

# Legal & Economic Drivers of Real Estate Transactions

THURSDAY, MAY 4 & FRIDAY, MAY 5, 2017



# BARCELONA



 #UIADriveYourProperty

Seminar organised by the UIA with the support of the Barcelona Bar Association, RICS Spain and Iberian Lawyer as media partner

# SPAIN

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## Introduction

**Lawyers meet the market:** practitioners have trouble understanding business terms and businessmen have put up a psychological barrier to protect themselves from legal terms. In a cyclic and evolving business such a real estate, wikipedia or investopedia end up being the main knowledge source to grasp the difference between the “market value” and the “reasonable value” of a property and by which act of faith an investment in property can be “liquid”.

Let's make both ends meet and do some gap analysis by way of a panel discussion where real estate lawyers will meet professionals of valuation, development, investment and asset management.





# Thursday | May | 4 | 2017

## 15:00 – 16:00 REGISTRATION OF PARTICIPANTS

**Il·lustre Col·legi de l'Advocacia de Barcelona**  
(Room 75, 7<sup>th</sup> floor) Calle Mallorca, 283  
08037 Barcelona, Spain

## 16:00 – 16:30 WELCOME AND OPENING OF THE SEMINAR

- **Silvia GIMÉNEZ-SALINAS COLOMER**, *Director of the UIA Partnerships, SGS Abogados, Barcelona, Spain*
- **José Antonio PÉREZ BREVA**, *President of the UIA Real Estate law commission, Jap, Barcelona, Spain*
- **Milagros POAL-MANRESA**, *President of the UIA Contract law commission, Partner, Centell-Folch Law firm, Barcelona, Spain*
- **Roger PLA MADRID**, *Roca Junyent Lawyers, Barcelona, Spain*

## 16:30 – 17:00 KEYNOTE SPEECH: IS THERE ROOM FOR INNOVATION IN THE BUSINESS OF REAL ESTATE

Innovating: A Doer's Manifesto for Starting from a Hunch, Prototyping Problems, Scaling up, and Learning to be Productively Wrong

- **Luis PÉREZ BREVA**, *PhD, MIT Sloan, Entrepreneurship and Innovation expert, Boston, MA, USA*

## 17:00 – 18:30 ASSESSING THE OPPORTUNITY: BROKERS VS INVESTMENT OFFICERS, ANY LEGAL TO-DO AT THIS STAGE?

We will analyse how brokers prepare their product for selling and, on the other side of the mirror, what investment officers want to hear from brokers. Can lawyers bring some added value here?

Examples:

1. Development project
2. Fully lease completed product
3. Mixed portfolio

**Moderator:** • **José Antonio PÉREZ BREVA**, *President of the UIA Real Estate law commission, Jap, Barcelona, Spain*

**Speakers:**

- **Luis PÉREZ BREVA**, *PhD, MIT Sloan, Entrepreneurship and Innovation expert, Boston, MA, USA*
- **Alberto VALLS MARTÍNEZ**, *Head of Real Estate, Deloitte, Barcelona, Spain*
- **Cristian OLLER ANGUSTO**, *MRICS, Prologis, Vice President-Head of Development and Project Management Spain, Barcelona, Spain*
- **Carlos KROHMER**, *Inmobiliaria Colonial, Chief Corporate Development Officer, Barcelona, Spain*
- **Xavier COTET**, *Jones Lang LaSalle, Director Capital Markets Barcelona, Barcelona, Spain*
- **Xavier GÜELL ALTIRRIBA**, *Head of development, CBRE Spain, Barcelona, Spain*

## 18:30 WELCOME COCKTAIL

**Il·lustre Col·legi de l'Advocacia de Barcelona**  
Calle Mallorca, 283, 08037 Barcelona, Spain



All the information relative to our seminars is available on our Website  
[www.uianet.org](http://www.uianet.org)





Friday | May | 5 | 2017

**09:00 – 09:15** REGISTRATION OF PARTICIPANTS

Il·lustre Col·legi de l'Advocacia de Barcelona – 8<sup>th</sup> floor  
Calle Mallorca, 283, 08037 Barcelona

**09:15 – 10:45** VALUATE YOUR ASSET. HOW DOES IT WORK? CONSEQUENCES?

Lawyers do not know where values come from and whether fairness or reasonableness of the value have something to do with natural justice. We will address what is key in valuating property and projects and try to convert appraiser's argot into lawyer's slang and vice versa.

**Moderator:** • José Antonio PÉREZ BREVA, *President of the UIA Real Estate law commission, Jap, Barcelona, Spain*

**Speakers:**

- Joan Gutés PASCUAL, *Architect, DipProjMan MFM MBA FRICS, Vice-President Royal Institute of Chartered Surveyors, Barcelona, Spain*
- Veronica MARTÍN TOLOSA, *MRICS, VMT & Associates, Technical Due Diligence, Madrid, Spain*

**10:45 – 11:15** COFFEE BREAK

**11:15 – 12:45** STRATEGIES PART I. LETTING AND OTHER INVESTMENTS STRATEGIES. LEGAL KEY POINTS IN ACCORDANCE

It is all about your goal. Long-term investors do actually let and collect rentals but... are they the only ones? Who follows this kind of investment strategy, a developer fund, a core fund, a core plus fund? Can we maybe find examples? Let's try to have a panel that explains and shares their experiences and the purpose of all this and see whether as lawyers we can then understand the goals of this kind of investor seeks and add value.

**Moderator:** • Milagros POAL-MANRESA, *President of the UIA Contract law commission, Partner, Centell-Folch Law firm, Barcelona, Spain*

**Speakers:**

- Victor IBORRA, *Meridia Capital, Investment Director, Barcelona, Spain*
- Bernat MULLERAT, *Cuatrecasas, Partner, Barcelona, Spain*

• Gilles DREGI DE FONTCUBERTA, *Reig Capital Group, Managing Director, Barcelona, Spain*

• Friedemann SCHOLTEN, *LLM, SKW Schwarz, Berlin, Germany*

• Àngels ARDERIU, *Inmobiliaria Colonial, Chief Financial Officer, Barcelona, Spain*

**12:45 – 14:00** PART II. SELLING AND OTHER INVESTMENTS STRATEGIES. LEGAL KEY POINTS IN ACCORDANCE

Again, it is all about your goal. Short-term investors do actually purchase and resell. Do they add value here or are they simply opportunistic? What is critical and what isn't to an investor who wants a nice yield in a short term. By the way, what is truly a yield?

**Moderator:** • Roger PLA MADRID, *Roca Junyent, Barcelona, Spain*

**Speakers:**

- Sandra DAZA, *Gesvalt, Managing partner, Madrid, Spain*
- David PINET, *Lebray & Associés, Paris, France*
- Dr. Steffen KIRCHER, *Vice-President of the UIA Real Estate law commission, Menold Bezler Rechtsanwälte Partnerschaft, Stuttgart, Germany*
- Clais VON MIRBACH, *Blaum Dettmers Rabstein, Hamburg, Germany*
- Joan ARTÉS PÉREZ, *La Casa por el Tejado, Founder and Managing Director, Barcelona, Spain*

**14:00 – 15:00** NETWORKING LUNCH

**15:00 – 16:00** ROUND TABLE WITH THE PARTICIPANTS: MARKET TRENDS. SHARE DIFFERENT POINTS OF VIEW

We will take advantage of all of you to learn about market trends in every country, every situation.

**Moderator:** • Yolanda PUIGGROS JIMÉNEZ DE ANTA, *Roca Junyent, Barcelona, Spain*

**Co-speaker:** • Juan Antonio PÉREZ RIVARÉS, *Uría & Menéndez Abogados, S.L.P, Barcelona, Spain*

• **Speakers:** All attendants

# Organising Committee

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## General Information

### SEMINAR VENUE

#### IL·LUSTRE COL·LEGI DE L'ADVOCACIA DE BARCELONA – 7<sup>th</sup> & 8<sup>th</sup> floor

Calle Mallorca, 283, 08037 Barcelona, Spain  
T +34 93 496 18 80

### REGISTRATION FEES

	UIA Member		Non Member	
	≤ 14.04.2017	> 15.04.2017	≤ 14.04.2017	> 15.04.2017
STANDARD REGISTRATION	€ 350*	€ 400*	€ 400*	€ 450*
YOUNG LAWYER (<35)**	€ 300*	€ 350*	€ 350*	€ 400*
SPANISH PARTICIPANTS	€ 225*			

\* The VAT (21%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006. For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

\*\* Please attach proof of age to the registration form to benefit from young lawyers fee.

These fees cover participation in the welcome cocktail, participation in the seminar, coffee breaks, lunch on Friday, May 5, 2017, as well as the documentation of the seminar. The dinner on Friday night, May 5, 2017, is optional and at additional charge. Please note that the number of places at the seminar is limited. The organisers reserve the right to refuse registrations in the event of excess applications.

### CONTINUING LEGAL EDUCATION

Every participant attending the seminar will receive a "Certificate of Participation" at the end of the event that may be used for obtaining "Credits" for "Continuing Legal Education" – "Continuing Professional Development" purposes, depending on national rules. For more information, please contact the UIA.

### LANGUAGE

The working languages will be **English** with a simultaneous translation into Spanish..

### HOTEL ROOM RESERVATION

A limited number of rooms has been pre-booked at a preferential rate. Reservations should be made directly through the hotel. Credit card details must be given in order to secure your reservation. Please note that the number of rooms is limited. We recommend that you proceed with your reservations as soon as possible.



## HOTEL ROOM RESERVATION

### Hotels

### Rates

#### HOTEL ROOM MATE CARLA

At 130 m from the seminar venue  
C/ Mallorca, 288  
08037 Barcelona, Spain  
T +34 934 76 33 96  
carla@room-matehotels.com

Standard room **€ 165**  
**VAT 10 % included**  
**Breakfast NOT included @ € 9,95 per person per day**  
Excluding € 1,21 of city tax per person, per night,  
to be paid directly at the moment of the check out

Please download the hotel reservation form from our Website [www.uianet.org](http://www.uianet.org)

#### HOTEL ALEXANDRA BARCELONA

At 350 m from the seminar venue  
C/ Mallorca, 251  
08008 Barcelona, Spain  
T +34 93 467 71 66  
groups@hotel-alexandra.com

Double room for single use **€ 215**  
Double room for double use **€ 233**  
**Buffet Breakfast and VAT 10% included**  
Excluding € 1,21 of city tax per person, per night,  
to be paid directly at the moment of the check out

Please download the hotel reservation form from our Website [www.uianet.org](http://www.uianet.org)

#### HOTEL H10 CASA MIMOSA

At 290 m from the seminar venue  
C/ Pau Claris, 179  
08037 Barcelona, Spain  
T +34 93 214 23 32  
reservas.hmi@h10hotels.com

Double Delux Garden room for single use **€ 280**  
Double Delux Garden room for double use **€ 300**  
**Buffet Breakfast and VAT 10% included**  
Excluding € 1,21 of city tax per person, per night,  
to be paid directly at the moment of the check out

Please download the hotel reservation form from our Website [www.uianet.org](http://www.uianet.org)

## CANCELLATION CONDITIONS

### VISAS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than April 4, 2017**. No refund will be made for cancellations received after this date.

Anyone who requires a visa invitation letter in order to attend the seminar should register and pay their registration fees **no later than April 4, 2017** to ensure there is enough time to obtain a visa.

All cancellations will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total registration fees no later than April 4, 2017**.

If you register after this date, only 50% of the amount paid minus €50 + VAT to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the seminar**. Cancellations must be accompanied by a **proof of visa refusal**.

If your visa is issued after the seminar date or if you do not have proof of visa refusal, you will not be entitled to a refund.

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

The UIA reserves the right to cancel or postpone the seminar to a later date, change the seminar venue and/or programme, make any corrections or modifications in the information published in the seminar programme and cancel any invitation to participate in the seminar, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

**The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.**

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the seminar are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the seminar because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.

“Force majeure” means any events external to the parties, of both an unforeseeable and insurmountable nature that prevents either the client or the participants, or the agency or service providers involved in organising the seminar, from executing all or part of the obligations provided for in the present agreement. By express agreement, such will be the case in the event of a strike affecting the means of transport, hotel staff, air traffic controllers, an insurrection, a riot or any prohibition whatever decreed by Governmental or public authorities.

It is expressly agreed that for the parties, a case of force majeure would suspend the execution of their reciprocal obligations. At the same time, each of the parties shall bear the burden of all the expenses incumbent upon them, resulting from the case of force majeure.

The organisers decline any responsibility in case of any health problems existing prior to the seminar that may lead to complications or be aggravated during the entire period of the stay: pregnancy, cardio-vascular problems, any allergies, special diets, any disorders under treatment and not yet consolidated on the day the seminar starts, psychic or mental or depressive illness, etc. (Non exhaustive list).

## GENERAL CONDITIONS

### FORMALITIES

### FORCE MAJEURE

### HEALTH

# Legal & Economic Drivers of Real Estate Transactions

Thursday, May 4 & Friday, May 5, 2017

**BARCELONA, SPAIN**

## REGISTRATION FORM

Register online at: [www.uianet.org](http://www.uianet.org)

or please complete and return this form, by email, fax or post, to:

**UNION INTERNATIONALE DES AVOCATS**

25 rue du Jour, 75001 Paris, France

Tel: +33 1 44 88 55 66 ■ Fax: +33 1 44 88 55 77 ■ Email: [uiacentre@uianet.org](mailto:uiacentre@uianet.org)



Register online

**UIA INDIVIDUAL MEMBERS: M I - - - - -**

Please specify your membership number (Please check your membership card or membership fees)

Family Name: .....

First Name: .....

Firm: .....

Address: .....

Post Code: ..... City: .....

Country: .....

Tel: ..... Fax: .....

Email: .....

Date of Birth: .....

EU VAT ID – Number: .....

Special requests (special diet, allergies, handicap...): .....

Arrival/departure times & flight numbers: .....

Hotel: .....

### A. SEMINAR REGISTRATION FEES

	UIA Member		Non Member	
	≤ 14.04.2017	> 15.04.2017	≤ 14.04.2017	> 15.04.2017
STANDARD REGISTRATION	€ 350*	€ 400*	€ 400*	€ 450*
YOUNG LAWYER (<35)**	€ 300*	€ 350*	€ 350*	€ 400*
SPANISH PARTICIPANTS		€ 225*		

\* The VAT (21%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006. For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

\*\* Please attach proof of age to the registration form to benefit from young lawyer fee.

## B. SEMINAR SOCIAL ACTIVITIES

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Please indicate below whether you plan to attend the following events **included** in the cost of your registration.

- Welcome Cocktail – Thursday, May 4, 2017
- Networking Lunch – Friday, May 5, 2017

## C. TOTAL

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TOTAL (A) Excl. VAT – Registration Fees	€ .....
	TOTAL (A) Excl. VAT € .....
	VAT if applicable (21%)* € .....
	TOTAL (A+VAT) € .....

\* The VAT (21%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006. For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

## D. CANCELLATION CONDITIONS

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I, the Undersigned, confirm that I have read and accepted the **cancellation conditions** as well as the **general conditions** given on page 6 of the registration programme. My registration will only be taken into account on receipt of the payment.

Participants are aware that their image and/or voice may be photographed, recorded or filmed throughout the duration of the seminar. They hereby assign to the UIA, with the signature of this form, the right to exploit, reproduce and disseminate the images and recordings by all means, both known and unknown, using all media, for an unlimited term and free of charge.

## E. METHOD OF PAYMENT

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- By cheque in € payable to the UIA, addressed to: UIA – 25 rue du Jour – 75001 Paris – France
- By bank transfer in €, without charges to the payee, in favour of the Union Internationale des Avocats, quoting “2017 Barcelona Seminar”, to the following bank and account:

**Société Générale – Paris Elysées Entreprise**  
**91 avenue des Champs Elysées – 75008 Paris – France**  
**BIC / SWIFT N°: SOGEFRPP**  
**IBAN: FR76 3000 3033 9200 0503 4165 164**

**Kindly attach a copy of your bank transfer order to your registration form**

- By credit card:       Visa       Mastercard

Card N°: \_ \_ \_ \_ \_

Expiry date: \_ \_ / \_ \_      3 digits: \_ \_ \_

Name of card holder: .....

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of € (EUR) .....

Date: ..... / ..... / .....

Signature: .....