



# 6th Annual Real Estate Investments Conference

## Trends, opportunities and new frontiers

18–20 June 2014

Hotel Principe di Savoia, Milan, Italy

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

### Topics will include:

- The real estate market: current trends, key players and opportunities
- Luxury goods, fashion and real estate: what a real estate lawyer should know about this winning combination
- One-to-one networking: meet your peers: a standing ovation!
- Cross-border real estate investments: hot topics at round tables
- Retail real estate: the legal challenges of the 'Omni-Channel' model
- Shaping the deal so that the money comes! Do's and don'ts in the search to fund a real estate project
- Hotel real estate market: is there a market?
- Identifying crucial tax issues in a cross border real estate deal – a case study

### 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

Claudio Cocuzza *Cocuzza & Associati Studio Legale, Milan; Chair, IBA Real Estate Section*

## Wednesday 18 June

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### 1900 – 2100 **Welcome reception**

*Hotel Principe di Savoia*

The reception is open to all delegates and registered guests.  
Please indicate if you wish to attend on the registration form.

## Thursday 19 June

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### 0800 – 1800 **Registration**

### 0900 – 0915 **Welcome and opening address**

Claudio Cocuzza

0915 – 1040

### **The real estate market: current trends, key players and opportunities**

Economists, investors, bankers, real estate consultants, will give an up to date economic report on the industry, both through geographical and industry perspectives.

*Moderators*

**Claudio Cocuzza**

**Martin Holler** *Giese & Partner, Prague*

*Speakers*

**Helen Hwang** *Executive Vice President, Capital Markets, Cushman Wakefield, New York*

**Giacomo Morri** *SDA Bocconi School of Management, Milan*

**Gualtiero Tamburini** *President, Federimmobiliare, Milan*

**Marco Valli** *Vice President and Chief Eurozone Economist, UniCredit Bank AG, Milan*

### 1040 – 1100 **Coffee/tea break**

1100 – 1250

### **Luxury goods, fashion and real estate: what a real estate lawyer should know about this winning combination**

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

*Moderators*

**Rossana Ferandes Duarte** *Siqueira Castro, São Paulo; Treasurer, IBA Real Estate Section*

**Luis Moreno** *Haynes & Boone, Mexico City; LPD Council Member*

*Speakers*

**Salvatore Balдинu** *Expansion Department, H&M, Rome*

**Mario Boschetti** *Chief Legal Counsel, Loro Piana, Milan*

**Victor Busser** *CEO, Arcus Real Estate, Milan*

**Sara Citterio** *Corporate Legale Manager, Trussardi, Milan*

**Manuel Incerti** *Real Estate Development, Apple UK, London*

**Monica Zocca and Daniela Nardi** *FENDI, Rome*

### 1250 – 1400 **Lunch**

*Keynote speaker*

**Enrico Drago** *Managing Director, Inditex Italia, Milan*

Associate social event sponsor

**COCUZZA & ASSOCIATI**

Studio Legale

# Thursday continued

1400 – 1500

## One-to-one networking: Meet your peers – a standing ovation!

You will have five minutes networking time, to meet each other one-to-one. Explain who you are and what you do. Prepare your 'elevator pitch' and get ready!

1500 – 1630

## Distressed assets and debt: what is there to know?

Recently there has been a significant increase in distressed real estate and debt portfolios being restructured and sold in Europe. These transactions raise a number of complex legal issues in relation to the restructuring and sale of the portfolios. This session will provide an overview of the key legal issues in relation to such restructurings together with focus on some of the most pertinent points encountered in the market. The panel will include both leading lawyers and financiers dealing with distressed asset and loan portfolios.

*Moderator*

**Pii Ketvel** *CEO, Marcol Capital Europe SA, Luxembourg; Advisory Board Member, IBA European Regional Forum*

*Speakers*

**Biagio Calabrese** *Head of Advisory Real Estate, Banca IMI, Milan*

**Andrea Marani** *Gianni Origoni Grippo Cappelli & Partners, Rome*

1630 – 1650 **Coffee/tea break**

1650 – 1820

## Cross-border real estate investments: hot topics at round tables

Real estate industry representatives and lawyers from various jurisdictions will discuss recent developments in their respective areas of expertise in round table fashion. Delegates will be able to choose the round table discussion which interests them the most. There will be three open tables which will operate a 45-minute rota basis. It will be possible to select two topics.

The round table topics will be:

- **Retail real estate: the legal challenges of the 'Omni-Channel' Model**  
*Moderators*  
**Phil Skinner** *Arnall Golden Gregory, Atlanta; Newsletter Editor, IBA Real Estate Section*  
**Rocco Ferrari** *Pavia e Ansaldo, Milan*
- **Assessment of real estate-related risks in cross-border M&A transactions**  
*Moderators*  
**Stefano Mazzotti** *Chiomenti Studio Legale, Milan*  
**Izabela Zielinska-Barlozek** *Wardynski & Partners, Warsaw; European Forum Liaison Officer, IBA Real Estate Section*
- **Real estate news from around the world: what's moving in our countries and how this affects cross-border investments**  
*Moderators*  
**Davide Braghini** *Gianni Origoni Grippo Cappelli & Partners, Milan*  
**Marco Sella** *Macchi di Cellere Gangemi, Milan*

1820 **Closing remarks**

**Claudio Cocuzza**

2000 **Conference reception and dinner**

*Palazzo Bocconi, Circolo della Stampa  
Corso Venezia 48, Milan*

A classic Italian dinner in an exclusive Milanese destination. Transport will not be provided.

*Keynote Speaker*

**Manfredi Catella** *Country Head for Italy, Hines, Milan*

Ticket price: €60

Tickets are subject to availability

Social event ticket reservations cannot be guaranteed unless payment has been received before **13 June**, subject to availability.



### Conference reception and dinner sponsors



0800 – 1300 **Registration**

0900 – 0915 **Opening remarks**

Claudio Cocuzza

0915 – 1045

## Shaping the deal so that the money comes! Do's and don'ts in the search to fund a real estate project

Cross-border real estate transactions need the oxygen of funds like any commercial transaction, but with some additional hiccups.

*Moderators*

**Boris Babic** *Babic & Partners, Zagreb; Vice-Chair, IBA Real Estate Section*

**Jakob Schou Midtgaard** *Plesner, Copenhagen; Conference Coordinator, IBA Real Estate Section*

*Speakers*

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

**Bernat Mullerat** *Cuatrecasas Goncalves Pereira, Barcelona; Special Projects Officer, IBA Real Estate Section*

**Corrado Rosano** *Nunziante Magrone Studio Legale Associato, Rome*

**Emiliano Russo** *Chief Legal Officer, Beni Stabili Gestioni SpA Sgr, Milan*

**Michele Stella** *COO, Aedes SpA, Milan*

1045 – 1115 **Coffee/tea break**

1115 – 1215

## Hotel real estate market: is there a market?

An analysis of the different kind of transactions taking place in the industry. Negotiating a hotel deal, the role of the owner, the operator, and the financing entity. Typical issues confronted by real estate practitioners in hospitality transactions.

*Moderators*

**Alessandro Barzaghi** *Cocuzza & Associati, Milan; Chair, International Conventions and Trade Agreements Subcommittee, IBA International Sales Committee*

**Marco Cannizzo** *Ortiz Y Asociados, Mexico; North American Forum Liaison, IBA Real Estate Section*

*Speakers*

**Valentina Alessi** *Legal Director, NH Hotel Group, Business Unit Italia, Milan*

**Raúl González** *CEO EMEA, Grupo Barceló, Palma de Mallorca*

**Tom Hawley** *Vice President Acquisitions & Development, Hyatt International (Europe, Africa, Middle East), Zurich*

**Massimiliano Nitti** *Chiomenti, London*

**Robert Rudek** *LawFed BRSA Studio Legale e Tributario, Milan*

1215 – 1315

## Identifying crucial tax issues in a cross border real estate deal – a case study

Tax topics are crucial when doing a cross-border real estate deal.

The panel will discuss a case study covering seller's, buyer's and bank's perspective in a cross-border transaction with the purpose of analysing solutions to the tax hurdles that real estate lawyers usually encounter.

*Moderators*

**Duarte de Athayde** *Abreu Advogados, Lisbon; Communications Officer, IBA Real Estate Section*

*Speakers*

**Riccardo Cajola** *Cajola & Associati, Milan; Vice-Chair, IBA Complex Acquisitions Subcommittee; IBA International Sales Committee*

**Keith O'Donnell** *ATOZ, Luxembourg*

**Eugenio Romita** *Di Tanno & Associati, Milan*

1315 **Closing remarks**

1330 **Closing lunch**

1500 – 1800 **Optional tours**

### Tour A – Milan walking tour

Including a visit to the Duomo Cathedral, Galleria Vittorio Emanuele II, La Scala Theatre, Sforzesco Castle, and the Cenacolo Vinciano (with a special visit to the Leonardo Da Vinci Last Supper fresco).

Ticket price: €49

### Tour B – Leisure Time Shopping Tour

Visit to the Armani Store and Armani Coffee and 'Dolci' shop.

Ticket price: €25

Please contact Emilia Roscio at [e.roscoio@nsm-group.com](mailto:e.roscoio@nsm-group.com) to register for either tour

### Continuing Professional Development/Continuing Legal Education

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

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

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

18–20 June 2014

## Venue

Hotel Principe di Savoia  
Piazza della Repubblica 17  
20124 Milan, Italy  
Tel: +39 02 6230 7921  
Fax: +39 02 6230 4084  
Email: [groups.hps@dorchestercollection.com](mailto:groups.hps@dorchestercollection.com)

## Fees

*Online registrations received:*

	on or before 9 May	until 11 June
IBA member	€670	€780
Non-member*	€835	€945
Young lawyers (under 30 years)	€505	€945
Academics/judges (full-time)	€505	€945
Public lawyers	€505	€945
Corporate counsel	€605	€945
Guest fee	€50	€50
Conference dinner	€60	€60

After **11 June** registrations must be received in hard copy at the IBA office.

*Hard copy registration forms and fees received:*

	on or before 9 May	after 9 May
IBA member	€745	€865
Non-member*	€930	€1,050
Young lawyers (under 30 years)	€560	€1,050
Academics/judges (full-time)	€560	€1,050
Public lawyers	€560	€1,050
Corporate counsel	€670	€1,050
Guest fee	€50	€50
Conference dinner	€60	€60

\*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](http://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 **11 June** at [www.ibanet.org/conferences/conf546.aspx](http://www.ibanet.org/conferences/conf546.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 IBA conference department together with your payment. You should receive emailed confirmation of your registration within five days; if you do not then please contact Mary-Kate Newman at [mary-kate.newman@int-bar.org](mailto:mary-kate.newman@int-bar.org).

## Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 6 June.
- Access to the above conference working materials from the IBA website ([www.ibanet.org](http://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 18 June

**Please note that registrations are not transferable.**

## Guest fees include:

- Invitation to welcome reception on Wednesday 18 June

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 11 June 2014 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/conf546](http://m.ibanet.org/conf546).

## 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.

## 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](mailto: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.

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

**PLEASE ENSURE THAT YOUR NAME AND 'CON546MILAN' 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.

## Hotel accommodation

A limited number of rooms have been reserved at the Hotel Principe di Savoia for the nights of 18 and 19 June:

### Hotel Principe di Savoia

Piazza della Repubblica 17  
20124 Milan, Italy  
Tel: +39 02 6230 7921  
Fax: +39 02 6230 4084  
Email: [marina.belluco@dorchestercollection.com](mailto:marina.belluco@dorchestercollection.com)

The following rates are per room, per night and inclusive of buffet breakfast, and VAT at ten per cent. City tax of €5 per night, per person is in addition.

Single room: €245  
Double room: €275

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 **13 June** or no-shows, rooms will be charged to the individual guest's credit card given at the time of booking.

Please note that any reservation made after **18 May** will be subject to availability and cannot be guaranteed at the special IBA rate.

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 **23 May 2014**, 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 **23 May 2014** 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.

## 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.**

## 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

Please notify us if you require special assistance.

## Social programme

Wednesday 18 June  
1900 – 2100 **Welcome reception**  
*Hotel Principe di Savoia*

This event is open to all delegates and registered guests.

Thursday 19 June  
2000 **Conference reception and dinner**  
*Palazzo Bocconi, Circolo della Stampa*  
*Corso Venezia 48, Milan*

Ticket price: €60

Social event ticket reservations cannot be guaranteed unless payment has been received before **13 June**, subject to availability.

# Registration form



## 6th Annual Real Estate Investments Conference: Trends, opportunities and new frontiers

18–20 June 2014, Hotel Principe di Savoia, Milan, Italy

Please read the 'Information' section before completing this form and return it together with your payment to Mary-Kate Newman 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 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 PER CENT DISCOUNT ON THE FEES BELOW,  
PLEASE REGISTER BY **11 JUNE** ONLINE AT [WWW.IBANET.ORG/CONFERENCES/CONF546.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF546.ASPX).  
IBA MEMBERS CAN REGISTER ONLINE BY **9 MAY** FOR **€670**  
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

Hard copy registration forms and fees received:	on or before 9 May	after 9 May	amount payable
IBA member	€745	€865	€
Non-member*	€930	€1,050	€
Young lawyers (under 30 years)	€560	€1,050	€
Academics/judges (full-time)	€560	€1,050	€
Public lawyers	€560	€1,050	€
Corporate counsel	€670	€1,050	€
Guest	€50	€50	€

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

### Social functions

Wednesday 18 June  
Welcome reception, Hotel Principe di Savoia  I would like to attend the welcome reception NIL

*Please note only registered delegates and guests may attend*

Thursday 19 June  
Conference reception and dinner  
Palazzo Bocconi, Circolo della Stampa; Corso Venezia 48 Number of tickets \_\_\_\_\_ @ €60 €

*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 **13 June**.

**TOTAL AMOUNT PAYABLE** €

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](http://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**

**Mary-Kate Newman**

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

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

Email: mary-kate.newman@int-bar.org www.ibanet.org

**For office use only** Payment \_\_\_\_\_ Banked \_\_\_\_\_ Processed \_\_\_\_\_



**MILAN RESERVATION REQUEST FORM - HOTEL PRINCIPE DI SAVOIA  
INTERNATIONAL BAR ASSOCIATION\_18-20 June 2014**

Guest Name/Surname: \_\_\_\_\_ Company Name: \_\_\_\_\_

Address: \_\_\_\_\_ Telephone: (     ) \_\_\_\_\_

Email: \_\_\_\_\_ Fax: (     ) \_\_\_\_\_

Arrival Date:   .../06/2014

Departure Date:   ..../06/2014

Special:        Smoking

No smoking

Fast Check-in: NAME \_\_\_\_\_ SURNAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_ POST CODE \_\_\_\_\_ COUNTRY HOME \_\_\_\_\_  
DATE AND PLACE OF BIRTH \_\_\_\_\_ PASSPORT NUMBER \_\_\_\_\_  
DATE AND PLACE OF ISSUE \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_  
TELEPHONE N. \_\_\_\_\_ EMAIL \_\_\_\_\_

**Accompanying guest:**

NAME \_\_\_\_\_ SURNAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_ POST CODE \_\_\_\_\_ COUNTRY HOME \_\_\_\_\_  
DATE AND PLACE OF BIRTH \_\_\_\_\_ PASSPORT NUMBER \_\_\_\_\_  
DATE AND PLACE OF ISSUE \_\_\_\_\_ EXPIRATION DATE \_\_\_\_\_  
TELEPHONE N. \_\_\_\_\_ EMAIL \_\_\_\_\_

Expected arrival time: \_\_\_\_\_

**Check-in: h. 14.00 / Check-out: h. 12.00**

**EARLY CHECK IN:** 50% of the room rate starting from 11.00 am and 100% for check-in before 11:00 am.

**LATE CHECK OUT:** 50% of the room rate for check out by 4.00 pm and 100% for check-out after 4:00 pm.

**WE CANNOT GUARANTEE YOUR ROOM WITHOUT CREDIT CARD DETAILS:**

Once your booking has been confirmed it will be subject to the following cancellation policy:

- Cancellations and amendments received after the **June 13<sup>th</sup>, 2014** will be charged in full.
- No shows: The whole cost of the cancelled space will be charged. The penalty is calculated at 100% on the room rate net of 10% Vat.

Room Type Available	Double for single use	Double
Classic Room	EURO 245.00	EURO 275.00

Above rates are inclusive of 10% VAT, per room, per night. Buffet breakfast included, the city tax is not included and will be charged upon c/out (Euro 5,00 per person per day). Room availability can be considered until May 18<sup>th</sup>, after that the reservations will be dealt with "on request".

Once the reservation is confirmed we will forward to you the final confirmation by e-mail.

Credit Card Type \_\_\_\_\_ Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_ Signature \_\_\_\_\_

Once Completed e-mail to [marina.belluco@dorchestercollection.com](mailto:marina.belluco@dorchestercollection.com)  
to the attention of Mrs. Marina Belluco by May 18th 2014

# TOKYO 19-24 OCTOBER 2014

ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION



the global voice of the legal profession®



**W**ith a population of more than 13 million, the capital of Japan and the seat of Japanese government is one of the largest metropolises in the world. A city of enormous creative and entrepreneurial energy that enjoys a long history of prosperity, Tokyo is often referred to as a 'command centre' for the global economy, along with New York and London. Not only a key business hub, Tokyo also offers an almost unlimited range of local and international culture, entertainment, dining and shopping to its visitors, making it an ideal destination for the International Bar Association's 2014 Annual Conference.

## WHAT WILL TOKYO 2014 OFFER?

- The largest gathering of the international legal community in the world – a meeting place of more than 4,500 lawyers and legal professionals from around the world
- More than 180 working sessions covering all areas of practice relevant to international legal practitioners
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- A registration fee which 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
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To register your interest, please contact: International Bar Association  
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# LL.M in

Global Professional Training with the International Bar Association and the University of Law – a career-enhancing commitment to excellence.

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Designed in conjunction with the International Bar Association, this LL.M is a tailored, professional programme for graduates and practising lawyers seeking career-enhancing postgraduate legal qualifications. The programme is aimed specifically at building cross-border commercial legal knowledge.

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### You choose how to study

- Study your LL.M at a time and place that suits you

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- Starts in September 2014 at our London Moorgate centre
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- Supported by i-Tutorials, online test and feedback exercises and independent learning and research

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- Start in January or July each year
- Online study with one-to-one online supervision from a University tutor
- Nine units per module
- We supply an extensive suite of user-friendly, practical course material including electronic learning aids

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### Module

### First available start date

Business, finance and the legal services market	July 2014
International intellectual property practice	July 2014
International commercial legal practice	July 2014
International public companies practice	July 2014
International capital markets and loans practice	July 2014
International mergers and acquisitions practice	July 2014
International antitrust practice	July 2014
International business organisations	July 2014
International arbitration practice	July 2014
International joint ventures	July 2014

For further information, and to register please email: [llm@lawcol.co.uk](mailto:llm@lawcol.co.uk)

[www.law.ac.uk/llm](http://www.law.ac.uk/llm)



the global voice of  
the legal profession™

The University  
of Law  
incorporating The College of Law



# 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.

### **IBA 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.

### **European Regional Forum overview**

The European Regional Forum has been developing and strengthening the existence of the IBA within the whole of Europe by promoting the goals of the IBA to members, non-members and others, disseminating professional know-how, and assisting the committees and other constituencies of the IBA to increase their presence in the different sub-regions of Europe, including parts of North Africa and the Middle East.

The goals of the forum include addressing current and long-term needs of professional organisations and individual members within the geographical reach of the Forum, as well as increasing membership and participation in the IBA and integrating them within the organisation. The Forum will also facilitate cross-border activity between lawyers and bars in different European countries. The Forum has a particular focus on cross-disciplinary activities.

### **Contact information**

#### **International Bar Association**

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