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the legal profession®

Up to
12 CPD
hours available*

A conference co-presented by the IBA
Real Estate Committee and supported
by the IBA North American Regional Forum
and the IBA Latin American Regional Forum

Global investments in real estate: trends, opportunities and new frontiers

1–3 May 2011
Miami, USA

The 3rd Annual IBA Real Estate Committee Conference will again be one of the most important events of the year for every lawyer involved in transnational real estate transactions. Captivating speakers, preeminent experts and impressive policy makers from Europe, the Americas and Asia will gather in Miami for this exceptional event. The conference will be accompanied by an outstanding social programme with various networking opportunities.

Sessions include:

- The real estate market: current trends, key players and opportunities
- Cross-border real estate investments – hot topics
- Distressed deals – note purchases; mortgage enforcement; and turning problems into opportunities
- Investment structures after the crisis – same as always? What's changed; what's new; what's old but new again?
- Shopping centres in a recovering market
- Real estate development – restarting the engine
- Preparing for a major sporting event: real estate, legal and other issues arising from hosting the Olympics, as seen from Rio de Janeiro

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.

*As per the Solicitors Regulation Authority of England and Wales. The number of CPD points/hours available may vary for other bar associations and law societies depending on their criteria.

Programme

Conference Chair

Philip G Skinner *Arnall Golden Gregory, Atlanta; North American Regional Representative, IBA Real Estate Committee*

Sunday 1 May

1900 – 2200

Welcome reception

Miami is the perfect setting for an informal gathering and cocktails whilst relaxing and taking in the city's natural charms. Join the committee's officers at this special welcome occasion. *(Transport will be provided)*

Monday 2 May

0800 – 1700

Registration at Mandarin Oriental Hotel

0930 – 0945

Welcome and opening address

Martin Holler *Giese & Partner vos, Prague; Chair, IBA Real Estate Committee*
Philip G Skinner

0945 – 1115

The real estate market: current trends, key players and opportunities
Real estate consultants, attorneys, developers and bankers will give an up-to-date economic report on the industry, both through a geographical and an industry perspective.

Moderator

Philip G Skinner

Speakers

Jan Büchsenstein *Credit Suisse AG, Zurich*
Jakob Schou Midtgaard *Plesner, Copenhagen*
John Sikaitis *Jones Lang LaSalle, Washington DC*
Mario Suarez *Thomson Hine, New York*

1115 – 1135 Coffee break

1135 – 1300

Cross-border real estate investments – hot topics

Attorneys and real estate professionals from various jurisdictions will discuss recent developments in their fields of expertise and report on the development of new tools.

Moderator

Philip G Skinner

Speakers

Henry A Paula *Reznick Group, Charlotte, North Carolina*
Tim Gifford *Aguirre Newman, Miami, Florida*
Edward Hamann *Fidelity National Title Group, Maitland, Florida*
Mario Suarez *Thomson Hine, New York*
Nancy Zhang *Jincheng Tongda & Neal, Beijing*

1300 – 1430 Lunch

1430 – 1600

Distressed deals – note purchases; mortgage enforcement; and turning problems into opportunities

An analysis of the kinds of transactions, negotiations and issues that arise in the context of distressed real estate, focusing on practical issues that arise in distressed real estate transactions.

Moderator

Martin Holler

Speakers

Timur Bondaryev *Arzinger, Kiev*
Jan Büchsenstein
Bernat Mullerat *Cuatrecasas Gonçalves Pereira SLP, Barcelona; European Regional Representative, IBA Real Estate Committee*

1600 – 1620 Coffee break

1620 – 1750

Investment structures after the crisis – same as always? What's changed; what's new; what's old but new again?

As a result of the financial crisis, there has been much talk about if and how real estate deals will be structured differently. Attorneys from a variety of jurisdictions will discuss how deals are being structured as economies start to recover from the crisis and whether lessons have been learned.

Moderator

Luis Moreno *Haynes & Boone, Mexico City; Council Member, IBA Legal Practice Division*

Speakers

Henry A Paula
Steven L Cantor *Cantor & Webb PA, Miami, Florida*
Sarah Lugan *NMW Avocats, Paris*

1750 – 1800 Remarks by Conference Chair

2000 – 2200

Dinner cruise

What a better place to see Miami than from the ocean? This exceptional event includes a trip around Miami's most famous beaches.

(Transport will be provided)

Ticket US\$ 145

Tuesday 3 May

0800 – 1500

Registration at Mandarin Oriental Hotel

0930 – 0945

Opening remarks

Philip G Skinner

Programme continued

Tuesday 3 May

0945 – 1115

Shopping centres in a recovering market

The recent downturn in the real estate market has sparked a rise in opportunistic investment, particularly with respect to income producing properties. In the world of shopping centres what kinds of purchase and sale transactions, lease transactions, and distressed tenant transactions are taking place? A panel consisting of experienced investors, lawyers and real estate consultants will discuss these questions.

Moderator

Claudio Cocuzza *Cocuzza & Associati Studio Legale, Milan; Vice-Chair, IBA Real Estate Committee*

Speakers

Russell A Arouh Arnall Golden Gregory, Atlanta

Alvise Casselati *American Continental Properties LLC, New York*

Greg Maloney *Jones Lang LaSalle, Atlanta*

Joe Tagliola *Collarme Partners, Fort Lauderdale, Florida*

1115 – 1135 Coffee break

1135 – 1300

Real estate development – restarting the engine

Experts from several jurisdictions will discuss the kinds of new development transactions and new deals that are emerging from the distress.

Moderator

Juan José Lopez-de-Silanes *Basham Ringe y Correa SC, Mexico City; Conference Coordinator, IBA Real Estate Committee*

Speakers

Henry A Paula

Alejandro Antillon *Pacheco Coto, San Jose*

Emilio Gomez *Hogan Lovells, Madrid*

Joaquim Ordoñana *OHL Mexico, Mexico City*

Michael T Fishman *GreenbergTraurig, Chicago*

1300 – 1430 Lunch

Keynote Speaker

Laercio Roberto Lemos de Souza *General Coordinator of the Brazilian Ministry of Tourism*

1430 – 1600

Preparing for a major sporting event: real estate, legal and other issues arising from hosting the Olympics, as seen from Rio de Janeiro

Experts from Brazil and several other jurisdictions that have hosted major sporting events will discuss some of the many legal issues, challenges and opportunities that arise for members of the legal professions.

Moderator

Rossana Fernandes Duarte TozziniFreire Advogados, São Paulo; Membership Officer, IBA Real Estate Committee

Speakers

Timur Bondaryev

Edmond C Luke Fasken Martineau, Vancouver

Philip G Skinner

Nancy Zhang

1600 – 1610

Closing remarks

Philip G Skinner

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. 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).



On the week of 1-6 May the IBA is also proud to present:

IBA Bar Leaders Conference

4 May 2011, Mandarin Oriental Hotel, Miami, USA

A conference presented by the IBA Bar Issues Commission and supported by the IBA North American Regional Forum and the IBA Latin American Regional Forum

Topics include:

- the independence of the lawyer
- anti-money laundering
- professional privilege and secrecy in AML and anti-corruption
- the role of the lawyer in preventing corruption
- the cost of anti-corruption measures

Who should attend?

Bar leaders, bar executives, training officers and private practitioners with an interest in Bar Issues and the regulatory perspective on legal issues.



the global voice of
the legal profession*

Register now at www.int-bar.org/conferences/conf377

Register for the Real Estate conference **AND** the Bar Leaders conference and receive special discounts. Please, download registration form at www.int-bar.org/conferences/conf377/binary/IBAMiamiMay2011Conferences.pdf



Second Conference of the Americas

4–6 May 2011 Miami, USA

A conference co-presented by the IBA Latin American Regional Forum, the IBA North American Regional Forum and the International Law Section of the Florida Bar Association

Following the spectacular success of the inaugural Conference of the Americas in Mexico City in 2008, the North American Regional Forum and the Latin American Regional Forum will join together with the International Law Section of the Florida Bar to present the Second Conference of the Americas in Miami. This Second Conference of the Americas will again be the perfect opportunity for legal professionals from North America and South America to network, share information and identify issues, concerns and opportunities across the Americas' legal markets and jurisdictions.

Topics include:

- the region in the aftermath of the financial crisis
- cartel enforcement and leniency programmes
- international trade
- taxation
- dispute resolution
- energy issues and infrastructure
- social networking

Who should attend?

The conference will be of particular interest to private practitioners and corporate counsel in the Americas and to all lawyers professionals advising clients investing in the regions.



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the legal profession®

Register now at www.int-bar.org/conferences/conf365

Register for the Real Estate conference **AND** the Second Conference of the Americas receive special discounts. Please, download registration form at www.int-bar.org/conferences/conf365/binary/IBAMiamiMay2011Conferences.pdf



THE FLORIDA BAR

Information

Date

1–3 May 2011

Venue

Mandarin Oriental Miami
500 Brickell Key Drive
Miami, FL
Tel: +1 (305) 913 8288
www.mandarinoriental.com/miami

Fees

Online registrations received:

	on or before 5 April	from 6 April to 26 April
IBA member	US\$ 760	US\$ 1,135
Non-member*	US\$ 985	US\$ 1,360
Young lawyer (under 30 years)	US\$ 530	US\$ 1,360
Academic / judge (full time)	US\$ 530	US\$ 1,360
Senior lawyer**	US\$ 530	US\$ 1,360
Corporate counsel	US\$ 685	US\$ 1,360
Guest fee	US\$ 120	US\$ 120
Ticket to Dinner cruise	US\$ 145	US\$ 145

Hard copy registration forms and fees received:

	on or before 5 April	from 6 April to 26 April
IBA member	US\$ 845	US\$ 1,260
Non-member*	US\$ 1,095	US\$ 1,510
Young lawyer (under 30 years)	US\$ 590	US\$ 1,510
Academic / judge (full time)	US\$ 590	US\$ 1,510
Senior lawyer**	US\$ 590	US\$ 1,510
Corporate counsel	US\$ 760	US\$ 1,510
Guest fee	US\$ 120	US\$ 120
Ticket to Dinner cruise	US\$ 145	US\$ 145

Fees include:

- Attendance at all working sessions on 2–3 May
- Conference materials, including any available speaker's papers submitted to the IBA before 22 April
- Access to the above conference working materials from the IBA website (www.int-bar.org) approximately seven days prior to the conference
- Lunches on 2 and 3 May
- Coffee during breaks
- Invitation to Welcome reception on 1 May

Guest fee includes:

- Invitation to Welcome reception on 1 May

Payment of registration fees

US dollars: by bank transfer to the IBA until 8 April 2011 at HSBC, account number 00375-81, branch 0223 (Avenida Paulista), SWIFT code BCBRRRPR, address Avenida Paulista, 949-A, São Paulo, SP 01311-917, Brasil, IBA CNPJ 07.562.031/0001-85.

Use an exchange rate of 1 US\$/R\$1,80

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

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

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

Language

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

How to register

Register online at www.int-bar.org/conferences/conf364 and make payment by credit card to avail ten per cent online registration discount or complete the attached registration form and return it to Lucy Leal at latin.conferences@int-bar.org

REGISTER FOR THE REAL ESTATE CONFERENCE AND ANY OTHER CONFERENCE IN MIAMI ON THE WEEK 1 - 6 MAY AND GET ADDITIONAL 10% DISCOUNTS FOR EACH CONFERENCE.

Please, download registration form at www.int-bar.org/conferences/conf364/binary/IBAMiamiMay2011Conferences.pdf

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

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

** Criteria: 65 years or over, and a member of the IBA for 20 years or more, and no longer engaged in private practice.

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 **22 April** at the latest.

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 e-mail will be sent containing instructions on how to download the documents. Registration confirmation will not be distributed by post.

Cancellation of registration

If cancellation is received in writing at the IBA office by **8 April**, fees will be refunded less a 25 per cent administration charge. We regret that no refunds can be made after this date.

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.

Information continued

Hotel accommodation

A limited number of rooms have been reserved at the Mandarin Oriental Miami for the nights of 1-6 May.

MANDARIN ORIENTAL MIAMI

500 Brickell Key Drive
Miami, FL
Tel: +1 (305) 913 8288
www.mandarinoriental.com/miami

The following rate is per room, per night and inclusive of breakfast. Service charges and local taxes are not included.

Superior - single/double room: US\$ 289

Cancellation and no-show policy

Any cancellation made within 72 hours before arrival will incur a cancellation fee of one night charge. This will also apply to no-shows.

Please note that any reservation made after 1 April 2011 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.

Please complete the attached accommodation form and send it Lucy Leal at latin.conferences@int-bar.org to make your reservation. The hotel requires a credit card number to secure your reservation.

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

Disabled access

The Mandarin Oriental Miami is wheelchair accessible. Please notify us if you require special assistance.

Promotional literature

Please note that no individual or organisation may display or distribute publicity material or other printed matter during the conference, unless by prior arrangement with the IBA.

Organisations and companies wishing to discuss promotional opportunities should contact the Sponsorship Department at (Sao.Paulo@int-bar.org)

Social programme

1 May

1900 – 2200

Welcome reception

(Transport will be provided)

2 May

2000 – 2300

Dinner cruise

(Transport will be provided)

Ticket US\$ 145

Registration form

Global investments in real estate: trends, opportunities and new frontiers

Mandarin Oriental Miami, Miami, USA

1–3 May 2011

Please read the 'Information' section before completing this form and return it together with your payment to Lucy Leal at the address below.
(Please attach your business card or write in block capitals.)

Name _____

Membership number (if applicable) _____ Date of birth _____

Firm/company/organisation _____

Address _____

Tel _____ Fax _____

E-mail _____

Badge: name and country to be shown on badge, if not as above _____

Guest name _____

Special dietary requirements _____

Register online by 15 April at www.int-bar.org/conferences/conf364 and make payment by credit card to avail ten per cent online registration discount

Registration forms and fees received:

	on or before 5 April	from 6 April to 26 April	amount payable
IBA member	US\$ 845	US\$ 1,260	US\$
Non-member*	US\$ 1,095	US\$ 1,510	US\$
Young lawyer (under 30 years)	US\$ 590	US\$ 1,510	US\$
Academic / Judge (full time)	US\$ 590	US\$ 1,510	US\$
Senior lawyer**	US\$ 590	US\$ 1,510	US\$
Corporate counsel	US\$ 760	US\$ 1,510	US\$
Ticket to Dinner cruise	US\$ 145	US\$ 145	US\$
Guest fee	US\$ 120	US\$ 120	US\$
TOTAL AMOUNT PAYABLE			US\$

Register for the Real Estate conference and any other conference in Miami on the week of 1 - 6 May and get additional 10% discounts for each conference. Please, download registration form at www.int-bar.org/conferences/conf364/binary/IBAMiamiMay2011Conferences.pdf

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

Please note that registrations are not transferable.

*Join the IBA today and register for this conference at the IBA member rate.
Please find the IBA membership application form at www.ibanet.org

** Criteria: 65 years or over, and a member of the IBA for 20 years or more, and no longer engaged in private practice.

continued overleaf

Registration form continued

Payment details

- I have transferred to the IBA bank account the total amount payable and have attached a copy of the bank transfer details.
(By bank transfer to the IBA at HSBC, account number 00375-81, branch 0223 (Avenida Paulista), SWIFT code BCBBBRPR, address Avenida Paulista, 949-A, São Paulo, SP 01311-917, Brasil, IBA CNPJ 07.562.031/0001-85)
Use an exchange rate of US\$1/R\$1.80

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

BANK TRANSFERS ARE ONLY ACCEPTABLE UNTIL 8 APRIL 2011

- Please charge the total amount due to my:

- Visa
 MasterCard
 American Express

Card number _____ Security code _____

Expiry date _____

Name of cardholder _____

Signature _____ Date _____

Where did you find out about this Conference?

- IBA conference Other conference Direct mail Internet Advertisement
 E-mail Editorial Recommendation Other

IBA listings are provided to 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

Contact details:

Please send the completed form to:

Lucy Leal

International Bar Association

Rua Helena, 170, 14° andar, São Paulo, SP 04552-050, Brazil

Tel: +55 (11) 3044 3327 Fax: +55 (11) 3044 0803

E-mail: latin.conferences@int-bar.org

www.ibanet.org

Accommodation form

Global investments in real estate: trends, opportunities and new frontiers

Mandarin Oriental Miami, Miami, USA

1-3 May 2011

MANDARIN ORIENTAL MIAMI

Name _____

Company _____

Address _____

Tel _____ Fax _____

E-mail _____

Superior - single/double room: US\$ 289

For the nights of 1, 2, 3, 4, 5 and 6 May 2011

The above rate is per room, per night and inclusive of breakfast. Service charges and local taxes are not included.

Any cancellation made within 72 hours before arrival will incur a cancellation fee of one night charge.

No shows will incur the full charge for all blocked nights.

*Any reservation at the hotel made after 1 April 2011 will
be subject to availability and cannot be guaranteed at the special IBA rate.*

Please reserve:

Single

Double

Arrival date _____ Departure date _____

IF YOU NEED AN EARLY OR LATE CHECK IN OR CHECK OUT, PLEASE, TICK THIS BOX

A credit card number is required to secure your reservation.

Payment details Please charge my credit card:

Visa

MasterCard

American Express

Card number _____ Expiry date _____

Name of cardholder _____

Signed _____ Date _____

Please send the completed form to Lucy Leal

International Bar Association

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E-mail: latin.conferences@int-bar.org

www.ibanet.org



the global voice of
the legal profession®

International Bar Association

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 40,000 individual lawyers almost 200 bar associations and law societies spanning all continents. It has considerable expertise in providing assistance to the global legal community.

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

The IBA's **Bar Issues Commission** provides an invaluable forum for IBA member organisations to discuss all matters relating to law at an international level.

The IBA's **Human Rights Institute** (HRI) works across the Association, to promote, protect and enforce human rights under a just rule of law, and to preserve the independence of the judiciary and the legal profession worldwide.

Other institutions established by the IBA include the **Southern Africa Litigation Centre** and the **International Legal Assistance Consortium**.

The IBA Real Estate Committee

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.

The IBA Latin American Regional Forum

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

The IBA North American Regional Forum

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

International Bar Association

Rua Helena, 170, 14º andar,
São Paulo, SP 04552-050, Brasil
Tel: +55 (11) 3044 3327 Fax: +55 (11) 3044 0803
E-mail: Sao.Paulo@int-bar.org

10th floor, 1 Stephen Street,
London W1T 1AT, United Kingdom
Tel: +44 (0)20 76916868 Fax: +44 (0)20 76916544
E-mail: member@int-bar.org

website: www.ibanet.org

