

A conference presented by the IBA Real Estate Section, supported by the IBA European Regional Forum, IBA Women Lawyers' Interest Group and the IBA Young Lawyers' Committee



the global voice of the legal profession®

# 12th Annual Real Estate Investments Conference

## Trends and opportunities in real estate



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15–17 June 2022

Sofitel Legend The Grand, Amsterdam, the Netherlands

### Topics include:

- Global market outlook on mega trends
- Amsterdam – the new London?
- Cross-border real estate transactions: hot topics
- Show me the money: alternative ways to invest in real estate
- The sky is the limit: the city of the future
- The effect of electric mobility on infrastructure
- Understanding construction contracts
- Global trends of the real estate servicing industry
- No home, no future!
- The real guide to real estate disputes
- The investment climate is changing in a world of climate change
- Leases in time of changing tenant demand
- Work-life science: has the pandemic changed the way we work and the work-life balance that we want forever?



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# Programme

## Conference Chair

**Mariëtte Lafarre** *Lafarre Law Firm, Amsterdam; Vice-Chair, IBA Real Estate Section*

## Organising Committee

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

**Rossana Duarte** *Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados, São Paulo; Member, IBA Real Estate Section Advisory Board*

**Mariëtte Lafarre** *Lafarre Law Firm, Amsterdam; Vice-Chair IBA Real Estate Section*

**Michael Lunjevich** *Hadef & Partners, Dubai; Co-Chair, IBA Real Estate Section*

**Corrado Rampini** *Bär & Karrer, Zürich; Events Officer, IBA Real Estate Section*

**Philip Skinner** *Arnall Golden Gregory, Atlanta, Georgia; Member, IBA Real Estate Section Advisory Board*

**Izabela Zielinska-Barlozek** *Wardynski & Partners, Warsaw; Member, IBA Real Estate Section Advisory Board*

## Local Host Committee

Houthoff

Lafarre Law Firm

Lexence

Loyens & Loeff

Stibbe

## Wednesday 15 June

1900 – 2200

### Host Committee welcome reception and flying dinner

*Sofitel Legend The Grand Amsterdam*

Start the Conference in style. Join the IBA Committee Officers, colleagues and Conference speakers to network over drinks and enjoy a flying dinner. All registered delegates are invited to attend.

## Thursday 16 June

0700 – 0745 **Real Estate running tour**

*Meet in the main lobby.*

Join the officers of the Real Estate Committee and your colleagues for a light jog or a refreshing walk along the famous canals.

0730 – 1730 **Registration**

0830 – 0845 **Welcome and opening remarks**

**Mariëtte Lafarre** *Lafarre Law Firm, Amsterdam; Vice-Chair, IBA Real Estate Section*

**Michael Lunjevich** *Hadef & Partners, Dubai; Co-Chair, IBA Real Estate Section*

**Bernat Mullerat** *Cuatrecasas, Barcelona; Co-Chair, IBA Real Estate Section*

0845 – 0900 **Keynote speaker**

**Jan-Willem Flohil** *Managing Director, Economic and Cultural Affairs, City of Amsterdam, Amsterdam*

0900 – 0945

### Global market outlook on mega trends

Key stakeholders in the industry will provide an update on the real estate sector with geographical and industry perspectives.

*Moderator*

**Jakob Schou Midtgaard** *Accura, Copenhagen; Senior Vice Chair, IBA Real Estate Section*

*Speakers*

**Tahera Mandviwala** *TDT Legal, Mumbai; Strategy Officer, IBA Law Firm Management Committee*

**Tetiana Storozhuk** *Arzinger, Kiev*

**Frank Verwoerd** *Head Research The Netherlands, CBRE, Amsterdam*

Headline social event sponsor

**LOYENS & LOEFF**  
Law & Tax

Conference reception and dinner sponsor

**DUAL**  
Asset

# Thursday continued

0945 – 1030

## Amsterdam – the new London?

Politics drive real estate: specialists will discuss how Brexit influences real estate markets in cities around the globe.

*Moderators*

**Howard Gill** *Forsters, London*

**Mariëtte Lafarre** *Lafarre Law Firm, Amsterdam; Vice-Chair IBA Real Estate Section*

*Speakers*

**Richard Divall** *Director EMEA Cross Border Capital Markets, Colliers, London*

**S T Prashantha Kumar** *Fox Mandal & Associates, Bangalore*

**David van Traa** *Managing Director Zuidas, City of Amsterdam, Amsterdam*

1030 – 1100 **Coffee/tea break**

1100 – 1145

## Cross-border real estate transactions: hot topics

Real estate industry representatives and lawyers from various jurisdictions will discuss recent developments in their respective areas of expertise and report on the developments of new tools and trends, including:

- the tax structuring of cross-border real estate deals;
- anti-money laundering regulations that vary from country to country;
- the influence and effects of international sanctions of cross border real estate transactions;
- the restrictions on acquisitions of real estate by foreigners; and
- title insurance for real estate transactions.

*Moderators*

**Peter Kunz** *Kunz Wallentin Rechtsanwälte GmbH, Vienna; Vice-Chair, IBA Real Estate Section*

**Juan Jose López de Silanes** *Basham Ringe y Correa, Mexico City; Co-Chair, Servicing Industry Subcommittee, IBA Real Estate Section*

*Speakers*

**Hillevi Börjesson** *Mannheim Swartling, Gothenburg*

**Maarten de Bruin** *Stibbe, Amsterdam*

**Massimo Ruscio** *DUAL Asset Underwriting, London*

**Federico Susena** *Guyer & Regules, Montevideo*

1145 – 1230

## Show me the money: alternative ways to invest in real estate

A panel of global experts will look at how to structure funds, REIT's, loan notes, secured finance, and discuss the risk profile and considerations for such structures.

*Moderators*

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

**Eduardo Martin** *Carey, Santiago; Latin American Regional Forum Liaison Officer, IBA Real Estate Section*

*Speakers*

**Ivan Gazdic** *CMS Reich-Rohrwig Hainz, Belgrade*

**George Ji** *Zhong Lun Law Firm, Shanghai*

**Bartjan Zoetmulder** *Loyens & Loeff, Amsterdam*

1230 – 1330 **Lunch**

1330 – 1415

## The sky is the limit: the city of the future

Look up and do not look down. Major cities around the world are expected to grow significantly in coming years. London and New York currently have nine million inhabitants but are both predicated to reach 11 million by 2050; New Delhi has 21 million inhabitants but is expected to grow to 42 million in 2050.

This development calls for a new type of urban planning with an upwards focus. This will include the creation of communities in the sky, of buildings with forest roofs and connecting bridges, shared facilities and green vertical neighbourhoods

*Moderators*

**Maria Flavia Candido Seabra** *Machado Meyer Advogados, São Paulo; Treasurer, IBA Real Estate Section*

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

*Speakers*

**Mariana Moschiar Almeida** *Director Sao Paulo Parcerias, Sao Paulo, Brasil*

**Sarah Bool** *Forsters, London*

**Gideon Maasland** *Director, MVRDV, Rotterdam*

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

Conference luncheon sponsor



# Thursday continued

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1415 – 1500

## The effect of electric mobility on infrastructure

Major global cities like Amsterdam, Madrid, Mexico City, Paris and Rome want to ban gasoline and diesel cars as of 2030 to only allow electric cars.

This will fuel the need for charging stations in private residences and public charging stations, and the development of local electric grids and electricity production.

But this will also call for other ways of transportation like Hyperloop, drones, self-driving cars and flying taxis.

How will this affect the infrastructure of the city?

*Moderators*

**Samuli Koskela** *Lexia, Helsinki; Social Media Officer, IBA Real Estate Section*

**Philip Skinner** *Arnall Golden Gregory, Atlanta, Georgia; Member, IBA Real Estate Section Advisory Board*

*Speakers*

**Jonathan Cohen** *Howard Kennedy, London*

**Mars Geuze** *Hardt Hyperloop, Delft*

**Sudip Mullick** *Khaitan & Co, Mumbai; Senior Vice Chair, IBA Environment, Health and Safety Law*

1500 – 1530 **Coffee/tea break**

1530 – 1615

## Understanding construction contracts

What all lawyers should know when advising clients on under construction or new construction real estate acquisitions. Gain a practical understanding of construction contracts (including FIDIC) and how key issues such as warranties, defects, insurances and related disputes can affect your transaction.

*Moderators*

**Stefan Gerlach** *SGP Schneider Geiwitz Rechtsanwalts-gesellschaft GmbH, Munich; Scholarship Officer, IBA Real Estate Section*

**Michael Lunjevich** *Hadef & Partners, Dubai; Co-Chair, IBA Real Estate Section*

*Speakers*

**Romain Berthon** *LPA-CGR Avocats, Casablanca*

**Matthew Finn** *Ankura, London*

**Aisha Nadar** *Advokatfirman Runeland, Stockholm*

1615 – 1700

## Global trends of the real estate servicing industry

Key players in the real estate servicing industry analyse the trends in the market, with special focus on the scope of services being rendered by worldwide brokers, which include not only typical brokerage, but also property management, project management, property administration, property valuation, real estate financing and investment advice, lease administration, real estate marketing, and market assessment and investigation.

*Moderators*

**Dr Roland Müller** *VISCHER AG, Basel; Commercial Subcommittee, IBA Real Estate Section*

**Pedro Nicholson** *Beccar Varela, Buenos Aires; Commercial Subcommittee, IBA Real Estate Section*

*Speakers*

**Dirk Bakker** *Colliers International, Amsterdam*

**Marie Helms** *Partner RED Cushman & Wakefield, Copenhagen*

**Alice Thornton** *Director JLL, Amsterdam*

**Hérrnan Felipe Valdés** *Claro y Cia, Santiago*

1700 – 1745

## The silly legal development contest

In three minutes speeches delegates from around the world will present the silliest legal development of their jurisdiction in real estate law or other areas. The microphone is switched off after exactly 180 seconds and the winner will receive a silly prize.

*Moderators*

**Rossana Duarte** *Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados São Paulo; Member, IBA Real Estate Section Advisory Board*

**Anna Wyrzykowska** *WKB lawyers, Warsaw; Young Lawyers Liaison Officer, IBA Real Estate Section*

1930 – 2300 **Conference reception and dinner**

*Koninklijke Industrieële Groote Club, Dam 27, Amsterdam*

The 'Koninklijke Industrieële Groote Club' is an active business club and society established in the monumental 'Industria' building on Dam Square, for ages the dynamic heart of capital city Amsterdam. The authentic interior adds to the exclusive, metropolitan atmosphere.

Members view this club as their second home. With classic halls and rich art and culture, amidst a warm, familiar and cosy atmosphere. Come and enjoy this with your fellow attendees for a lovely dinner.

Ticket price: €95

*Due to the venue's convenient location transport is not required.*

0830 – 1430 **Registration**

0900 – 0910 **Opening remarks**

**Mariëtte Lafarre** *Lafarre Law Firm, Amsterdam; Vice-Chair, IBA Real Estate Section*

**Michael Lunjevich** *Hadef & Partners, Dubai; Co-Chair, IBA Real Estate Section*

**Bernat Mullerat** *Cuatrecasas, Barcelona; Co-Chair, IBA Real Estate Section*

0910 – 1000

## **No home, no future!**

The housing shortage and how to solve it – a challenge for cities around the world

*Moderators*

**Andrew Monteith** *MinterEllison, Auckland; Diversity and Inclusion Officer, IBA Real Estate Section*

**Bernat Mullerat** *Cuatrecasas, Barcelona; Co-Chair, IBA Real Estate Section*

*Speakers*

**Michael Juerss** *Director Laren Consulting Real Estate GmbH, Kiel*

**João Valadas Coriel** *Valadas Coriel & Associates, Lisbon*

**Verali von Meijenfheldt** *City Executive Amsterdam, Arcadis Nederland, Rotterdam*

1000 – 1045

## **The real guide to real estate disputes**

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

Topics that will be discussed include:

- how to draft a perfect dispute resolution clause;
- which is the appropriate forum for a dispute;
- what is preferable: arbitration or litigation;
- when and how should one use alternative disputes methods;
- advantages and ways to obtain preliminary measures;
- selection of local counsel and arbitrator(s); and
- managing the dispute resolution process.

*Moderator*

**Nikolaus Pitkowitz** *Pitkowitz & Partners, Vienna; Member, IBA Real Estate Section Advisory Board*

*Speakers*

**Peter Ashford** *Fox Williams, London*

**Müge Erdoğan** *Bodenheimer Herzberg, Berlin*

**Christiana Moreira** *BMA Advogados, Rio de Janeiro;*

*Membership Officer, IBA Real Estate Section*

**Duco Oranje** *President, Netherlands Commercial Court of Appeal, Amsterdam*

1045 – 1115 **Coffee/tea break**

1115 – 1200

## **The investment climate is changing in a world of climate change**

What do global nature and global economy have in common: you do not damage your capital! Experts from around the world will discuss ways to achieve the climate objectives, create a circular economy and its effects on real estate investments and finance. There will be no more make, take and waste!

*Moderators*

**Peter Vocke** *Heuking Kühn Luer Wojtek, Düsseldorf; European Regional Forum Liaison, IBA Real Estate Section*

**Johane Murray** *Brodies, Glasgow; Scholarship Officer, IBA Real Estate Section*

*Speakers*

**Marloes Brans** *Houthoff, Amsterdam*

**Taco Hovius** *STIJL Advocaten, Amsterdam*

**Alexander Rausch** *Head of ESG Real Estate, Drees & Sommer, Düsseldorf*

**Florian Wecker** *German Sustainability Award, Düsseldorf*

1200 – 1245

## **Leases in times of changing tenant demand**

Tenant markets are changing. New solutions are required in the light of the ESG agenda and new demands related to the EU taxonomy and the UN 17 Sustainable Goals. Tenants have increased needs for flexible office lease holds due to the new ways of working from home/in the office. Proptech opens up for new ways of putting value into leases. And COVID-19 restrictions and new force majeure clauses have an impact on lease contract. This session addresses these topics and the panelists bring examples on sustainability terms in lease contracts; flexible lease terms; terms influenced by new technology in lease contracts, and new tenant demands in retail lease contracts. This session focuses on these issues and provides examples of relevant clauses to tackle these challenges

*Moderators*

**Claudia Mathiasen** *Winslow, Copenhagen; Secretary, IBA Real Estate Section*

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

*Speakers*

**Iva Basaric** *Babic & Partners, Zagreb*

**Vincent Bouwmans** *Lexence, Amsterdam*

**Lieven Peeters** *ALTIUS, Brussels*

**Thomas Seeber** *Kunz Wallentin Rechtsanwälte GmbH, Vienna*

**Ted Woodward** *Arnall Golden Gregory, Atlanta, Georgia*

# Friday continued

1245 – 1330 **Lunch**

1330 – 1415

## **Work-Life Science: has the pandemic changed the way we work and the work-life balance we want forever?**

Before the pandemic there was an increasing focus on the mental wellbeing of those working in the legal industry and the pressures of a modern legal career. Pandemic induced lockdowns introduced flexible working overnight, changing the demands on everyone. This panel will discuss what challenges lawyers are facing as we return to the office and what different generations are saying they want from their careers, how they want to work and the ways different law firms are seeking to help achieve a work-life balance and reduce major causes of poor mental health in the workplace.

### *Moderators*

**Véronique Lagarde** *Dentons, Paris; Conference Co-ordinator, IBA Real Estate Section*

**Charles Staveley** *Mills & Reeve, London; Communications Officer, IBA Real Estate Section*

### *Speakers*

**Sara Carnegie** *Director, Legal Projects, International Bar Association, London*

**Izabela Zielinska Barlozek** *Wardyński & Partners, Warsaw; Member, IBA Real Estate Section Advisory Board*

**Annina Fey** *Niederer Kraft & Frey, Zurich*

1415 – 1430 **Closing remarks**

1430 – 1700

## **Real estate property tour by boat through the canals of Amsterdam**

A real estate property tour will take you by boat through Amsterdam's famous *grachten* (canals) to places where you have never been before.



ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION

**IBA 2022**

**MIAMI**  
30 OCT–4 NOV



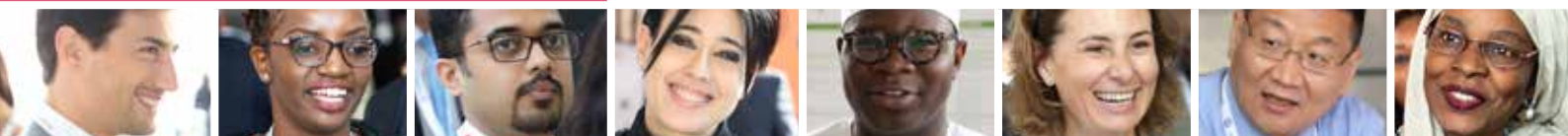
**MIAMI BEACH CONVENTION CENTER**

The 2022 Annual Conference will be held in Miami, a major US centre and leading city for finance, commerce, culture, entertainment and international trade.

With an abundance of business and networking opportunities on offer, this modern metropolis will be a fantastic location for the largest and most prestigious event for international lawyers.

## **HOW WILL YOU BENEFIT FROM ATTENDING IBA 2022?**

- Listen to industry thought leaders and experts sharing their advice to enable you to re-engineer your approach to business
- Build strategies for success by sharing your experiences and issues with lawyers from all practice areas from across the globe
- Generate more work and referrals by making connections with a network of over 6,000 international lawyers from more than 2,700 law firms, corporations and regulators
- Save time and money by meeting all of your legal contacts under one roof



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### **TO BOOK:**

Visit: [www.ibanet.org/conference-details/CONF2137](http://www.ibanet.org/conference-details/CONF2137)

To receive details of all advertising, exhibiting and sponsorship opportunities for the IBA Annual Conference in Miami, email [andrew.webster-dunn@int-bar.org](mailto:andrew.webster-dunn@int-bar.org)

# Information

## Date

15–17 June 2022

## Venue

Sofitel Legend The Grand Amsterdam  
Oudezijds Voorburgwal 197  
1012 EX Amsterdam  
The Netherlands  
Tel: +31 020 555 3111  
Fax: +31 020 555 3222  
Email: H2783-re@sofitel.com

## Language

All working sessions and Conference materials will be in English.

## How to register

Register online by **8 June 2022** at [www.ibanet.org/conference-details/CONF2059](http://www.ibanet.org/conference-details/CONF2059) 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 proof of bank transfer payment. You should receive an email confirmation of your registration within five days; if you do not, please contact [confs@int-bar.org](mailto:confs@int-bar.org).

### For the protection of all delegates, to attend the conference, you will need to provide evidence acceptable to the IBA and if required, to the relevant host country authorities that shows:

- You have received two vaccinations against the Covid 19 virus with a WHO recognised vaccine, at least three weeks prior to attendance at the conference; or
- you have a negative PCR (polymerase chain reaction) test result not more than 72 hours before the conference begins [NOT a rapid lateral flow negative test]. Any costs incurred for vaccinations and tests are the responsibility of the delegate.

### By registering for the conference you agree to the following, the delegate code of conduct and all venue precaution notifications:

You will not attend the conference if you are displaying any Covid symptoms

- Should you develop any Covid symptoms during your attendance at the conference you will immediately:
- inform a member of IBA staff by email ([confs@int-bar.org](mailto:confs@int-bar.org)) self-isolate comply with all local and national restrictions
- If you receive any notification from any source that you have been exposed to a Covid risk, you will immediately inform a member of IBA staff and comply with local or national restrictions that may be required
- You travel at your own risk and you agree that the IBA cannot be held responsible if you contract Covid during the conference or after returning from the conference
- You agree to the extent permitted by law that you shall not hold IBA responsible for: any travel costs incurred for travelling to and from the conference; any travel costs that may be irrecoverable due to the cancellation or postponement of the conference; any losses or liabilities associated with contracting Covid whether on the way to, during or after the conference.
- You agree that, if asked by the relevant local or national authorities, the IBA has permission to pass on your personal information and contact details to those authorities should contact tracing be required.

If you do not comply with the above criteria you might be refused entry to the conference.

## Fees

Online registrations received:

	on or before 4 May	until 8 June
IBA member	€795	€900
Non-member*	€950	€1055
Young lawyers (under 30 years)	€560	€1055
Academics/judges (full time)	€560	€1055
Public lawyers	€560	€1055
Corporate counsel**	€715	€1055
Conference dinner	€95	€95

After **8 June 2022** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 4 May	after 4 May
IBA member	€885	€1000
Non-member*	€1060	€1175
Young lawyers (under 30 years)	€665	€1175
Academics/judges (full time)	€665	€1175
Public lawyers	€665	€1175
Corporate counsel**	€795	€1175
Conference dinner	€95	€95

- \* 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. You can find full details of how to join 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 obtain your Conference documentation.

#### Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 1 June
- Access to the above Conference working materials from the IBA website ([www.int-bar.org](http://www.int-bar.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 hosted Reception on Wednesday 15 June

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

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### 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 **8 June** at the latest.

### Live delegate search

Delegates are able to use the live delegate search via the IBA website, in order to use this function delegates will need to be logged into their MyIBA. This will allow search access to up-to-date attendance lists.

### 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.

### Delegate Code of Conduct

Temperature (under 38 C) and vaccination / PCR test result checks will be operational upon arrival at the Conference venue.

Face masks should be worn when moving around the venue. We also recommend that face masks are worn in the conference room where delegates will be located for longer periods. This is also subject to local or national restrictions (where the most restrictive practices will apply).

It is recommended that delegates regularly use the hand sanitisers which will be available for use at the conference.

Delegates are recommended not to share or mix drinking or eating utensils and should dispose of any napkins and other papers or disposable products promptly in waste receptacles.

No hard copy conference materials will be distributed. Conference programme and lists of participants will only be provided in soft copy by email.

We request that you do not shake hands with delegates, exchange business cards or any other materials.

### Venue precautions (these are also subject to the host country's local and/or national requirements)

- Socially distanced movement and seating rules will be followed. These will comply with relevant local or national restrictions of the venue location at the time of the conference.
- Food and drink will be provided according to the relevant local or national Covid precaution requirements of the venue location at the time of the conference.

- Conference venue meeting and catering rooms will be deep cleaned prior to IBA Conferences
- Conference venue staff and IBA staff will wear face masks when moving around the venue
- AV equipment/microphones will be disinfected or have covers changed between use by different speakers

### Book with confidence

The IBA will offer a full refund if you are required to cancel your registration due to Covid related reasons; we will require written confirmation of your cancellation by the end of business on the first day of the conference.

If the IBA needs to reschedule the event, your registration will be automatically transferred to the new date and no additional fees will be charged. If this date is not convenient for a delegate, a refund of the cost of the conference place will be available on request to the IBA.

If the IBA is unable to reschedule the conference within 12 months of the original scheduled date, a full refund of the cost of the conference place will automatically be made to all delegates.

Please note that the IBA will not provide refunds for any other costs incurred including any travel costs.

If you have questions or concerns, please email [confs@int-bar.org](mailto:confs@int-bar.org) Please note, these terms are subject to any more restrictive or different local requirements, and may be altered and amended from time to time to reflect any changes to restrictions or government requirements.

### Photography and filming

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 [ibamarketing@int-bar.org](mailto: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](mailto:sponsorship@int-bar.org)

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### Payment of registration fees by bank transfer or BACS payment

#### Registration forms received without proof of payment will NOT be processed until proof of payment has been received

**Euro:** by bank transfer to the IBA account at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.

SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631

**Please ensure that a copy of the bank transfer details is attached to your registration form.**

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

**PLEASE ENSURE THAT YOUR NAME AND 'CON2059' 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 conferences in venues of a suitable size for each 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 waiting list for a conference will close once it has reached 10 per cent of the conference venue capacity, as it is very unlikely a place will become available. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to a conference without a confirmed place at the event.

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### Cancellation of registration or social functions

If cancellation is received in writing at the IBA office by **Wednesday 1 June**, 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 or social function bookings received after **Wednesday 1 June** will not be eligible for any refund of fees. Please note that the IBA will, however, offer a full refund if you are required to cancel your registration due to Covid related reasons; we will require written confirmation of your cancellation by the end of business on the first day of the conference.

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 Sofitel Legend The Grand Amsterdam for the nights of 15–17 June:

#### Sofitel Legend The Grand Amsterdam

Oudezijds Voorburgwal 197  
1012 EX Amsterdam  
The Netherlands  
Tel: +31 020 555 3111  
Fax: +31 020 555 3222  
Email: H2783@sofitel.com

The following rates is per room, per night and inclusive of breakfast, service charge and VAT. Additional charges include five per cent city tax.

**Superior Queen Single occupancy: €360**

**Double occupancy €400 upon request, please enquire with the hotel.**

Please complete the enclosed accommodation registration form to make your reservation. The hotel requires a credit card number to secure your reservation.

### Cancellation and no-show policy

Cancellation may be made up until 72 hours prior to your check-in date. 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 booking.

**Please note that any reservation made after 1 June 2022 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 hotel is wheelchair accessible. Please notify us if you require special assistance.

## Continuing Professional Development / Continuing Legal Education

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

A 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.

## IBA Harassment Policy

IBA conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and their professional associates. The IBA values the participation of every delegate and member of the IBA and wants all attendees to have an enjoyable and fulfilling experience. Accordingly, all Conference attendees are expected to show respect and courtesy to other attendees, IBA staff and those involved with hosting the events throughout the Conference and at all Conference events, receptions, and parties, whether officially organised by the IBA or others. All delegates, guests, attendees, speakers, exhibitors, staff and volunteers at any IBA event are required to conform to the IBA Harassment Policy.

See [www.ibanet.org/conferences/harassment-policy.aspx](http://www.ibanet.org/conferences/harassment-policy.aspx)

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).

# Registration form



## 12th Annual Real Estate Investments Conference

15–17 June 2022, Sofitel Legend The Grand Amsterdam, Amsterdam, the Netherlands

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

REGISTER ONLINE AT [WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2059](http://WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2059) 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 \_\_\_\_\_

Email \_\_\_\_\_ Date of birth \_\_\_\_\_

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

Firm/company/organisation \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_ Country \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_

### 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 **8 JUNE 2022** ONLINE AT [WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2059](http://WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2059)  
IBA MEMBERS CAN REGISTER ONLINE BY **4 MAY** FOR **€795**,  
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 4 May	after 4 May	amount payable
IBA member	€885	€1000	€
Non-member *	€1060	€1175	€
Young lawyers (under 30 years)	€665	€1175	€
Academics/judges (full time)	€665	€1175	€
Public lawyers	€665	€1175	€
Corporate counsel **	€795	€1175	€

### Social functions

Conference dinner  €95 €

One Conference dinner place per registered delegate is permitted.

Social function places are subject to availability and cannot be guaranteed unless payment has been received before 10 June 2022.

**TOTAL AMOUNT PAYABLE €**

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

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

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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.

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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/conference-details/CONF2059](http://www.ibanet.org/conference-details/CONF2059) 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.

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##### By bank transfer or BACS payment

**Registration forms received without proof of payment will NOT be processed until proof of payment has been received.**

**Euro:** by bank transfer to the IBA account at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.  
SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631

**Please ensure that a copy of the bank transfer details is attached to your registration form.**

#### 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)*
- 
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The International Bar Association would like to keep in touch with you about relevant news, events, publications and membership. You can opt out of receiving information at any time by emailing [member@int-bar.org](mailto:member@int-bar.org) or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email [confs@int-bar.org](mailto:confs@int-bar.org).

For further details on how your data is used and stored: [www.ibanet.org/web\\_privacy\\_policy.aspx](http://www.ibanet.org/web_privacy_policy.aspx).

#### PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION LONDON OFFICE:

##### Conference Department

International Bar Association

5 Chancery Lane, London WC2A 1LG, United Kingdom.

Tel: +44 (0)20 7842 0090

Email: [confs@int-bar.org](mailto:confs@int-bar.org)

[www.ibanet.org](http://www.ibanet.org)

**REGISTRATION FORM  
IBA 2022**

**15 – 17 June 2022**

INTE160920

Please return this form before 15 May 2022

We have optionally reserved a limited number of bedrooms for this event from 15 – 17 June 2022.

Please be so kind to fill out this registration form in **CAPITAL LETTERS** and return it by email to:  
[h2783-RE@sofitel.com](mailto:h2783-RE@sofitel.com).

Name:			
Address:			
First name:		Number of people:	
Date of birth:		Place of birth:	
Passport number:		Nationality:	
Telephone number:		Email address:	
Arrival date:		Departure date:	

Superior Room	€360.00	Single Occupancy		Superior Room	€400.00	Double Occupancy	
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\* Please type an X above

The above mentioned rates are in EURO per room, per night; breakfast, service charge and VAT are included, 7% city tax and €3.- tourist tax per person per night are excluded. We have guaranteed this reservation for late arrival.

To confirm a reservation, we require a credit card number together with the expiry date: please call the Reservations department +31 (0)20 555 3 111 to supply your credit card details to enable your reservation to be confirmed.

The credit card will not be charged and will be used to guarantee the reservation. Please note: the full reservation value is non-refundable in case of modifications, cancellations or no-shows, the provided credit card will be charged.

\*The credit card that was used to make the booking must be presented at reception upon arrival.

The Management of Sofitel Legend The Grand Amsterdam takes no responsibility for valuables left in guestrooms, guest safes, public areas and parking garage. Safe-deposit boxes are provided without any charge at reception. The uniform conditions of the hotel industry, as deposited with the Chamber of Commerce and by the District Court at The Hague, are applicable to all our services. I agree that my liability for my bill is not waived and I agree to be held personally liable in the event that the indicated person, company or association fails to pay any part or the full amount of these charges. Please fill out a separate registration form for each distinctive room you would like to reserve.

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# International Bar Association

the global voice of the legal profession

The International Bar Association (IBA), established in 1947, is the world's leading organisation of international legal practitioners, bar associations, law firms 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 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information, enabling them to better represent their clients' interests.

Through its various committees, fora and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

## **IBA Real Estate Section Overview**

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 IBA Real Estate Section provides a unique and valuable forum for lawyers from different countries and legal backgrounds to address all sorts of practical and legal issues, exchange views and meet during conferences.

## **Contact information**

### **International Bar Association**

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

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Fax: +44 (0)20 7842 0091

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