

Opportunities Arising from the Reactivation of the Real Estate Market

FRIDAY, MAY 9 & SATURDAY, MAY 10, 2014



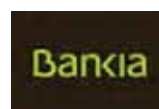
VALENCIA

Seminar organised by the UIA Real Estate commission with the support of the Valencia Bar Association and Iberian Lawyer as media partner

SPAIN



The UIA would like to thank the following partners





Introduction

The evolution of the real estate market and the opportunities arising from it has led the UIA – *Union Internationale des Avocats* (International Association of Lawyers) to organise this seminar on the “**Opportunities Arising from the Reactivation of the Real Estate Market**”.

The seminar will focus on the following topics:

1. Opportunities in the real estate market: residential market, coast, office, industrial sites, hotels, malls, and commercial premises.
2. Financial institutions and other new players in the real estate market: SAREB, BAD (African Development Bank), Sovereign funds and family offices from BRICs and Arab countries.
3. Case study of arbitration proceedings in real estate investments in the Mediterranean.
4. Environmental aspects of real estate investments.
5. The market for rentals: yes, we rent.

This seminar will take place in Valencia, the 3rd largest city in Spain, placed on the banks of the river Turia, on the Mediterranean coast of Spain. Valencia has a very exciting mixture of places and environments, where you can combine a nice walk on the beach with a visit to the historic centre (one of the largest in Europe, dating from the roman period and the 15th Century) or to the Arts and Science City, a new and amazing leisure and art complex with the image of the 21st Century.


We are looking forward to welcoming you to Valencia!

Thursday | May | 8 | 2014

19:30 WELCOME COCKTAIL

**Ilustre Colegio de Abogados de Valencia
(Valencia Bar Association)**

Sala de la Muralla
Plaza de Tetuán, 16
46003 Valencia, Spain



Friday | May 9 | 2014

09:00 – 09:15 REGISTRATION OF PARTICIPANTS

Ilustre Colegio de Abogados de Valencia (Valencia Bar Association)
Plaza de Tetuán, 16 – 46003 Valencia – Spain

09:15 – 09:45 WELCOME AND OPENING OF THE SEMINAR

- **Very Honorable Mr. Alberto FABRA PART**, *President of the Generalitat Valenciana, Spain - to be confirmed*
- **Urquiola Mariana DE PALACIO DEL VALLE DE LERSUNDI**, *UIA Deputy Director of the Rule of Law Project, Palacio y Asociados, Abogados, Madrid, Spain*
- **Mariano DURÁN LALAGUNA**, *Dean of the Valencia Bar Association, Durán Lalaguna Abogados, Valencia, Spain*
- **Jorge MARTÍ MORENO**, *President of the UIA Spanish National Committee, Uría Menéndez Abogados, Valencia, Spain*

09:45 – 10:45 ROUND TABLE – THE SPANISH MARKET: TRENDS AND NEW PLAYERS

■ **Banks**

Moderator: • **Mariano DURÁN LALAGUNA**, *Dean of the Valencia Bar Association, Durán Lalaguna Abogados, Valencia, Spain*

Speakers:

- **Augusto MONTE BOQUET**, *Solvía, Valencia, Spain*
- **Juan BLASCO**, *La Caixa, Valencia, Spain*
- **Domingo ÁVILA SALOR**, *Managing Director of Real Estate Sales, Bankia, Spain*

10:45 – 11:15 THE FINANCIAL RESTRUCTURING IN SPAIN

■ **SAREB Experience**

- **Francisco SOLER CABALLERO**, *J&A Garrigues L.L.P, Valencia, Spain*
- **Ramón TRÉNOR GALINDO**, *J&A Garrigues L.L.P, Valencia, Spain*

■ **Due Diligence of the Assets**

- **Jacobo SÁNCHEZ ANDRADE**, *Broseta Abogados, Madrid, Spain*

11:15 – 11:45 COFFEE BREAK

11:45 – 13:30 THE PLAYERS IN THE REAL ESTATE MARKET

Moderator: • **Jorge MARTÍ MORENO**, *President of the UIA Spanish National Committee, Uría Menéndez Abogados, Valencia, Spain*

THE FUNDS

- **Rubén SANTAMARÍA**, *Real Estate Consultant, Valencia, Spain*

INTERNATIONAL PLAYERS

■ **Luxembourg Funds**

- **Beatriz GARCÍA PAESA**, *García & Bodig, Luxembourg*

■ **The Arab Investors**

- **Nasser H. AL-HAIFI**, *Cabinet Nasser H. Al-Haifi, Kuwait*

■ **International Investors**

- **Mathieu SIMONA**, *BCCC Avocats, Geneva, Switzerland*

■ **“The ad hoc SPV for investing in the Spanish real estate market: SOCIMIs”**

- **Pedro GIL**, *Cuatrecasas, Gonçalves Pereira, Valencia, Spain*

13:30 – 14:00 “NEW PLAYERS”: LATIN AMERICA & ASIA

- **Diego ARMERO**, *Uría Menéndez Abogados, Madrid, Spain*
- **Yásser-Harbi MUSTAFÁ**, *Uría Menéndez Abogados, Valencia, Spain*

14:00 – 15:30 LUNCH

Restaurante de Ana

Plaza de Tetuán, 18 – Izquierda – 46003 Valencia

15:30 – 16:30 ENTREPRENEURS ACT AND OPPORTUNITIES FOR INVESTORS

- **Joaquín IVARS**, *Director Territorial Levante BNP Paribas Real Estate, Valencia, Spain*
- **José Ángel SOSPEDRA**, *Director CBRE, Valencia, Spain*
- **José RIBES**, *President of Rimontgó, Valencia, Spain*

16:30 – 17:00 COFFEE BREAK

17:00 – 17:20 INVESTMENT OPPORTUNITIES IN SUB-SAHARAN AFRICA

- **Raquel SERÓN CALVO**, *L&S Abogados, Valencia, Spain*

17:20 – 17:50 THE VIEW OF THE OPERATOR IN REAL ESTATE TRANSACTIONS

- **Jose Antonio PÉREZ BREVA**, *Vice-president of the UIA Real Estate Law Commission, Pérez Brevia y Asociados, Barcelona, Spain*

17:50 – 19:10 CASE STUDIES:

17:50 – 18:10 ■ **Arbitration Proceedings in Real Estate: Frustrated Investment in Libya**

- **Jorge MARTÍ MORENO**, *President of the UIA Spanish National Committee, Uría Menéndez Abogados, Valencia, Spain*

18:10 – 18:30 ■ **Protecting the National Heritage in Times of Economic Crisis – State Rights of First Refusal vs. State Limitations and Building Restrictions on Real Property: The case of the Isle of Budelli, Archipelago della Maddalena (Sardinia)**

- **Carlo MASTELLONE**, *UIA Director of Legal Education & Training, Studio Legale Mastellone, Florence, Italy*

18:30 – 18:50 ■ **The Apple Store Deal**

- **Yolanda LOZANO**, *Olivares & Asociados, Valencia, Spain*
- **Mario OLIVARES**, *Olivares & Asociados, Valencia, Spain*

18:50 – 19:10 ■ **New planning development. Project Lead (Puerto Mediterráneo)**

- **Helena BEUNZA**, *Broseta Abogados, Valencia, Spain*

21:00 OPTIONAL DINNER

Restaurante El Canyar

Calle Segorbe, 5 – 46004 Valencia

Saturday | May | 10 | 2014

09:00 – 09:30 REGISTRATION OF PARTICIPANTS

**Ilustre Colegio de Abogados de Valencia
(Valencia Bar Association)**
Plaza de Tetuán, 16
46003 Valencia, Spain

09:30 – 10:30 ADAPTATION TO CLIMATE CHANGE:
CHALLENGES FOR THE REAL ESTATE BUSINESS

- Eva MASCHIETTO, *Maschietto Maggiore Studio Legale, Milan, Italy*
- David DESFORGES, *Genesis Avocats, Paris, France*
- Carlos DE MIGUEL PERALES, *Uría Menéndez Abogados, Madrid, Spain*
- Carlos MÍNGUEZ, *Uría Menéndez Abogados, Valencia, Spain*

10:30 – 11:00 SPORT AND REAL ESTATE OPPORTUNITIES: VALENCIA C.F.

- José Manuel PALAU NAVARRO, *Gómez Acebo & Pombo, Valencia, Spain*

11:00 – 11:20 PORTUGAL AND REAL ESTATE OPPORTUNITIES AND THE PORTUGUESE GOLDEN VISA

- Maria Antónia CAMEIRA, *Cameira Law, Lisbon, Portugal*

11:20 – 11:40 CURRENT LONDON MARKET CONDITIONS FOLLOWING THE OLYMPIC GAMES

- Simon BRUCE, *Farrer & Co, London, United Kingdom*
- Laura CONDUIT, *Farrer & Co, London, United Kingdom*

11:40 – 12:00 COFFEE BREAK

12:00 – 13:00 ARBITRATION DEVELOPMENTS

- Álvaro LÓPEZ DE ARGUMEDO, *Uría Menéndez Abogados, Madrid, Spain*
- Ignacio DIEZ PICAZO, *Procedural law Professor at the UCM and arbitrator, Spain*
- Elena GUTIERREZ, *Legal Head of the Madrid Court of Arbitration, Spain*

13:00 CLOSING REMARKS



Organising Committee

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Dean of the Valencia Bar Association
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E decano@icav.es

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Jorge MARTÍ MORENO

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General Information

SEMINAR VENUE

Ilustre Colegio de Abogados de Valencia (Valencia Bar Association)

Plaza de Tetuán, 16
46003 Valencia, Spain

REGISTRATION FEES

	UIA Member		Non Member	
	≤ 09.04.2014	> 10.04.2014	≤ 09.04.2014	> 10.04.2014
STANDARD REGISTRATION	€ 350*	€ 400*	€ 400*	€ 450*
YOUNG LAWYER (<35)*	€ 300*	€ 350*	€ 350*	€ 400*
ABOGADO COLEGIADO EN VALENCIA (ICAV)	€ 200			
ABOGADO COLEGIADO EN VALENCIA (ICAV) – JOVEN ABOGADO (<35)**	€ 100			

* The VAT (21%) can be applied to the amount here above according to the European Directive 2006/12/CE of November 28, 2006. For more information, please contact the UIA.

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

These fees cover participation in the welcome cocktail, participation in the seminar, coffee breaks, lunch on Friday, May 9, 2014, as well as the documentation of the seminar. The dinner on Friday night, May 9, 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 **Spanish** and **English** with a simultaneous translation.

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

CANCELLATION CONDITIONS

VISAS

GENERAL CONDITIONS

FORMALITIES

FORCE MAJEURE

HEALTH

Hotels

Rates

THE WESTIN VALENCIA (5*)

Calle Amadeo de Saboya 16

46010 Valencia, Spain

T +34 96 186 62 86 / F +34 96 186 62 38

E reservations.westinvalencia@westin.com
www.westinvalencia.com

Single Room

Double Room

Breakfast included and VAT included

EUR 150

EUR 170

Please download the hotel reservation form from our Website: www.uianet.org

HOTEL VINCCI PALACE (4*)

La Paz 42

46003 Valencia, Spain

T +34 96 206 23 77 / F +34 96 206 23 64

E jeferepcion.palace@vinccihoteles.com
www.vinccihoteles.com

Single Room

Double Room

Breakfast included

VAT NOT included (currently @ 10%)

Please download the hotel reservation form from our Website: www.uianet.org

EUR 94

EUR 103

AYRE HOTEL ASTORIA PALACE (4*)

Plaza de Rodrigo Botet, 5

46002 Valencia, Spain

T +34 96 398 10 00 / F +34 96 398 10 10

E astoriapalace@ayrehoteles.com
www.ayrehoteles.com

Single Classic Room

Double Classic Room

Breakfast included

VAT NOT included (currently @ 10%)

Please download the hotel reservation form from our Website: www.uianet.org

EUR 84

EUR 89

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 9, 2014**. 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 9, 2014** 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 9, 2014**.

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).



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados



IBERIAN LAWYER

Opportunities Arising from the Reactivation of the Real Estate Market

Friday, May 9 & Saturday, May 10, 2014

VALENCIA, SPAIN

REGISTRATION FORM

Register online at: www.uianet.org

or please complete and return this form **before April 25, 2014**, 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



Register online

UIA INDIVIDUAL MEMBERS

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

MI - - - - -

Family Name:

First Name:

Firm:

Address:

Post Code: City:

Country:

Tel: Fax:

Email:

Date of Birth:

EU VAT ID – Number:

A. SEMINAR REGISTRATION FEES

	UIA Member		Non Member	
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B. SEMINAR SOCIAL ACTIVITIES

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

- Welcome Cocktail – Thursday, May 8, 2014
 Lunch – Friday, May 9, 2014

C. OPTIONAL ACTIVITY

(**not included** in the registration fees)

- Optional Dinner – Friday, May 9, 2014

• Please book person(s) for the dinner on **Friday, May 9, 2014** € 60 x ___ / pers

Total (C) €

D. TOTAL

TOTAL (A) – Registration Fees €

TOTAL (C) – Optional Activity €

TOTAL (A+C) €

E. CANCELLATION CONDITIONS

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.

F. METHOD OF PAYMENT

- 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 “2014 Valencia 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 Eurocard / 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: