WeWork, São Paulo*

Alexandre Marx *Investment Manager, São Paulo State Investment Promotion Agency, São Paulo*

1120 – 1220

Hot topics in real estate – what's on your mind?

An interactive session with input from all attendees, on such issues as the new climate agreement and intensified regulation. Views on the market, trends and the future will be shared in roundtable discussions.

Moderators

Thiago Fernandes Moreira *Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados, São Paulo*

Jakob Schou Midtgaard *Plesner, Copenhagen; Membership Officer, IBA Real Estate Committee*

Speakers

Adriana Chakour *Demarest Advogados, São Paulo*

Carolina Foz *Andrade Foz Advogados, São Paulo*

Camila Spinelli *Motta Fernandes Rocha Advogados, São Paulo*

Eduardo Tristão *TCSA Advogados, São Paulo*

1220 – 1600 **Light lunch and real estate property tour**

In addition to the interesting sessions, we have organised a special real estate property tour. The tour will provide participants with an insider's view of landmark developments in various of Rio's key districts. This will include a visit to the project for the revitalisation of the port region of Rio de Janeiro, named 'Porto Maravilha' (*Marvelous Port*), that integrates and revitalises an area of 5,000 km².

All registered delegates and guests are invited to join. Although this event is free to attend, attendance confirmation is mandatory.

Transport will be provided

Continuing Professional Development/Continuing Legal Education

*The number of CPD/CLE hours available may vary depending on the rules applied by the members' bar association/law society on time recording criteria.

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).

Information

Date

29–31 March 2017

Venue

JW Marriott Hotel
Avenida Atlantica 2600
Copacabana, Rio de Janeiro
Tel: +55 (21) 2545 6500
www.jwmarriottriodejaneiro.com

Fees

Online registrations received:

	on or before 17 February	until 20 March
IBA member	US\$875	US\$1,020
IBA corporate group member*	US\$655	US\$765
Non-member**	US\$1,100	US\$1,245
Young lawyers (under 30 years)	US\$655	US\$1,245
Academics (full time)	US\$655	US\$1,245
Public lawyers/judges	US\$655	US\$1,245
Corporate counsel	US\$785	US\$1,245
Conference dinner on 30 March	US\$80	US\$80
Guest	US\$100	US\$100

After **20 March** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 17 February	after 17 February
IBA member	US\$970	US\$1,135
IBA corporate group member*	US\$730	US\$850
Non-member**	US\$1,220	US\$1,385
Young lawyers (under 30 years)	US\$730	US\$1,385
Academics (full time)	US\$730	US\$1,385
Public lawyers/judges	US\$730	US\$1,385
Corporate counsel	US\$875	US\$1,385
Conference dinner on 30 March	US\$80	US\$80
Guest	US\$100	US\$100

*The IBA Corporate Group Member is a reduced rate offered to the in-house legal department of international corporations. This rate is only applicable if your company has a corporate group membership with the IBA.

**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 online versions of *IBA Global Insight*.
- (3) Pay the member rate for any subsequent IBA conference registrations for this calendar year.
- (4) Take advantage of IBA Special Offers.

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

Language

All conference working sessions and conference materials will be in English.

How to register

Register online at www.ibanet.org/conferences/conf767.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 Suzana Su at suzana.su@int-bar.org together with your payment. You should receive emailed confirmation of your registration within five days; if you do not please contact Suzana Su.

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.

Fees include:

- Attendance at all working sessions on 30 and 31 March
- Conference materials, including any available speaker's papers submitted to the IBA before 20 March
- Access to the above conference working materials from the IBA website (www.int-bar.org) approximately seven days prior to the conference
- Lunches on Thursday and Friday
- Coffee/ tea during breaks
- Invitation to Opening reception on 29 March
- Invitation to Real estate property tour on 31 March

Guest fee includes:

- Invitation to Opening reception on 29 March
- Invitation to Real estate property tour on 31 March

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 made available seven days prior to the conference, your registration form must be received by **20 March** at the latest.

Mobile delegate search application

Delegates are now able to use a 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/conf767.

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 sao.paulo@int-bar.org.

Payment of registration fees

US dollars: 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.**

Please pay all bank charges so that the IBA receives the full invoiced amount.

Please ensure that your name and 'CONF767' appear on any transfer.

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

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.

Weather

The climate in Rio de Janeiro in late-March is warm with temperatures averaging 25-32°C (77-90°F). Rainfall is common at this time of year.

Airport

Aeroporto Internacional Antonio Carlos Jobim (Galeão) – located approximately 12½ miles north of Rio de Janeiro city centre.

Hotel accommodation

The conference venue is the JW Marriott Hotel.

JW Marriott Hotel

Avenida Atlantica 2600
Copacabana, Rio de Janeiro
Tel: +55 (11) 0800 703 1512 / +55 (11) 3069 2807
www.jwmarriottriodejaneiro.com

The following rate is per room, per night and inclusive of breakfast for the nights of 29 and 30 March. Service charges and local taxes are not included.

Deluxe Atrium: Single or Double – R\$750 (approximately US\$240)

Please mention the code 'IBA'.

Windsor Atlantica

Avenida Atlantica 1020
Copacabana, Rio de Janeiro
Tel: +55 (21) 2195 7800
www.windsorhoteis.com.br

The following rates are per room, per night and inclusive of breakfast for the nights of 29 and 30 March. Service charges and local taxes are not included.

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.

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 **17 February**, fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA. We regret that no refunds can be made after this date. Registrations received after **17 February** 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.

Taxi

The most convenient form of transport from the airport to the JW Marriott Hotel is by taxi, a trip which takes about 30-50 minutes. The journey from Aeroporto Internacional Antonio Carlos Jobim costs around US\$55 plus a ten per cent tip.

Superior: Single or Double – R\$670 (approximately US\$215)

Deluxe: Single or Double – R\$712 (approximately US\$230)

Please mention the code '3633774'.

Sofitel Rio de Janeiro Copacabana

Avenida Atlantica 4240
Copacabana, Rio de Janeiro
Tel: +55 (21) 2525 1241

www.sofitel.com/gb/hotel-1988-sofitel-rio-de-janeiro-copacabana/index.shtml

The following rates are per room, per night and inclusive of breakfast for the nights of 29 and 30 March. Service charges and local taxes are not included.

Superior: Single – R\$562 (approximately US\$180)

Superior: Double – R\$622 (approximately US\$200)

Availability cannot be guaranteed at the hotels, so please make your reservation at your earliest convenience.

Please call or complete the attached accommodation form and send it direct to the relevant hotel to make your reservation. The hotels require a credit card number to secure your reservation.



Cancellation and no-show policy

Any cancellation made within 24 hours of the check-in time will incur a cancellation fee of one night charge. This will also apply to no-shows.

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

Delegates are responsible for making accommodation reservations 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 JW Marriott Hotel, the Windsor Atlantica and the Sofitel Rio de Janeiro Copacabana are wheelchair accessible. Please notify us if you require special assistance.

Social programme

Wednesday 29 March

1900 – 2100 **Opening reception**
JW Marriott Hotel

Thursday 30 March

2000 – 2200 **Conference dinner**
Casa de Arte e Cultura Julieta de Serpa

Ticket price US\$80

Friday 31 March

1220 – 1600 **Light lunch and real estate property tour**

Dates to remember

- **17 February** is the date by which your registration form and payment must be received at the IBA office if you are taking advantage of the early registration fee and is the date by which any cancellation must be received at the IBA office in order for fees to be refunded, less a 25 percent administration charge. No refunds can be made after this date.
- **20 March** is the date by which your registration form and payment must be received at the IBA office in order for your name and company to be included in the list of participants, which will be made available seven days prior to the conference. After this date no registration forms can be accepted at the IBA office – please therefore register at the conference.

INTERNATIONAL CONVENTION CENTRE (ICC SYDNEY)

IBA 2017 Sydney

8–13 OCTOBER
ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION



To register your interest:

Visit: www.ibanet.org/Form/Sydney2017.aspx

Email: ibamarketing@int-bar.org

To receive details of all advertising, exhibiting and sponsorship opportunities for the IBA Annual Conference in Sydney email andrew.webster-dunn@int-bar.org

The 2017 IBA Annual Conference will be held in Sydney, Australia's leading global city. Recognised internationally as a future-focused and innovative business centre, Sydney provides headquarters for almost 40 per cent of the top 500 Australian corporations.

What will Sydney 2017 offer you?

- Gain up-to-date knowledge of the key developments in your area of law which you can put into practice straight away
- Access to the world's best networking and business development event for lawyers – attracting over 6,000 individuals in 2016 representing over 2,700 law firms, corporations, governments and regulators from over 130 jurisdictions
- Build invaluable international connections with leading practitioners worldwide, enabling you to win more work and referrals
- Increase your profile in the international legal world
- Hear from leading international figures, including officials from the government and multilateral institutions, general counsel and experts from across all practice areas and continents
- Acquire a greater knowledge of the role of law in society
- Be part of the debate on the future of the law

OFFICIAL CORPORATE SUPPORTER



Registration form



9th Annual Real Estate Investments Conference: Networking with real estate lawyers, trends, opportunities and new frontiers

29–31 March 2017, JW Marriott Hotel, Rio de Janeiro, Brazil

Please read the 'Information' section before completing this form and return it together with your payment to Suzana Su 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 _____

Country _____

Tel _____ Fax _____

Email _____

Guest name _____

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 PERCENT DISCOUNT ON THE FEES BELOW,
PLEASE REGISTER BY **17 FEBRUARY** ONLINE AT **WWW.IBANET.ORG/CONFERENCES/CONF767.ASPX**
IBA MEMBERS CAN REGISTER ONLINE BY **17 FEBRUARY** FOR **US\$875**
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS

Hard copy registration forms and fees received:	on or before 17 February	after 17 February	amount payable
IBA member	US\$970	US\$1,135	US\$
IBA corporate group member*	US\$730	US\$850	US\$
Non-member**	US\$1,220	US\$1,385	US\$
Young lawyers (under 30 years)	US\$730	US\$1,385	US\$
Academics (full time)	US\$730	US\$1,385	US\$
Public lawyers/judges	US\$730	US\$1,385	US\$
Corporate counsel	US\$875	US\$1,385	US\$
Guest fee	US\$100	US\$100	US\$

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

Social functions

Opening reception on 29 March Number of tickets _____ NIL

Conference Dinner on 30 March Number of tickets _____ @ US\$80 US\$

Real estate property tour on 31 March Number of tickets _____ NIL

One *Opening reception* ticket for each delegate and registered guest is permitted.

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

One *Real estate property tour* ticket for each delegate and registered guest is permitted.

Social ticket reservations are subject to availability and cannot be guaranteed unless payment has been received by **17 February**.

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.
*THE IBA CORPORATE GROUP MEMBER IS A REDUCED RATE OFFERED TO THE IN-HOUSE LEGAL DEPARTMENT OF INTERNATIONAL CORPORATIONS. THIS RATE IS ONLY APPLICABLE IF YOUR COMPANY HAS A CORPORATE GROUP MEMBERSHIP WITH THE IBA.
**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 have transferred to the IBA bank account the total amount payable and have attached a copy of the bank transfer details.

(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.

Please charge the total amount due to my: Visa MasterCard American Express

Card number _____ Expiry date _____

Name of cardholder _____

Signature _____ Date _____

Real Estate property tour

Space at the tour is limited and places will be allocated on a first-come, first-served basis. If you do not indicate whether you wish to attend the tour or not at the time of registration for the conference, your place will be allocated at the conference upon availability.

Please, indicate if you wish to attend the tour.

Real Estate property tour: Friday 31 March, 1430 – 1730

Yes, I wish to attend No, I do not wish to attend

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

Suzana Su

Rua Helena 170, 14º andar, São Paulo, SP 04552-050, Brasil

Tel: +55 (11) 3046 3320 Fax: +55 (11) 3046 3324

Email: suzana.su@int-bar.org www.ibanet.org

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Accommodation form



9th Annual Real Estate Investments Conference:
Networking with real estate lawyers, trends, opportunities and new frontiers
29–31 March 2017, JW Marriott Hotel, Rio de Janeiro, Brazil

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 _____

_____ Country _____

Tel _____ Fax _____

Email _____

Accommodation requirements

Arrival date _____ Departure date _____

JW Marriott Hotel

Deluxe Atrium: Single or Double – R\$750 (approximately US\$230)

Windsor Atlantica

Superior: Single or Double – R\$670 (approximately US\$210)

Deluxe: Single or Double – R\$712 (approximately US\$225)

Sofitel Rio de Janeiro Copacabana

Superior: Single – R\$562 (approximately US\$175)

Superior: Double – R\$622 (approximately US\$195)

THE RATES INCLUDE BREAKFAST AND EXCLUDES SERVICE CHARGES AND LOCAL TAXES. AVAILABILITY CANNOT BE GUARANTEED AT THE HOTELS, SO PLEASE MAKE YOUR RESERVATION AT YOUR EARLIEST CONVENIENCE.

Please reserve:

JW Marriott Hotel (Group code 'IBA')

Deluxe Atrium – single Deluxe Atrium – double

Sofitel Rio de Janeiro Copacabana

Superior – single Superior – double

Windsor Atlantica (Group code '3633774')

Superior – single Superior – double

Deluxe – single Deluxe – double

IF YOU NEED AN EARLY OR LATE CHECK IN OR CHECK OUT, PLEASE CONTACT THE HOTEL IN ADVANCE. TO SECURE YOUR BOOKING THE HOTELS REQUIRE ONE NIGHT'S DEPOSIT PER ROOM.

Please charge my credit card:

Visa MasterCard American Express

Card number _____ Start date _____ Expiry date _____

Name of cardholder _____

Signature _____ Date _____

Please send the completed form to

JW Marriott Hotel

Avenida Atlantica 2600
Copacabana, Rio de Janeiro
Tel: +55 (11) 0800 703 1512 /
+55 (11) 3069 2807
reservas.brasil@marriott.com

Windsor Atlantica

Avenida Atlantica 1020
Copacabana, Rio de Janeiro
Tel: +55 (21) 2195 7800
centraldereservas@windsorhoteis.com.br

Sofitel Rio de Janeiro Copacabana

Avenida Atlantica 4240
Copacabana, Rio de Janeiro
Tel: +55 (21) 2525 1241
reservas.sofitelrio@sofitel.com



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 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 160 countries. It 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.

The IBA Real Estate Section overview

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.

The IBA Latin American Regional Forum overview

The Forum covers all countries in Latin America as well as Mexico, Puerto Rico and Spanish-speaking areas of the Caribbean. It provides a focus for all activities in the region, organising sessions at IBA conferences and in particular has been instrumental in ensuring that a Latin American perspective is addressed during relevant special sessions. The Forum is closely affiliated with the North American Regional Forum as the regions are geographically proximate and share many issues.

Contact information

International Bar Association Latin America Office, Rua Helena 170, 14º andar, São Paulo, SP 04552-050, Brasil
Tel: +55 (11) 3046 3321 Fax: +55 (11) 3046 3324 Email: Sao.Paulo@int-bar.org www.ibanet.org

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: member@int-bar.org www.ibanet.org



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LEGAL INTELLIGENCE
TO BUSINESSES THAT
TRANSFORM REALITIES

Our aim is to facilitate business
by combining legal intelligence
and market knowledge, working
in partnership with our clients and
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