

Global Investments in Real Estate: Trends, Opportunities and New Frontiers

20–21 May 2010, Vienna, Austria

A conference organized by the IBA Real Estate Section
with the support of the ABA Section of International Law
and in cooperation with Real Vienna



the global voice of
the legal profession



www.abanet.org



www.realvienna.at

**Includes
Registration Form
and Information**



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Conference Chair



Following the very successful 2009 conference in Miami, the Committee has decided to hold this year's conference on 20 and 21 May 2010 in Vienna, Austria. The conference will address a number of relevant topics for international real estate practitioners. The conference is organized in co-operation with the ABA Section of International Law and staged in co-operation/conjunction with the Real Vienna, the leading CEE-focused real estate fair (18-20 May). The Real Vienna, organized by Reed Exhibitions, typically attracts several thousand participants from all sectors of the real estate community from over 50 countries. Conference participants will have the opportunity to attend the Real Vienna at a reduced fee and to also attend the Real Vienna VIP Reception for top executives Wednesday evening. There will also be a special conference booth at the Real Vienna, which can be used for networking and office purposes. The combination of the conference with Real Vienna provides an excellent opportunity to meet both colleagues and business partners from the real estate industry.

In this program you will find detailed descriptions of the six working sessions of the conference. There will be sufficient time for discussions and questions throughout the conference, as well as many opportunities to network with colleagues. The conference will include a lively social program sponsored by leading Austrian law and accounting firms. The evening program will include an opening reception at the Palace of Justice on 19 May and a Gala Dinner at the magnificent Museum of Art History on the following evening. During the dinner there will be a special performance by the Vienna Boys' Choir. The conference venue is in the grounds of the Vienna Trade Exhibition, which is very close to the city centre (approximately ten minutes by taxi or subway). We have negotiated with some of the city's best hotels to obtain attractive rates, including an unbeatable low rate at the conference venue hotel.

The conference has been organized by a very active team of officers of the IBA Real Estate Section, by officers of the Cross Border Real Estate Practice Group of the ABA Section of International Law, by several eminent Austrian real estate practitioners and, last but not least, by a committed team of attorneys and support staff at my law firm. I hope you will use this great opportunity to meet your peers, network within the real estate community and remain on top of the latest legal and industry developments. If you have not yet registered, use this form or visit the conference website www.gpp.at/vienna2010, where you can also obtain more information about the conference.

I look forward to welcoming you to Vienna

Nikolaus Pitkowitz
Conference Chair

Organizing Committee

Conference Chair

Nikolaus Pitkowitz, Graf & Pitkowitz, Vienna

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Duarte Athayde, Abreu Advogados, Lisbon
Boris Babic, Babic & Partners, Zagreb
Claudio Cocuzza, Cocuzza & Associati, Milan
Martin Holler, Giese & Partner, Prague
Carolina Zang, Zang, Bergel & Viñes, Buenos Aires

Local Organization

Martin Foerster, Graf & Pitkowitz
Michaela Mojzic, Graf & Pitkowitz (Marketing)
Ursula Schuber, Graf & Pitkowitz (Support)

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Vienna's real estate is about to face a rapid process of development over the years to come. According to a recent prognosis its population will count more than 2 million people by 2035. This is an increase of more than 300.000 persons within 25 years. These changes cause the urgent need to create new living quarters as well as a more efficient use of the existing ones.

Vienna is not only asked for as a place to live but also as an attractive business location for local and international enterprises. In addition to its high standard of living and its high level of security Vienna scores with its proximity to the CEE-region, its high number of skilled labour and lucrative tax advantages as a corporate tax of just 25%. Today Vienna hosts some 300 international headquarters focussing on Eastern and South-Eastern Europe. It also plays a vital role as a hub to the international trade in goods and services. Last but not least Vienna has established itself as one of the worlds leading convention cities gaining additional 1.8 million overnightstays per year.

I am glad the annual IBA Real Estate Committee Conference 2010 takes place in Vienna for the first time. I am sure that Vienna will be an inspiring venue to the participants and wish all of you interesting discussions.

KommR Brigitte Jank
President of the Vienna Chamber of Commerce and Industry



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Conference Program



**DAY
ONE**

Thursday, 20 May 2010

9:00–9:30 Welcome and Opening Statement

Opening address by Claudia Bandion-Ortner, Federal Minister of Justice, Austria
*Moderators: Carolina Zang, Partner, Zang, Bergel & Viñes, Buenos Aires;
Nikolaus Pitkowitz, Partner, Graf & Pitkowitz, Vienna*

9:30–10:30 The real estate market: current trends, key players and opportunities

Economists, asset managers, developers will give an up-to-date economic report on the industry, both through a geographical and an industry perspective.

*Speakers: Dr. Martin Sabelko, Managing Director ING Real Estate, Prague;
Dr. Andreas Ridder, Managing Director CEE, CB Richard Ellis, Vienna;
Jörg Banzhaf, Managing Director ECE Otto, Hamburg; Martin Hoppe, Director Real Estate Acquisitions CEE, SEE, Russia at Commerz Real AG, Frankfurt am Main;
Dr. Walter Hampel, Senior Director Europe, pbb Deutsche Pfandbriefbank AG, Munich.
Moderator: Evan Lazar, Co-Chair, Global Real Estate, Salans*

10:30–11:00 Coffee Break

11:00–12:30 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.

*Speakers: Dr. Bruno Ettenauer, CEO of CA Immobilien AG and Vivico GmbH, Vienna;
Jeffrey Rubinger, Partner, Holland & Knight, Fort Lauderdale – Florida; Stefan Artner, Partner, Dorda Brugger & Jordis, Vienna; Gary Gürtler, Regional General Manager Central & Eastern Europe, Regus, Zurich.
Moderator: Duarte de Athayde, Partner, Abreu Advogados, Lisbon*

12:30–14:00 Buffet Lunch at the Conference Centre

14:00–15:30 The Green Thumb: What should a real estate lawyer know? – Energy efficiency, energy certification and Ecolabel of buildings: an EU overview

An analysis of the content and implementations of Directive CE 2002/91 concerning the energy efficiency and energy certification of buildings, focusing on practical issues that arise in real estate transactions.

*Speakers: Sarah Lee, Public Affairs Representative of ICSC and Associate Director at Interel Cabinet Stewart European Affairs, Brussels; Dr. Ing. Martin Elsberger, European Commission, DG Energy and Transport, Unit D4 – Energy Efficiency; Bernat Mullerat, Partner, Cuatrecasas, Barcelona; Dr. Manfred Ton, Partner, Cerha Hempel Spiegelfeld Hlawati, Vienna.
Moderator: Claudio Cocuzza, Partner, Cocuzza & Associati, Milan*

15:30–16:00 Coffee Break

16:00–17:30 Real Estate Disputes – Baptism of a contract by fire

Cross-border transactions can result in significant litigation in multiple jurisdictions. This panel of dispute resolution and tax experts will discuss the dos and don'ts of drafting real estate contracts to facilitate (or prevent) effective enforcement of the terms of the contract upon a breach of those terms. Issues to be discussed include: securing strategic advantages, choice of court, choice of law, alternative dispute resolution, BIT protection and tax issues.

*Speakers: Dr. Manfred Heider, Secretary General, Vienna International Arbitral Centre (VIAC), Vienna; Wojciech Sztuba, Partner, TPA Horwath, Warsaw; Prof. Dr. August Reinisch, University of Vienna, Dept. International Law, Vienna; Dr. Christian Klausegger, Partner, Binder Grösswang, Vienna; Andrew Demetriou, Partner, Ioannides Demetriou LLC, Cyprus.
Moderator: Nikolaus Pitkowitz, Partner, Graf & Pitkowitz, Vienna*

Conference Program

DAY
TWO

Friday, 21 May 2010

9:30–11:00 **Panel Discussion**

Cross Border Divestment: Golden Opportunity or Bitter Pill?

The recent downturn in the real estate market has sparked a rise in opportunistic investment. But what needs to be done to turn around a failing property? What is the role of the financing bank? How can a new investor benefit from this? What legal measures enable a seller to pull out of a failing real estate project quickly and effectively? A panel consisting of experienced investors, bankers, lawyers and real estate consultants will discuss these questions.

Speakers: Karl Wilson, General Manager Central Eastern Europe & Russia Aareal Bank, Prague; George Leslie, M & P Incorporated, Budapest; Pii Ketvel, CEO Marcol Capital Europe, Luxembourg; Tomasz Zasacki, Partner, Wardynski & Partners, Warsaw; Zsolt Kohalmi, Meyer Bergman, London.

Moderator: Martin Holler, Partner, Giese & Partner, Prague

11:00–11:30 **Coffee Break**

11:30–13:30 **Workshop**

Interruption of the Development Pipeline – Workout Scenarios (CEE Focus)

Experts from several CEE Jurisdictions (Bulgaria, Romania, Hungary, Ukraine, Russia and Croatia) will discuss innovative solutions and workout scenarios for interrupted real estate developments, including potential pitfalls in different jurisdictions.

Speakers: Sergey Strembelev, Senior Attorney, Head of Real Estate, Egorov Puginsky Afanasiev & Partners, St. Petersburg; Timur Bondaryev, Partner, Arzinger, Kiev; Boris Babic, Partner, Babic & Partner, Zagreb; Popa Razvan, Counsel, Kinstellar, Bucharest; Ilko Stoyanov, Partner, Schoenherr, Sofia; Patrick Tausz, Partner, Szecskay, Budapest.

Moderator: Peter Oberlechner, Partner, Wolf Theiss, Vienna

13:30 **Closing Remarks**

Social Program / Related Events

Real Vienna



Participants will receive a special discount on a three day pass to the Real Vienna (the leading CEE real estate fair) and admission to a Top Executives Evening on Wednesday. The price is EUR 240 (including 20% VAT). The regular price of admission, without admission to the VIP event, is EUR 299. For additional information please visit www.realvienna.at

Wednesday, 19 May 2010, 6:30 pm

Cocktail Reception at the Palace of Justice

hosted by the Local Hosting Committee

Thursday, 20 May 2010, 7:30 pm

Gala Dinner at the Kunsthistorisches Museum

Dinner speech given by Ms. Brigitte Jank, president of the Vienna Chamber of Commerce and Industry

Special Performance by the Wiener Sängerknaben

(Vienna Boys' Choir)

Friday, 21 May 2010 afternoon

Optional Vienna sightseeing program

Hotel Accommodation

We have arranged discounted conference rates with several prestigious Viennese Hotels. We kindly invite you to make your bookings well in advance in order to secure the reduced rates. For details on booking forms and booking deadlines please follow the links provided below. Each special rate includes breakfast, service charge and taxes.

Bristol Hotel

<http://www.bristolvienna.com/>

Special Conference Rate:

175,- EUR (Single) / 195,- EUR (Double)

for bookings until 31 March 2010

Hilton Vienna am Stadtpark

www.hilton.at/vienna

Special Conference Rate:

175,- EUR (Single) / 195,- EUR (Double)

for bookings until 19 April 2010

Marriot Courtyard (Conference Venue)

www.courtyard-wien-messe.at

Special Conference Rate:

139,- EUR (Single) / 156,- EUR (Double)

for bookings until 21 April 2010

Information

Date

20 and 21 May, 2010

Conference Venue

Marriott Courtyard

Trabrennstrasse 4, A-1020 Vienna, Austria
Phone: +43 1 72730 / Fax : +43 1 72730 355
<http://www.courtyard-wien-messe.at>

Language

All working sessions and conference materials will be in English.

How to register

Register online www.gpp.at/vienna2010. You will receive an e-mail confirmation and invoice. Please make payment via the conference website www.gpp.at/vienna2010

Fees

The conference fee includes the social program. An optional sightseeing tour will be offered.

- **IBA Member / ABA Member:** Early bird (until 9 April 2010): EUR 650 Regular: EUR 700
- **Non-IBA Member / ABA Member:** Early bird (until 9 April 2010): EUR 750. Regular: EUR 800
- **Accompanying Persons:** EUR 100 per person (for Cocktail Reception and Gala-Dinner)

Full payment must be received in order to process your registration. Please note that registrations are not transferable. All fees are subject to 20% VAT. Payment can be made by major credit cards.

Delegate fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers
- Access to the above conference working materials
- Welcome Reception at the famous top floor of the Austrian Palace of Justice.
- Business-Lunch on 20 and 21 May 2010
- Gala Dinner at the Kunsthistorisches Museum including a Live-Performance of the Wiener Sängerknaben (Vienna Boys' Choir)
- Tea and coffee during breaks

Please note that registrations are not transferable. Accompanying persons are not entitled to attend the working sessions. No member of the legal profession may be registered as an accompanying person.

If you would like to become a full or general member of the IBA, which includes membership of one or more committees – 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 can be found at www.ibanet.org

Registration confirmation

All documentation regarding your attendance at the conference can now be obtained from the conference website www.gpp.at/vienna2010. 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. CPD/CLE certificates will be issued upon request subject to applicable regulations.

Cancellation of registration

If cancellation is received in writing at vienna2010@gpp.at by 10 May 2010, 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.

Registration Form

Global Investments in Real Estate: Trends, Opportunities and New Frontiers 20 to 21 May 2010, Marriot Courtyard Vienna, Austria

To register please use the online application form at www.gpp.at/vienna2010 or send this form via E-mail to vienna2010@gpp.at or via fax to +43 (1) 40117-40
Full payment must be received in order to process your registration.

Personal details

Title Given	Name	Family Name
IBA membership number (if applicable)		ABA membership number (if applicable)
Firm/company/organisation		
Address		State / Country
Telephone	Fax	
E-mail		
Names of accompanying persons		
Signature		

- Yes**, please send me the voucher for the special Real Vienna – Package
(discounted three day pass for Real Vienna (EUR 240 incl VAT instead of EUR 299 incl VAT))

Payment details

- I will make payment at www.gpp.at/vienna2010 via paypal.

The organizers 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 organizers 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).

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