



# 5th Annual Real Estate Investments Conference

## Trends, opportunities and new frontiers

1–3 May 2013

Four Seasons Hotel, Mexico City, Mexico

A conference organised by the IBA Real Estate Section, supported by the IBA Latin American Regional Forum and IBA North American Regional Forum

### Topics will include:

- The real estate market: current trends, key players and opportunities
- Projects and infrastructure as they relate to real estate
- Cross-border real estate investments and restructuring: hot topic round tables
- Hotel real estate market: transactions in mature destinations
- Shopping centres: the tenant/landlord relationship – a difficult balance?
- Environment and real estate transactions: current and future challenges
- How to effectively solve real estate disputes: dispute resolution and real estate

### 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.

### Keynote speaker

*Pedro Aspe Former Mexican Secretary of Finance and Public Credit; Co-Chairman, Evercore Partners, Mexico City*



# Programme

## Conference Chair

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

## Organising Committee

Gerardo Carrillo Valadez *Haynes and Boone, Mexico City; Secretary, IBA Real Estate Committee*

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

Juan José López de Silanes *Basham Ringe y Correa, Mexico City; Scholarship Officer, IBA Real Estate Committee*

## Wednesday 1 May

1900 – 2030 **Welcome reception and registration**

*Merida Room, Four Seasons Hotel*

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

## Thursday 2 May

0830 – 1800 **Registration**

0830 – 0930 **Welcome coffee**

0930 – 0945 **Welcome remarks and opening address**

Claudio Cocuzza

Luis Moreno

0945 – 1115 **The real estate market: current trends, key players and opportunities**

Investors, bankers, real estate consultants and attorneys will give an up-to-date economic report on the industry, both through a geographical and an industry perspective.

*Moderators*

**Daniel del Rio** *Basham Ringe y Correa SC, Mexico City; IBA LPD Representative to the SPPI Council and PPID Steering Group*

**Timothy E Powers** *Haynes and Boone, Dallas, Texas; Chair, IBA Constitution Committee*

*Speakers*

**Michael T Blair** *Managing Director and Deputy General Counsel, Prologis, Denver, Colorado*

**Jerónimo Gerard** *Chief Executive Officer, Mexico Retail Properties, Mexico City*

**Jürgen Necker** *Helaba Landesbank Hessen-Thuringen, Frankfurt am Main*

**Luis Tellez Kuenzler** *President, Mexican Stock Exchange, Mexico City*

**Ricardo Zuñiga** *Chief Executive Officer, Vertex, Mexico City*

1115 – 1135 **Coffee/tea break**

1135 – 1300 **Projects and infrastructure as they relate to real estate**

Experts from several jurisdictions will discuss how these kinds of transactions are related with the legal practice of real estate, including the role of the real estate practitioner and its impact on the project itself ('no land, no project').

*Moderators*

**Rossana Fernandes Duarte** *Siqueira Castro Advogados, São Paulo; Treasurer, IBA Real Estate Committee*

**Vicente Grau** *Santamarina y Steta, Mexico City*

*Speakers*

**Roberto Albisetti** *Senior Manager, International Finance Corporation, Mexico City*

**Agustin Barrios Gomez** *Member, Metropolitan Development Committee, Congress of the United Mexican States, Mexico City*

**Arturo Perdomo** *Galicia Abogados, Mexico City*

**Rodrigo Quintana** *General Counsel, Empresas ICA, Mexico City*

**Jose María Zertuche** *I Cuadrada, Mexico City*

### Associate social event sponsors



1300 – 1445 **Buffet lunch**

*Keynote speaker*

**Pedro Aspe** *Former Mexican Secretary of Finance and Public Credit; Co-Chairman, Evercore Partners, Mexico City*

1400 – 1445 **Speed networking**

During lunch, various speakers will be available to participants of the conference for a 'speed networking' session, which will be organised on an appointment basis only. For more information, or to book a slot, please contact **Claudio Cocuzza** at [ccocuzza@cocuzzaeassociati.it](mailto:ccocuzza@cocuzzaeassociati.it).

Please note that places are limited and will be allocated on a first come, first serve basis.

1445 – 1600 **Cross-border real estate investments and restructuring: hot topic round tables**

Real estate industry representatives and lawyers from various jurisdictions will discuss recent developments in their respective areas of expertise in various round table discussions. Delegates will be able to choose the round table which is of most interest.

*Moderator*

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

*Coordinators*

**Adrian Aguilera** *Deputy Chief Executive Officer, Vertex, Mexico City*

**Bruno Amatuzzi** *Pinheiro Neto Advogados, São Paulo*

**Manuel Barreiro** *Managing Partner, GMF Cypress, Queretaro, Mexico*

**Antonio Diez de Bonilla** *Haynes and Boone, Mexico City*

**Carlos del Rio** *Creel García-Cuéllar Aiza y Enriquez, Mexico City*

**Antonio Franck** *Haynes and Boone, Mexico City*

**Mariana Herrero** *Galicia Abogados, Mexico City*

**Carlos Ibarra** *Ibarra Del Paso y Gallego, Mexico City*

**Aarón Levet** *Santamarina y Steta, Mexico City*

**Juan José López de Silanes**

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

**Luis Moreno**

**Robin Enrique Reyes** *Gray Arch Investments, Boston, Massachusetts*

**Philip G Skinner** *Arnall Golden Gregory, Atlanta, Georgia; Newsletter Editor, IBA Real Estate Committee*

**Paula Spada** *Senior Counsel, Hyatt, Chicago, Illinois*

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

**Jorge Torres** *Creel García-Cuéllar Aiza y Enriquez, Mexico City*

**Francisco José Uribe Noguera** *Brigard & Urrutia, Bogotá*

1600 – 1620 **Coffee/tea break**

1620 – 1750 **Hotel real estate market: transactions in mature destinations**

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*

**Marco Cannizzo** *Cannizzo Ortiz y Asociados, Mexico City; North American Forum Liaison Officer, IBA Real Estate Committee*

**Pedro Nicholson** *Estudio Beccar Varela, Buenos Aires*

*Speakers*

**Augusto Arellano** *Senior Managing Director, Evercore, Mexico City*

**Camilo Bolaños** *Vice-President, Development and Real Estate, Hyatt, Mexico City*

**Roberto Langenauer** *Managing Director, Nexxus, Mexico City*

**Fernando Mulet** *Vice-President, Development, Playa Hotels & Resorts, Fairfax, Virginia*

**Bernat Mullerat** *Cuatrecasas Gonçalves Pereira, Barcelona; Special Projects Officer, IBA Real Estate Committee*

1750 – 1800 **Closing remarks**

**Claudio Cocuzza**

**Luis Moreno**

2000 **Cocktail reception and dinner**

*Museo de Arte Popular, Mexico City*

This event will take place in the beautiful central patio of the building that houses the Museum of Folk Art in Mexico, located in the historic centre of Mexico City, and considered to be the second most important Art Deco building in the country. It was constructed in 1927 by architect Vicente Mendiola and completely restored by Teodoro González de León. Guests will have the benefit of visiting the different showrooms at the Museum, that keep the most valuable collection in the country of different folk art pieces, including textiles, pottery, glass, silver, alebrijes, and much more. Dinner will be prepared by one of the most renowned caterers in Mexico, with an exquisite taste of Mexican haute cuisine, accompanied with a show of folkloric dance and music from different parts of Mexico. Don't miss this unique opportunity to experience a full taste of Mexican art, culture, and cuisine.

Ticket price: US\$80

Transport will be provided.

Social event ticket reservations cannot be guaranteed unless payment has been received before **25 April**, subject to availability.



**Conference reception (1 May) sponsors**



0830 – 1400 **Registration**

0830 – 0900 **Welcome coffee**

0900 – 0915 **Opening remarks by Conference Chair**  
**Luis Moreno**

0915 – 1045 **Shopping centres: the tenant/landlord relationship. A different balance?**

The session will explore the contractual 'do's and don'ts' of the tenant/landlord relationship, focusing on key clauses and negotiation techniques, all relevant in equating the formula between both.

*Moderators*

**Luis Pérez Delgado** *Goodrich Riquelme y Asociados, Mexico City*  
**Maria Leticia Ossa-Daza** *Willkie Farr & Gallagher, New York*

*Speakers*

**Luis Felipe Ahumada** *Chief Executive Officer, Shopping Malls Division, Consorcio Ara, Mexico City*  
**Alessandro Barzaghi** *Cocuzza & Associati, Milan*  
**Santiago García Moreno** *Senior Vice-President, O'Connor Capital Partners, Mexico City*  
**Pedro Morera** *General Counsel, Mexico Retail Properties, Mexico City*

1045 – 1105 **Coffee/tea break**

1105 – 1230 **Environment and real estate transactions: current and future challenges**

An analysis of the effects of climate change and their impact on real estate developments.

*Moderators*

**Humberto Celis Aguilar** *Celis Aguilar Alvarez y Asociados, Mexico City*  
**Carlos de Icaza** *Creel García-Cuéllar Aiza y Enríquez, Mexico City*

*Speakers*

**Gustavo Alanis** *President, Mexican Centre of Environmental Law, Mexico City*  
**Alejandro Antillon** *Pacheco Coto, San José, Costa Rica*  
**Victor Lichtinger** *Former Secretary of Environment of Mexico, Mexico City*  
**Gabriel Quadri de la Torre** *Former Presidential Candidate, Mexico City*

1230 – 1345 **How to effectively solve real estate disputes: dispute resolution and real estate**

Cross-border real estate transactions can result in significant litigation in multiple jurisdictions.

This panel of dispute resolution experts will discuss how best to prepare for such disputes when drafting the contract and how best to act once a dispute has arisen. Issues to be discussed include:

- How to draft a perfect dispute resolution clause
- Which is the appropriate forum for a dispute
- Is arbitration always preferable over litigation
- When and how should alternative dispute resolution methods be used
- Advantages and ways to obtain preliminary measures
- Selection of local counsel and arbitrators
- Managing the dispute resolution process

*Moderators*

**Roberto Hernández-García** *COMAD, Mexico City; Latin America Regional Officer, IBA Anti-Corruption Committee*  
**Nikolaus Pitkowitz** *Graf & Pitkowitz, Vienna; Senior Vice-Chair, IBA Real Estate Committee*

*Speakers*

**Marco A Bogran** *MCA Honduras, Honduras*  
**Jerry P Brodsky** *Peckar & Abramson, Miami, Florida*  
**Santiago Klein** *Managing Director, McBains Cooper, Fort Lauderdale, Florida*  
**Mario Salazar** *Director General, DIRAC, Mexico City*

1345 – 1400 **Closing remarks**

**Claudio Cocuzza**  
**Luis Moreno**

1400 – 1600 **Closing lunch**

## 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.

## Conference luncheon sponsors



# Information

## Date

1–3 May 2013

## Venue

Four Seasons Hotel  
Paseo de la Reforma 500  
Colonia Juarez  
Mexico City 06600  
Tel: +52 (55) 5230 1818  
Fax: +52 (55) 5230 1808

## Fees

Online registrations received:

	on or before 22 March	until 19 April
IBA/BMA member	US\$890	US\$1040
Non-member*	US\$1110	US\$1260
Young lawyers (under 30 years)	US\$670	US\$1260
Academics/judges (full-time)	US\$670	US\$1260
Public lawyers	US\$670	US\$1260
Corporate counsel	US\$800	US\$1260
Guest	US\$95	US\$95
Cocktail reception and dinner	US\$80	US\$80

After **19 April** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 22 March	after 22 March
IBA/BMA member	US\$990	US\$1155
Non-member*	US\$1235	US\$1400
Young lawyers (under 30 years)	US\$745	US\$1400
Academics/judges (full-time)	US\$745	US\$1400
Public lawyers	US\$745	US\$1400
Corporate counsel	US\$890	US\$1400
Guest	US\$95	US\$95
Cocktail reception and dinner	US\$80	US\$80

\* 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 **19 April** at [www.ibanet.org/conferences/conf493.aspx](http://www.ibanet.org/conferences/conf493.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 Philippa Burke at the IBA together with your payment. You should receive emailed confirmation of your registration within five days; if you do not then please contact Philippa Burke at [philippa.burke@int-bar.org](mailto:philippa.burke@int-bar.org).

## Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before **19 April**.
- 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
- Lunch on 2 and 3 May
- Tea and coffee during breaks
- Invitation to welcome reception on 1 May

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

## Guest fees include:

- Invitation to welcome reception on 1 May

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 **19 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 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)).

## Social programme

### Wednesday 1 May

1900 – 2030 **Welcome reception**  
*Merida Room, Four Seasons Hotel*

### Thursday 2 May

2000 **Cocktail reception and dinner**  
*Museo de Arte Popular, Mexico City*

US\$80

Transport will be provided.

Social event ticket reservations cannot be guaranteed unless payment has been received before **25 April**, subject to availability.



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### Payment of registration fees

**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.**

**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.**

**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.**

**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 'CON493MEXICO' APPEAR ON ANY TRANSFER OR DRAFT.**

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### 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

The IBA has reserved a limited number of guestrooms for the nights of 1 and 2 May inclusive at the Four Seasons Hotel at the following rates:

Single/double: US\$220

The rate above is per room, per night and is exclusive of breakfast and local taxes and service charges. Please note that an additional portage charge of US\$7 per person and a maid service charge of US\$5 per room, per night will be added to the final bill, and will be settled by the individual on departure.

**IMPORTANT:** For guests who choose to stay at the Four Seasons Hotel Mexico, please note that the 16 per cent VAT tax charge on the published bedroom rate for guests living outside of Mexico will be waived. In order to claim this benefit, please present a tourist visa and passport upon check-in and a photocopy will be made to process the elimination of the tax. If participants are unable to present all requested migratory documents, taxes cannot be deducted and guests will be charged the 16 per cent VAT. Please note that the 3 per cent occupancy tax is not included in this waiver and will be charged throughout the entire stay. Please note that Mexican guests will not be able to obtain this benefit. The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

### No Deductions or Withholdings

All fees payable to us by you in accordance with the terms contained in this 'Information' section shall be paid free and clear of all deductions or withholdings whatsoever.

If any deductions or withholdings are required by law to be made from any fees payable to us by you under the terms contained in this 'Information' section you shall pay such sum as will, after the deduction or withholding has been made, leave us with the same amount as we would have been entitled to receive in the absence of any such requirement to make a deduction or withholding.

If we obtain the benefit of any tax credit or other relief by reference to any such deductions or withholdings, then we shall repay to you such amount as, after such repayment has been made, will leave us in no worse position than we would have been had no such deductions or withholdings been required.

### Conference sell-outs

The IBA places its conference in venues of a suitable size for the event; however there are times when our conferences may sell out. Should this happen, prospective delegates will be informed and a waitlist will operate. The waitlist 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 **5 April**, 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 **5 April** 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.

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Subject to availability, the rates quoted apply if booked by **5 April** via the official accommodation agent, Judy Lane Consulting (JLC). This is a limited block of rooms so please book early as rates and availability cannot be guaranteed. To make a reservation:

Complete the 'Accommodation form' and return to JLC as soon as possible to benefit from the special IBA rate:

### JLC

Tel: +44 (0) 1293 888 352

Fax: +44 (0) 870 912 2511

Email: esther@judylaneconsulting.com

All reservations will be acknowledged, by email, within 48 hours of receipt. Bookings cannot be made without a credit card number. Any subsequent amendment to your reservation must be made in writing to JLC. If you do not receive email confirmation of your reservation or amendment/cancellation, please contact JLC by telephone. Subject to availability, JLC can accept reservations up until **5 April**. Thereafter, all reservations should be made direct with the hotel, quoting 'IBA Conference' as the reference.

Individuals may cancel prior to **5 April** without penalty. After this date cancellation charges will apply. 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.

By completing the 'Accommodation form', you enter into an agreement with the hotel regarding credit card guarantees, cancellation/no-show terms and conditions and room rates. Neither the IBA nor JLC can accept responsibility for hotel accommodation disputes between a delegate and the hotel.

### Disabled access

The Four Seasons Hotel is wheelchair accessible. Please notify us if you require special assistance.

# Registration form



## 5th Annual Real Estate Investments Conference

Trends, opportunities and new frontiers

1–3 May 2013, Four Seasons Hotel, Mexico City, Mexico

Please read the 'Information' section before completing this form and return it together with your payment to Philippa Burke 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 **19 APRIL** ONLINE AT [WWW.IBANET.ORG/CONFERENCES/CONF493.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF493.ASPX).  
IBA MEMBERS CAN REGISTER ONLINE BY **22 MARCH** FOR **US\$890**  
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

Hard copy registration forms and fees received:	on or before 22 March	after 22 March	amount payable
IBA/BMA member	US\$990	US\$1155	US\$
Non-member *	US\$1235	US\$1400	US\$
Young lawyers (under 30 years)	US\$745	US\$1400	US\$
Academics/judges (full-time)	US\$745	US\$1400	US\$
Public lawyers	US\$745	US\$1400	US\$
Corporate counsel	US\$890	US\$1400	US\$
Guest	US\$95	US\$95	US\$

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

### Social functions

Cocktail reception and dinner – 2 May Number of tickets \_\_\_\_\_ @ US\$80 US\$

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

I/we would like to attend the welcome reception – 1 May  
*Only delegates and registered guests may attend.*

Social function ticket reservations are subject to availability and cannot be guaranteed unless payment has been received before **25 April**.

**TOTAL AMOUNT PAYABLE US\$**

A REDUCED RATE IS OFFERED TO LAWYERS WHO ARE OVER THE AGE OF 65, HAVE BEEN AN IBA MEMBER FOR MORE THAN 20 YEARS AND ARE NO LONGER PRACTISING LAW. PLEASE CONTACT THE IBA OFFICE FOR FURTHER INFORMATION.

\*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.**



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**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 \_\_\_\_\_

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**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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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.

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Please send the completed form to:

**International Bar Association****Philippa Burke**

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

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

Email: philippa.burke@int-bar.org www.ibanet.org

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

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# Accommodation form



## 5th Annual Real Estate Investments Conference

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1–3 May 2013, Four Seasons Hotel, Mexico City, Mexico

Please refer to the 'Hotel accommodation' section before completing this form

RETURN TO: **JLC** TEL: +44 (0) 1293 888 352 FAX: +44 (0) 870 912 2511 EMAIL: ESTHER@JUDYLANECONSULTING.COM.

SUBJECT TO AVAILABILITY, JLC CAN ACCEPT RESERVATIONS UP UNTIL **5 APRIL**.

THEREAFTER, PLEASE CONTACT THE HOTEL DIRECT, QUOTING 'IBA CONFERENCE' AS THE REFERENCE.

### Personal details *(Please attach your business card or write in block capitals)*

Title \_\_\_\_\_ Given name \_\_\_\_\_ Family name \_\_\_\_\_

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

Address \_\_\_\_\_

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

Email \_\_\_\_\_

*(Please print clearly as your reservation will be confirmed by email. If you do not receive confirmation of your reservation, please contact JLC by telephone.)*

### Accommodation requirements

Arrival date \_\_\_\_\_ Departure date \_\_\_\_\_

Single/double: US\$220

Smoking

Non-smoking

THE RATE ABOVE IS PER ROOM, PER NIGHT AND IS EXCLUSIVE OF BREAKFAST AND LOCAL TAXES AND SERVICE CHARGES. PLEASE NOTE THAT AN ADDITIONAL PORTERAGE CHARGE OF US\$7 PER PERSON AND A MAID SERVICE CHARGE OF US\$5 PER ROOM, PER NIGHT WILL BE ADDED TO THE FINAL BILL, AND WILL BE SETTLED BY THE INDIVIDUAL ON DEPARTURE.

Any special requirements \_\_\_\_\_

*(We will do our best to accommodate these requests but cannot make any guarantees.)*

SUBJECT TO AVAILABILITY, JLC CAN ACCEPT RESERVATIONS UP UNTIL **5 APRIL**. THEREAFTER, ALL RESERVATIONS SHOULD BE MADE DIRECT WITH THE HOTEL, QUOTING 'IBA CONFERENCE' AS THE REFERENCE.

INDIVIDUALS MAY CANCEL PRIOR TO **5 APRIL** WITHOUT PENALTY. AFTER THIS DATE CANCELLATION CHARGES WILL APPLY.

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.

**IMPORTANT:** For guests who choose to stay at the Four Seasons Hotel Mexico, please note that the 16 per cent VAT tax charge on the published bedroom rate for guests living outside of Mexico will be waived. In order to claim this benefit, please present a tourist visa and passport upon check-in and a photocopy will be made to process the elimination of the tax. If participants are unable to present all requested migratory documents, taxes cannot be deducted and guests will be charged the 16 per cent VAT. Please note that the three per cent occupancy tax is not included in this waiver and will be charged throughout the entire stay. Please note that Mexican guests will not be able to obtain this benefit. The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

### Accommodation guarantee

Reservations cannot be made without a valid credit card number (Visa, MasterCard, American Express and Diners Club are accepted)..

Card number \_\_\_\_\_ Start date \_\_\_\_\_ Expiry date \_\_\_\_\_

Name of cardholder \_\_\_\_\_

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

BY COMPLETING THE 'ACCOMMODATION FORM', YOU ENTER INTO AN AGREEMENT WITH THE HOTEL REGARDING CREDIT CARD GUARANTEES, CANCELLATION/NO-SHOW TERMS AND CONDITIONS AND ROOM RATES. NEITHER THE IBA OR JLC CAN ACCEPT RESPONSIBILITY FOR HOTEL ACCOMMODATION DISPUTES BETWEEN A DELEGATE AND THE HOTEL.

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International business organisations	July 2013
International arbitration practice	July 2013
International joint ventures	July 2013

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

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# ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION



the global voice of the legal profession

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To register your interest, please contact: **International Bar Association**

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# www.ibanet.org/conferences/Boston2013



# 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 over 40,000 individual lawyers and almost 200 bar associations and law societies spanning all continents. It has considerable expertise in providing assistance to the global legal community as well as being a source of distinguished legal commentators for international news outlets.

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** 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**.

### Real Estate Committee overview

The recent globalisation of the real estate industry has fundamentally changed the Committee's focus. While real estate assets are traditionally governed by national rules, real estate transactions have long ceased to be a purely national matter. Today, the ownership of properties is traded among investors around the globe. Increasing internationalisation of all aspects of real estate law has also changed the types of lawyers involved. 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.

### North American Regional Forum overview

The North American 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.

The aims of the North American Regional Forum are:

- spread knowledge about legal practice within North America; and
- expand the international perspective of lawyers practicing in North America.

As an opportunity to participate in a network between lawyers practicing in the region and lawyers outside the region with an interest therein, the North American Regional Forum provides an unrivalled locus of contact.

### Contact information

#### International Bar Association

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