

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
in cooperation with Real Vienna



the global voice of
the legal profession



www.abanet.org



www.realvienna.at

**VIENNA
AUSTRIA**



Conference Sponsor:

The Regus logo features a crown icon above the word "Regus" in a serif font.

WKO WIEN
WIRTSCHAFTSKAMMER WIEN
Weiter kommen.

Preliminary Conference Program

DAY
ONE

Speakers will be leading industry experts, managing directors of major investors, developers and finance institutions, legal and tax experts from Central and Eastern Europe, Russia, Ukraine, the Americas and Asia

Thursday, May 20, 2010

9:00–9:30 Welcome and Opening Statement

Opening address by Claudia Bandion-Ortner, Federal Minister of Justice, Austria

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.

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.

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.

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 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, in order to secure strategic advantages, will include choice of court, choice of law and alternative dispute resolution mechanisms, as well as BIT Protection.

Friday, May 21, 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? An panel consisting of experienced investors, bankers, lawyers and real estate consultants will discuss these questions.

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

13:30 Closing Remarks

DAY
TWO

Preliminary Social Program / Related Events

Real Vienna (Real Estate Fair May 18–20)

Participants are eligible to a special package including a discounted three day pass for Real Vienna (the leading CEE Real Estate Fair) and admission to Top Executive Evening on Wednesday at Euro 240 incl. 20 % VAT (the regular ticket price for the Real Vienna [without VIP event] is Euro 299 incl. 20 % VAT) For additional information please visit www.realvienna.at

Wednesday, May 19, 2010

Cocktail Reception at the Palace of Justice

hosted by the Local Hosting Committee

Thursday, May 20, 2010

Gala Dinner at the Kunsthistorisches Museum

Dinner speech of Ms. Brigitte Jank, president of the Vienna Chamber of Commerce

Special Performance by the Wiener Sängerknaben

(Vienna Boys' Choir)

Friday, May 21, 2010 afternoon

Optional Vienna sightseeing program

Conference Venue / Hotels

Conference Venue is the Marriot Courtyard Vienna Messe situated directly adjacent to the Real Vienna Exhibition. Discounted hotel rates for single (double) rooms have been agreed until March 1st, 2010 with several hotels including the following:

Conference Venue: Marriott Courtyard, EUR 139,- (156,-)

Vienna City Centre: Hotel Bristol, EUR 175,- (195,-)
Grand Hotel, EUR 260,- (300,-)
Hilton Vienna, EUR 175,- (195,-)

For further information and hotel booking forms please visit www.gpp.at/vienna2010

Organizing Committee

Conference Chair Nikolaus Pitkowitz, Graf & Pitkowitz, Vienna

Executive Planning Committee Duarte Athayde, Abreu Advogados, Lisboa
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 Mojzis, Graf & Pitkowitz (Marketing)
Ursula Schuber, Graf & Pitkowitz (Support)

Social events kindly sponsored by the Local Host Committee:

Dorda Brugger Jordis

 **TPA Horwath**

 **fellner
wratzfeld
partner**

CHSH
Cerha Hempel Spiegelfeld Hlawati
Partnerschaft von Rechtsanwälten



GRAF & PITKOWITZ
RECHTSANWÄLTE GMBH

WOLF THEISS

BINDER GRÖSSWANG

Schoenherr

Contact

www.gpp.at/vienna2010

vienna2010@gpp.at

+43 (6991) 40117 78

**REGISTER
NOW**

Register online

Register online at www.gpp.at/vienna2010

Registration fees

The Conference Fee includes the social program (except for optional sightseeing program)

- **Early bird** (until March 15th, 2010): EUR 750,-. Regular: EUR 800,-
- **IBA Member / ABA Member:** Early bird (until March 15th, 2010): EUR 650,-. Regular: EUR 700,-
- **Accompanying Persons:** EUR 100,- per person

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

Please note that registrations are not transferable.

