

A conference presented by the IBA Real Estate Section,
supported by the IBA European Regional Forum



the global voice of
the legal profession®

10th Annual Real Estate Investment Conference Trends and Opportunities in Real Estate



Follow us

@IBAEvents

#IBAEstate

6–8 June 2018, Marriott Hotel, Zurich, Switzerland

Topics include:

- Global market outlook on mega trends
- Cross-border real estate transactions
- Regulatory trends in the commercial real estate world
- How technology changes the real world: electric mobility, self-driving cars and drones
- Visionary thinking in real estate
- Financing real estate: the value is not enough
- Squaring the circle: innovative asset management and add-value strategies in times of high prices
- Regulatory trends in the commercial real estate world
- Absolutely no tolerance for defects and delays: strategies for perfect completion in the construction of time critical projects
- The real guide to real estate disputes
- Competing for investments: how to attract large companies
- Again the technology! – The shake through in the shopping world



REGISTER BEFORE
27 APRIL 2018
TO RECEIVE EARLY
REGISTRATION
DISCOUNTS

BOOK NOW AT WWW.IBANET.ORG/CONFERENCES/CONF842.ASPX

UP TO 9¼ CPD/CLE
HOURS AVAILABLE*

Programme

Conference Co-Chairs

Roland M Müller *VISCHER AG, Basel/Zurich; Communications Officer, IBA Real Estate Section*

Corrado Rampini *Bär & Karrer AG, Zurich; Website Officer, IBA Real Estate Section*

Organising committee

Jan Büchsenstein *Credit Suisse, Zurich; Corporate Counsel Forum Liaison Officer, IBA Real Estate Section*

Michael Lunjevich *Hadef & Partners, Dubai; Real Estate Hospitality Liaison Officer, IBA Real Estate Section*

Maria Flavia Candido Seabra *Machado Meyer, São Paulo; Conference Coordinator, IBA Real Estate Section*

Host Committee

Bär & Karrer

CMS von Erlach Poncet

Homburger

Lenz & Staehelin

Meyerlustenberger Lachenal

Niederer Kraft & Frey

Pestalozzi

Schellenberg Wittmer

VISCHER

Walder Wyss

Wednesday 6 June

1900 – 2300 **Opening reception and flying dinner provided by the Host Committee**

Hotel Storchen, Weinplatz 2, 8001 Zurich

Start the conference in style. Join IBA committee officers, colleagues and conference speakers to network over drinks and enjoy a flying dinner sponsored by the local host committee.

All registered delegates are invited to attend.

Thursday 7 June

0745 – 1700 **Registration**

0845 – 0900 **Opening remarks**

Boris Babić *Babić & Partners Law Firm, Zagreb; Co-Chair, IBA Real Estate Section*

Rossana Duarte *Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados, São Paulo; Co-Chair, IBA Real Estate Section*

Roland M Müller *VISCHER, Basel/Zurich; Communications Officer, IBA Real Estate Section*

Corrado Rampini *Bär & Karrer, Zurich; Website Officer, IBA Real Estate Section*

0900 – 0945

Global market outlook on mega trends

Economists, consultants and industry specialists will provide an update on the real estate industry, both through geographical and industry perspectives. The purpose of the session is to provide an overview of what's hot and happening in the market including a focus on block-chain as well as market and financial trends that may impact the industry in the coming years.

Moderator

Michael Lunjevich *Hadef & Partners, Dubai; Real Estate Hospitality Liaison Officer, IBA Real Estate Section*

Speakers

Steve Pomfret *Cygnetics, London*

Marie Seiler *PricewaterhouseCoopers, Zurich*

Charles Staveley *Mills & Reeve, Cambridge; Membership Officer, IBA Real Estate Section*

Conference luncheon sponsor



0945 – 1045

Cross-border real estate transactions

Real-estate transactions practitioners will share their current, first-hand experience in solving issues arising while handling and managing complex cross-border real estate transactions. This interactive session will dive deeply into their experience and explore trends and benefit from their tips. Our speakers are well-experienced lawyers and industry leaders hailing from diverse backgrounds and jurisdictions. They will provide unique and exciting case studies to discuss and learn from.

Moderator

Izabela Zielińska-Barłózek *Wardyński & Partners, Warsaw; Vice Chair, IBA Real Estate Section*

Speakers

Benedict F Christ *VISCHER, Zurich*

Victoria Hills *Freshfields Bruckhaus Deringer, London*

Tuomas Laakso *Marriott International & The Ritz-Carlton Hotel Company, Zurich*

Maria Wolleh *Kallan, Berlin; Member, IBA Women Lawyers' Interest Group Advisory Board*

Daisuke Hoshino *Nishimura & Asahi, Tokyo*

1045 – 1115 **Coffee/tea break**

1115 – 1200

Regulatory trends in the commercial real estate world

Regulation is one of the most important factors shaping the commercial real estate business. Today, regulation is having more influence over this industry than ever, and it seems that such influence will only increase in the future. Zoning limitations, adverse effect mitigation measures and many other restrictive requirements are already part of the rules of the game. Speakers will discuss what regulatory changes commercial real estate projects might face around the world. Will you be prepared to adequately deal with them?

Moderators

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

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

Speakers

Péter Berethalmi *Nagy & Trócsányi, Budapest*

Martin Holler *Giese & Partner, Prague; Member, IBA Real Estate Section Advisory Board*

Carolina Menichetti *AyG Abogados, Santiago*

Juan Pablo Stitchkin *Carey, Santiago*

1200 – 1250

How technology changes the real world: electric mobility, self-driving cars and drones

Modern technologies influence real estate investments. Electric cars increase the need for charging stations and may change the look of the typical gas stations. Will self-driving cars reduce or increase traffic? Self-driving cars may reduce the demand for public transport, increase car sharing, and local parking demand. Drones may open new logistic routes. How can investors prepare to tackle the challenges of uncertain effects of technological change?

Moderator

Corrado Rampini *Bär & Karrer, Zurich; Website Officer, IBA Real Estate Section*

Speakers

Clément Delbouys *EasyMile, London*

Eman Martin-Vignerte *Bosch, London*

1250 – 1400 **Lunch**

Visionary thinking in real estate

Keynote Speaker

Samih Sawiris *Orascom, Cairo/Zurich*

1400 – 1500

Financing real estate: the value is not enough

A real estate loan without the collateral from the real estate object is quite uncommon, but which objects are embraced by the term 'real estate'. Furthermore, what are the criteria for their financing and how can an investor grant long-term recoverability. What are the major benefits of covered bonds for the creditor and the borrower? These are a few issues regarding the topic of financing real estate, which shall be discussed in this panel of industry and legal experts.

Moderator

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

Speakers

Bettina Breiteneder *BIP Immobilien Development, Vienna*

Otmar Stöcker *Association of German Pfandbrief Banks, Berlin*

Edina Schweizer *Noerr, Budapest*

Michele Delfini *Giovannelli e Associati, Milan*



Kindly supported by



LEXOLOGY®

1500 – 1545

Squaring the circle: innovative asset management and add-value-strategies in times of high prices

The real estate market is reaching new heights: top assets are very expensive and the return is low. The policy of low interest European Central Bank, however, forces institutional investors to find investment opportunities in order to avoid negative interest. This situation requires alternative strategies to find assets, which require an add-value strategy to earn the necessary gains for the investors. The speakers on this panel have long-term market experience in innovative and add-value asset management strategies and will explain the key factors for a successful add-value strategy. The speakers will also explain what major needs and aims institutional investors have in order to find and successfully develop such add value assets to square the circle.

Moderators

Marco Cannizzo Saetta *Cannizzo Ortíz & Asociados, Mexico-City; Co-Chair Servicing Industry Subcommittee, IBA Real Estate Section*

Peter Vocke *Heuking Kühn Lüer Wojtek, Düsseldorf; Co-Chair Servicing Industry Subcommittee, IBA Real Estate Section*

Speakers

Ciaran Burns *Ardstone Capital Management, Dublin*

Guido Müller *SQM Property Consulting, Münster*

Mark Roth *RME Retail Management Expertise, Oberhausen*

1545 – 1615 **Coffee/tea break**

1615 – 1700

A general counsel's view on real estate

Speaker

Felix Ehrat *Novartis, Basel; Chair, IBA Corporate Counsel Forum*

1700 – 1800

Absolutely no tolerance for defects and delays: strategies for perfect completion in the construction of time-critical projects

All construction is time critical but some projects are more so. Representatives from owners, developers, construction companies and lawyers discuss contractual arrangements and organisational means to ensure good and timely performance in time critical projects. The session will feature the new exhibition facilities for the Basel World as an example.

Moderators

Mariëtte Lafarre *Lafarre Law Firm, Amsterdam; Europe Regional Officer, IBA Real Estate Section*

Véronique Lagarde *Dentons, Paris; Scholarship Officer, IBA Real Estate Section*

Speakers

Christoph Lanz *MCH Group, Basel*

Kim Rosenberg *Freshfields Bruckhaus Deringer, Dubai*

Arent van Wassenaer *The Faithful Goose, The Hague*

1930 – 2200 **Conference reception and dinner**

Restaurant Quai 61, Mythenquai 61, 8002 Zurich

Dinner fee: £135

Entry is by ticket only, using the barcode on your badge.

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).

0800 – 1210 **Registration**

0900 – 0910 **Opening remarks**

Boris Babić *Babić & Partners Law Firm, Zagreb; Co-Chair, IBA Real Estate Section*

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

Roland M Müller *VISCHER, Basel/Zurich; Communications Officer, IBA Real Estate Section*

Corrado Rampini *Bär & Karrer, Zurich; Website Officer, IBA Real Estate Section*

0910 – 1000

The real guide to real estate disputes

Real estate cross-border transactions can result in significant litigation in multiple jurisdictions. This workshop of dispute resolution experts will discuss how to best prepare for such disputes already when drafting the contract and how to best act once a dispute has arisen.

Moderator

Nikolaus Pitkowitz *Graf & Pitkowitz, Vienna*

Speakers

Michael Black QC *XXIV Chambers, London*

Jalal El Ahdab *Gineste Magellan Paley-Vincent, Paris; Vice Chair, IBA Arab Regional Forum*

Claudia S Mathiasen *Winsløw, Copenhagen*

Dana McGrath *Sidley Austin, New York*

Irina Paliashvili *RULG - Ukrainian Legal Group, Kiev; Co-Chair, IBA Senior Lawyers' Committee*

1000 – 1045

Competing for investments: how to attract large companies

The session will focus on the needs of large corporates for new offices and production premises and how they decide where to invest. Representatives from destination marketing will explain their strategies. The session will feature Biogen's Swiss experience in deciding where to build an ultra-modern biopharmaceutical manufacturing plant.

Moderators

Roland M Müller *VISCHER, Basel/Zurich; Communications Officer, IBA Real Estate Section*

Speakers

Karl Brander *Solothurn Economic Development, Solothurn, Switzerland*

Liv Minder *Switzerland Global Enterprise, Zurich*

Markus Ziegler *Biogen International, Zug*

1045 – 1115 **Coffee/tea break**

1115 – 1230

Again the technology! – The shake through the shopping world

Retailer representatives, retail real estate agents and practitioners discuss how changing customer behaviour influences inner-city micro locations, shop concepts, mall concepts and logistic needs. Resulting practical drafting advice for retail leases is discussed by the specialists.

Moderator

Maria Flavia Candido Seabra *Machado Meyer, São Paulo; Conference Coordinator, IBA Real Estate Section*

Speakers

Ignacio Bolelli *A&G Partners, Executive Committee Member, Grupo Patio, Santiago*

Claudio Cocuzza *Cocuzza & Associati, Milan; Member, IBA Real Estate Section Advisory Board*

Michael Dressen *CBRE, Zurich*

Lukas Vytisk Souffray *SPG Intercity, Zurich*

Michał Wons *Wardynski & Partners, Warsaw*

1230 – 1315 **Buffet lunch**

1315 – 1600

Real estate property tour through Zurich

A real estate property tour will lead you to places where you have never been in a city combining a medieval centre with modern needs.

Although this event is free to attend, it is necessary to register.

The IBA, its officers and staff accept no responsibility for any views expressed, presentations or materials produced by delegates or speakers at the Conference.

Information

Date

6–8 June 2018

Venue

Zurich Marriott Hotel
Neumuehlequai 42
8006 Zurich
Switzerland
Tel: +41 44 360 7070
Fax: +41 44 360 7777

Fees

Online registrations received:

	on or before 27 April	until 1 June
IBA member	£850	£940
Non-member*	£985	£1,075
Young lawyers	£640	£1,075
Academics/judges	£640	£1,075
Public lawyers	£640	£1,075
Corporate counsel**	£765	£1,075
Conference dinner	£135	£135

After **1 June** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 27 April	after 27 April
IBA member	£945	£1,045
Non-member*	£1,095	£1,195
Young lawyers	£710	£1,195
Academic/judges	£710	£1,195
Public lawyers	£710	£1,195
Corporate counsel**	£850	£1,195
Conference dinner	£135	£135

* 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.

** A reduced rate is offered to IBA Corporate Group Members. Please register online to obtain a 25 per cent discount on the IBA Member fee.

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 1 June at www.ibanet.org/conferences/conf842.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 the Conference Department at the IBA together with your bank transfer / cheque payment. You should receive emailed confirmation of your registration within five days; if you do not then please contact confs@int-bar.org.

Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 25 May.
- 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 Opening reception and flying dinner provided by the Host Committee on Wednesday 6 June
- Real estate property tour through Zurich on Friday 8 June

Please note that registrations are not transferable.

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 **1 June** 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/conf842

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 IBA Sponsorship Department at sponsorship@int-bar.org.

Payment of registration fees

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.

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.

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.

Use the exchange rate prevailing at the time of registration.

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

PLEASE ENSURE THAT YOUR NAME AND 'CON842ZURICH' APPEAR ON ANY TRANSFER OR DRAFT.

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 **11 May 2018**, 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 11 May 2018 will not be eligible for any refund of registration fees. Please note that **NO** exception will be made to this policy. Should you have difficulties in obtaining your visa and are not able to attend the conference this cancellation policy will still apply.

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.

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 Zurich Marriot Hotel for the nights of 6–8 June 2018 inclusive:

The following rates are per room, per night and inclusive of buffet breakfast and Wi-Fi. VAT@ 3.8 per cent and city tax of CHF 2.50 per night is applicable.

Single deluxe room:	CHF 345
Double deluxe room:	CHF 370

Please use the following hotel website link <https://tinyurl.com/y8wwudg4> to make your reservation. The hotel requires a credit card number to secure your reservation.

Cancellation and no-show policy

Cancellations without penalty may be made up until 6pm the day prior to arrival. All other cancellations and no-shows will be charged the full amount to the individual guest's credit card given at the time of booking. Please note that any reservation made after **25 April 2018** 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.

Unauthorised accommodation agents

It has been brought to our attention that there are multiple companies contacting past attendees, claiming to represent the IBA, offering 'assistance' with registration and hotel bookings.

They are operating by cold-calling and spamming companies whose names have appeared on previous List of Participants, Programmes and Sponsorship recognition. The only Accommodation Agent the IBA works with is Judy Lane ICS. Judy Lane ICS do not contact delegates on behalf of the IBA without delegates making initial contact. Please ignore any communication that does not come directly from the IBA or Judy Lane ICS.

Disabled access

The Zurich Marriott Hotel is wheelchair accessible. Please notify us if you require special assistance.



Social programme

Wednesday 6 June

1900 – 2300 **Opening reception and flying dinner provided by the Host Committee**

Hotel Storchen, Weinplatz 2, 8001 Zurich

Start the conference in style. Join IBA committee officers, colleagues and conference speakers to network over drinks and enjoy a flying dinner sponsored by the local host committee.

All registered delegates are invited to attend.

Thursday 7 June

1930– 2200 **Conference reception and dinner**

Restaurant Quai 61, Mythenquai 61, 8002 Zurich

A beautiful lakeside venue with views over Zurich and the Alps.

Dinner fee: £135

Entry is by ticket only, using the barcode on your badge. Transport will be provided.

Social event ticket reservations cannot be guaranteed unless payment has been received before Friday 1 June, subject to availability.

Friday 8 June

1315 – 1600 **Real estate property tour through Zurich**

A real estate property tour will lead you to places where you have never been in a city combining a medieval centre with modern needs.

Although this event is free to attend, it is necessary to register.



ROMA CONVENTION CENTER-LA NUVOLO

IBA 2018



OFFICIAL CORPORATE
SUPPORTER



ROME 7–12 OCTOBER

ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION



The 2018 IBA Annual Conference will be held Rome, the Eternal City. As the saying goes, 'all roads lead to Rome' and the conference will bring together delegates from all over the world for the largest and most prestigious event for international lawyers.

WHAT WILL ROME 2018 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 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

TO REGISTER:

Visit: www.ibanet.org/conferences/Rome2018.aspx

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

**REGISTER BEFORE 20 JULY TO RECEIVE
EARLY REGISTRATION DISCOUNTS**

Registration form

10th Annual Real Estate Investment Conference Trends and Opportunities in Real Estate

6–8 June 2018, Zurich Marriott Hotel, Zurich, Switzerland



Please read the 'Information' section before completing this form and return it together with your bank transfer or cheque to the Conference Department at the address overleaf.

REGISTER ONLINE AT WWW.IBANET.ORG/CONFERENCES/CONF842.ASPX TO MAKE IMMEDIATE AND SECURE PAYMENT BY CREDIT CARD AND OBTAIN A 10 PER CENT DISCOUNT ON THE FEES BELOW

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 _____

SPECIAL DIETARY REQUIREMENTS

If you have special dietary requirements, due to allergen intolerances, medical, religious reasons or a life choice, please specify the requirement below. The IBA is unable to cater for dietary requirements other than for the above reasons.

Please tick box if you have allergen intolerances and specify _____

Please state all other dietary requirements clearly, i.e. I am a vegetarian; I do not eat red meat.

Disclosure of dietary information denotes you have agreed to the IBA sharing this information with relevant third parties who are providing catering on our behalf.

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW,
PLEASE REGISTER BY **1 JUNE** ONLINE AT WWW.IBANET.ORG/CONFERENCES/CONF842.ASPX
IBA MEMBERS CAN REGISTER ONLINE BY **27 APRIL** FOR **£850**,
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 27 April	after 27 April	amount payable
IBA member	£945	£1,045	£
Non-member*	£1,095	£1,195	£
Young lawyers	£710	£1,195	£
Academic/judges	£710	£1,195	£
Public lawyers	£710	£1,195	£
Corporate counsel**	£850	£1,195	£

SOCIAL FUNCTIONS

Conference reception and dinner, Thursday 7 June I will attend £135 £

Real estate property tour through Zurich, Friday 8 June I will attend NIL

One dinner ticket for each delegate is permitted.

Social function ticket reservations are subject to availability and cannot be guaranteed unless payment has been received before **Friday 1 June**.

TOTAL AMOUNT PAYABLE £



*JOIN THE IBA TODAY AND REGISTER FOR THIS CONFERENCE AT THE IBA MEMBER RATE.
PLEASE FIND THE MEMBERSHIP APPLICATION FORM AT **WWW.IBANET.ORG**.

**A REDUCED RATE IS OFFERED TO IBA CORPORATE GROUP MEMBERS.
PLEASE REGISTER ONLINE TO OBTAIN A 25 PER CENT DISCOUNT ON THE IBA MEMBER FEE

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.

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.
PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

METHODS OF PAYMENT

By credit card

Register online at www.ibanet.org/conferences/conf842.aspx and make immediate and secure payment by credit card

Note: please do not send your credit card details on the registration form or within an email or fax.

By bank transfer and cheque/draft

Please send me an invoice.

I enclose a cheque/draft 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.

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.**

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.

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.**

Use the exchange rate prevailing at the time of registration.

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:

Conference Department

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

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

International Ear Association Conferences 2018–2019



2018

11-12 JULY 2018 - INTERNATIONAL LISTENING FORUMS

Worldwide Conferences of the Earless on Hearing Rehabilitation, Medical Research and Rehabilitation's Law (IIRFAL)

12-13 SEPTEMBER 2018 - AMSTERDAM, THE NETHERLANDS

2018th Annual IIR - Europe's Top Hearing Strategies Conference

12-13 SEPTEMBER - RICHIL BOHIGGASANI HOTEL, INDIA

2018th Annual Hearing's Conference: From Conferences to Rehabilitation: The Impact of Hearing

14-15 APRIL 2018 - PALACIO DE LAS MONAS, MEXICO CITY, MEXICO

2018th Opportunities and Challenges in HEAR Technology

18-19 SEPTEMBER - THE CONVENTION CENTER, MALAYSIA

Worldwide

18-19 SEPTEMBER - INTERNATIONAL COMMERCIAL AND ECONOMIC RESEARCH CONFERENCE, INDIA

2018th Cognitive-Neurological Research

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing Research and Rehabilitation: From Conferences to Rehabilitation Strategies

21-22 SEPTEMBER - LAKEVIEW CONVENTION CENTER, USA

2018th Hearing's Conference: 2018th Year Conference

20-21 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference: 2018th Year Conference

20-21 SEPTEMBER - JIN HONGYI CONVENTION CENTER, CHINA

2018th Hearing's Conference: 2018th Year Conference on International Hearing

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference on the Rehabilitation of Hearing Loss

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference: 2018th Year Conference on International Hearing

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference: 2018th Year Conference on International Hearing

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Annual HEAR International Office Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

20-21 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Annual HEAR International Office Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

2-13 OCTOBER 2018 - ROMA CONVENTION CENTER, ROME, ITALY

2018th Annual Conference 2018



21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2018th Hearing's Conference

2019

21-22 SEPTEMBER - HONG KONG, CHINA

2019th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA

2019th Hearing's Conference

21-22 SEPTEMBER - HONG KONG, CHINA



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 legal professionals and 190 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.

The IBA Real Estate Section 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 sector 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.

Contact information

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