

A conference presented by the IBA Real Estate Section



the global voice of
the legal profession®

13th Annual IBA Real Estate Investments Conference



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19–21 April 2023, Intercontinental Santiago, Santiago

This year's conference will feature key market players, legal experts and regulators who will discuss the trends and relevant issues currently shaping the real estate industry worldwide.

Speakers from all over the world will be in attendance, guaranteeing a rich and diverse analysis of the critical factors influencing activity in this area.

Main topics in discussion will cover all the traditional aspects of the real estate business, including residential, tourism and hospitality, retail, commercial premises project financings and more. New hot topics, such as data centres and other connectivity infrastructure, logistic premise projects, transformation of the market after the Covid-19 pandemic and how regulatory and environmental requirements are affecting businesses, will also be addressed.

Last, but not least, the conference will provide a tremendous opportunity to meet and network with other real estate practitioners and members of the industry.

REGISTER BEFORE
3 MARCH 2023
TO RECEIVE EARLY
REGISTRATION
DISCOUNTS

BOOK NOW AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2313

Programme

Conference Chair

Eduardo Martin *Carey, Santiago; Co-Chair, Servicing Industry Subcommittee, IBA Real Estate Section*

Organising Committee

Duarte Athayde *Abreu Advogados, Lisbon; Communications Officer, IBA Real Estate Section*

Mariëtte Lafarre *Lafarre Law Firm, Amsterdam; Senior Vice Chair, IBA Real Estate Section*

Michael Lunjevich *Hadef & Partners, Dubai; Advisory Board Member, IBA Real Estate Section*

Jakob Schou Midtgaard *Accura, Copenhagen; Co-Chair, IBA Real Estate Section*

Bernat Mullerat *Cuatrecasas, Barcelona; Co-Chair, IBA Real Estate Section*

Corrado Rampini *Baer & Karrer, Zürich; Co-Chair, Commercial Real Estate Subcommittee, IBA Real Estate Section*

Local Host Committee

Barros & Errazuriz

Carey

Claro & Cia

Guerrero Olivos

MBC Abogados

Philippi Prietocarrizosa Ferrero DU & Uria

Wednesday 19 April

2000 – 2200 **Opening cocktail**

Start the conference in style. Join the IBA Committee Officers, Conference speakers and delegates to network over drinks and canapés. All registered delegates and guests are invited to attend.

Thursday 20 April

0700 – 0745 **Real estate running tour**

This tour is free to attend. All conference registered delegates are invited to attend. Meet in the main hotel lobby.

Join the officers of the Real Estate Section and your colleagues for a light jog or a refreshing walk.

0730 – 1530 **Registration**

0830 – 0845 **Welcome and opening remarks**

Daniel del Rio *SMPS Legal, Mexico City; Vice Chair, IBA Legal Practice Division*

Eduardo Martin *Carey, Santiago; Co-Chair, Servicing Industry Subcommittee, IBA Real Estate Section*

Jakob Schou Midtgaard *Accura, Copenhagen; Co-Chair, IBA Real Estate Section*

Bernat Mullerat *Cuatrecasas, Barcelona; Co-Chair, IBA Real Estate Section*

0845 – 0915 **Keynote Speaker**

Pablo Allard *Dean, Faculty of Architecture and Arts, Universidad del Desarrollo, Santiago*

Pablo is an Architect and Master of Architecture from the Pontificia Universidad Católica de Chile, Master of Architecture in Urban Design and Doctor of Design Studies from the Harvard Graduate School of Design.

Since 2011 is the Dean of the Faculty of Architecture and Arts at Universidad del Desarrollo and the 2018-2019 Robert F Kennedy Visiting Professor of Latin American Studies at Harvard University.

0915 – 1000

Market overview and main trends (including an analysis form from an ESG perspective)

Key developers in the housing and commercial industry will provide an update on their respective sectors status and recent trends, with a main focus on the development of real estate from an ESG perspective and multifamily projects.

Headline social event sponsor

CLYDE & CO

Thursday continued

Session Co-Chairs

Pedro Nicholson *Beccar Varela, Buenos Aires; Treasurer, IBA Real Estate Section*

Corrado Rampini *Baer & Karrer, Zürich; Co-Chair, Commercial Real Estate Subcommittee, IBA Real Estate Section*

Speakers

Lieven Peeters *Altius, Brussels; Website Officer, IBA Leisure Industries Section*

Beatriz Rosique *GTIS Partners, São Paulo*

Federico Susena *Guyer & Regules, Montevideo*

Francisco Uribe *Brigard Urrutia, Bogota*

1000 – 1030 **Coffee/tea break**

1030 – 1115

Real estate financing during a high inflation period

A panel of experts will look at how the current high inflation rates have affected the financing of real estate market, its asset valuation and how real estate companies and clients have to deal with that.

Session Co-Chairs

Martin Holler *Giese & Partner, Prague; Advisory Board Member, IBA Real Estate Section*

Carolina Menichetti *MBC Abogados, Santiago*

Speakers

Mariana Gomez *Managing Director Legal, Credicorp Capital, Santiago*

Fernando Sanchez Chaigneau *Chairman, Independencia AGF, Santiago*

Ignacio Torino *Marval O'Farrell & Mairal, Buenos Aires*

Diego Yavar *Grupo Patio, Santiago*

1115 – 1250

Speed dating

A fantastic networking opportunity! In five-minute rounds, attendants to the conference will get to know each other in speed dating meetings.

Session Co-Chairs

Peter Kunz *Kunz Wallentin Rechtsanwälte, Vienna; Vice Chair, IBA Real Estate Section*

Roland M Müller *VISCHER, Basel; Scholarship Officer, IBA Real Estate Section*

1250 – 1400 **Lunch**

1400 – 1445

Reconversion of projects

As the pandemic forced people to work from home, several real estate developers decided to reconvert their projects (eg apart hotel, hotels, etc). A group of developers and experts will discuss regulatory and commercial challenges to convert the use of real estate projects.

Session Co-Chairs

Mario Paura *Stikeman Elliott, Toronto; Co-Chair, Servicing Industry Subcommittee, IBA Real Estate Section*

Maria Flavia Seabra *Machado Meyer Advogados, São Paulo; Vice Chair, IBA Real Estate Section*

Speakers

Luis Eduardo Carmona *Design Director, Territoris, Santiago*

Alexander Grellier *Drooms, Frankfurt; Website Officer, IBA Real Estate Section*

Ricardo Marques Silveira *Executive Director, BTG Pactual, São Paulo*

Ivan Poduje *Executive Director, Consultora Atisba, Santiago*

1445 – 1530

Regulatory challenges on real estate projects

As climate change demands more eco-friendly projects, countries have updated their regulations in the benefit of sustainable projects. Also, real estate projects have been forced to contribute to public infrastructure to develop big scale projects. A panel of global experts will discuss the most recent requirements for the development of real estate projects from an environmental and site contamination perspective.

Session Co-Chairs

Johane Murray *Brodies, Edinburgh; Social Media Officer, IBA Real Estate Section*

Martin Santa Maria *Guerrero Olivos, Santiago*

Speakers

Gonzalo Bustos *Chilean Construction Chamber, Santiago*

Claudia Mathiasen *Winslow Advokatpartnerselskab, Copenhagen; Secretary, IBA Real Estate Section*

Nicole Sole *General Manager, Exxacon Desarrollos Inmobiliarios, Santiago*

Eduardo Tirado *Garrigues, Santiago*



Conference refreshment break sponsors

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The team that works

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mbc ABOGADOS
MENICHETTI - BOLELLI - CREMASCHI

**Philippi
Prietocarrizosa
Ferrero DU
& Uría**

The Ibero-American Firm

Thursday continued

1530 – 1600 **Coffee/tea break**

1600 – 1645

New challenges for the construction contracts

After several turbulent years for the construction industry due to the pandemic, supply chain issues and material shortages, a panel of experienced attorneys will discuss how to deal with construction contracts during difficult periods.

Session Co-Chairs

Stefan Gerlach *SGP Rechtsanwälte, München; European Regional Forum Liaison Officer, IBA Real Estate Section*

Mariëtte Lafarre *Lafarre Law Firm, Amsterdam; Senior Vice Chair, IBA Real Estate Section*

Speakers

Nicolai Bakovic *General Counsel, Teck Chile, Santiago*

Michael Lips *Pestalozzi, Zürich*

Victoria Peckett *Clyde & Co, London*

Juan Pablo Stitchkin *Carey, Santiago*

1645 – 1730

Global trends of industrial real estate assets

Key players in the real estate industry will analyse the latest trends in the market, with special focus on distribution centres, warehouses and data centres.

Session Co-Chairs

Philip Skinner *Arnall Golden Gregory, Atlanta, GA; Advisory Board Member, IBA Real Estate Section*

Jose Tagle *Philippi Prietocarrizosa Ferrero DU & Uria, Santiago*

Speakers

Paulo Benetti *Senior Legal Manager, Mercado Livre, São Paulo*

Sarah Bool *Forsters, London; Young Lawyers Liaison Officer, IBA Real Estate Section*

Sebastian Schwember *Senior Manager, International Legal Affairs, SBA Communications, Santiago*

Sushant Shetty *Fox Mandal & Associates, Mumbai; Scholarship Officer, IBA Real Estate Section*

1930 – 2330 **Conference dinner**

Vista Santiago

Ticket price: US\$140

The IBA, its officers and staff accept no responsibility for any views expressed, presentations or materials produced by delegates or speakers at the Conference.

IBA Harassment Policy

IBA conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and their professional associates. The IBA values the participation of every delegate and member of the IBA and wants all attendees to have an enjoyable and fulfilling experience. Accordingly, all conference attendees are expected to show respect and courtesy to other attendees, IBA staff and those involved with hosting the events throughout the conference and at all conference events, receptions, and parties, whether officially organised by the IBA or others. All delegates, guests, attendees, speakers, exhibitors, staff and volunteers at any IBA event are required to conform to the IBA Harassment Policy.

See www.ibanet.org/conferences/harassment-policy.aspx

Continuing Professional Development / Continuing Legal Education

For Conference delegates from jurisdictions where CPD/CLE is mandatory, the IBA will provide a Certificate of Attendance for the Conference. Subject to CPD/CLE requirements, Conference delegates can use this to obtain the relevant number of hours' accreditation. The number of CPD/CLE hours available may vary depending on the rules applied by the members' bar association/law society on time recording criteria.

A Certificate of Attendance is available to Conference delegates on request. Please ask at the IBA conference registration desk for information on how to obtain the certificate.

Friday 21 April

0830 – 1115 **Registration**

0845 – 0900 **Opening remarks**

Jakob Schou Midtgaard *Accura, Copenhagen; Co-Chair, IBA Real Estate Section*

Bernat Mullerat *Cuatrecasas, Barcelona; Co-Chair, IBA Real Estate Section*

0845 – 0915 **Keynote Speaker**

A brief reference to chat GPT and how this tool works

Javier Meseguer *Chief Revenue Officer, Drooms, Madrid*

0915 – 1000

Real estate projects on the fight against climate change

A panel of experts will provide an overview of the latest technologies included in housing and commercial projects to reduce environmental damages caused by real estate projects.

Session Co-Chairs

Duarte Athayde *Abreu Advogados, Lisbon; Communications Officer, IBA Real Estate Section*

Rossana Duarte *Mattos Filho, São Paulo; Advisory Board Member, IBA Real Estate Section*

Speakers

Jose Antonio Kovacevic *Efficient Edification Manager, Colbun Soluciones by Efizity, Santiago*

Alfonso Barroilhet *Corporate Development Manager, Sencorp, Santiago*

Carlos Falco *Ferrere, Montevideo*

Bernardo Taier *Brookfield Asset Management, São Paulo*

1000 – 1045

Housing markets shortage vs high interest rates

As the shortage of residential properties increases around the globe, inflation rates have affected interest rates of mortgage loans reducing even more the chance of purchasing real estate. The panel will discuss the challenges of the housing market and the effects of inflation rates on the housing market.

Session Co-Chairs

Hernan Felipe Valdes *Claro y Cia, Santiago*

Peter Vocke *Heuking Kühn Lüer Wojtek, Düsseldorf; Conference Coordinator, IBA Real Estate Section*

Speakers

Rafael Aguilar *Winston & Strawn, Miami, FL*

Ivars Grinbergs *Investment Director, Greystar, Santiago*

Carolina Uribe *Sotheby's International Realty, Santiago*

Felipe Ward *Former Ministry of Urbanism and Housing, Santiago*

1045 – 1115 **Coffee/tea break**

1115 – 1230

New challenges for the development and operation of real estate projects in rural areas

A group of experts will discuss new challenges ahead of the construction and operation of real estate projects (housing, hotels, factories) located in rural areas, providing a review of environmental challenges and opposition with local communities.

Session Co-Chairs

Jose Ignacio Ovalle *Barros & Errazuriz, Santiago*

Jakob Schou Midtgaard *Accura, Copenhagen; Co-Chair, IBA Real Estate Section*

Speakers

Juan Pablo Cerda *Founder, TECO Group, Santiago*

Prashantha Kumar *Fox Mandal, Bengaluru*

Sebastian Leiva *Araya y Cia, Santiago*

Carlos Urzua *Dentons, Santiago*

1230 – 1315

Commercial and long term leases after the pandemic

A panel will discuss new tendencies on commercial and long term leases considering the effects of the pandemic.

Session Co-Chairs

Cristiana Moreira *BMA Advogados, Rio de Janeiro; Membership Officer, IBA Real Estate Section*

Charles Staveley *Mills & Reeve, London; Innovation and Legal Technology Officer, IBA Real Estate Section*

Speakers

Guillermo Bobenrieth *MBC Abogados, Santiago*

Claudio Cocuzza *Cocuzza & Associati, Milan; Advisory Board Member, IBA Real Estate Section*

Nicolas Cox *President Argentina and Chile, CBRE, Santiago*

Theodore Woodward *Arnall Golden Gregory, Atlanta, GA*

1315 – 1400 **Light lunch**

1400 – 1445

Retail and e-commerce

The panel will discuss new strategies implemented by shopping mall developers/tenants to persuade clients to visit the stores as the e-commerce sales increase rapidly.

Session Co-Chairs

Samuli Koskela *Lexia Attorneys, Helsinki; Events Officer; IBA Real Estate Section*

Tomas Varela *Carey Abogados, Santiago*

Speakers

Talia Flores *Legal Responsible Latin America, H&M, Mexico City*

Dafne Gonzalez *Operational Legal Affairs Manager, Falabella, Santiago*

Johanna Melissa Castro *Garrigues, Bogota*

Aziz Mosa *Chief Manager, Pasmor Group, Santiago*

1530 – 1800 **Real estate property tour**

1530 – 1600 Introduction to the tour

Pablo Altikes *Architecture PhD, University of Seville; Writer, Modern Chilean Architecture; Founder, Docomomo Chile and Arqmodern.com, Santiago*

Rodrigo Guendelman *Journalist and Urbanist; Founder, SantiagoAdicto; TV Host, Hay que Ir Channel 13; Columnist, La Tercera, Santiago*

1600 – 1730 Guided walking tour

1730 – 1830 Sightseeing from roof top of Sky Costanera and closing drinks

The tour and drinks are free to attend for all conference delegates and registered guests

Information

Date

19–21 April 2023

Venue

Intercontinental Santiago
Vitacura 2885 - Las Condes
Santiago, Chile
Tel: +56 (2) 2394 2000
Website: www.intercontisantiago.com

Fees

Online registrations received:

	on or before 3 March	until 5 April
IBA member	US\$885	US\$1,035
IBA corporate group member*	US\$665	US\$775
Non-member**	US\$1,110	US\$1,260
Young lawyers (under 30 years)	US\$665	US\$1,260
Academics/judges (full time)	US\$665	US\$1,260
Public lawyers	US\$665	US\$1,260
Corporate counsel	US\$800	US\$1,260
Guest fee	US\$110	US\$110
Ticket to the conference dinner	US\$140	US\$140

After **5 April** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 3 March	after 3 March
IBA member	US\$985	US\$1,150
IBA corporate group member*	US\$740	US\$865
Non-member**	US\$1,235	US\$1,400
Young lawyers (under 30 years)	US\$740	US\$1,400
Academics/judges (full time)	US\$740	US\$1,400
Public lawyers	US\$740	US\$1,400
Corporate counsel	US\$885	US\$1,400
Guest fee	US\$110	US\$110
Ticket to the conference dinner	US\$140	US\$140

* The IBA Corporate Group Member is a reduced rate offered to the in-house legal department of international corporations. This rate is only applicable if your company has a corporate group membership with the IBA.

** 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 online versions of *IBA Global Insight*.
- (3) Pay the member rate for any subsequent IBA conference registrations for this calendar year.
- (4) Take advantage of IBA Special Offers.

Language

All conference working sessions and conference materials will be in English.

How to register

Register online by **5 April** at www.ibanet.org/conferencedetails/CONF2313 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 Camila Campelo at camila.campelo@int-bar.org. You should receive emailed confirmation of your registration within five days; if you do not please contact Camila Campelo.

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

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.

Fees include:

- Attendance at all working sessions on 20 and 21 April
- Conference materials, including any available speaker's papers presented at the conference
- Access to the above conference working materials from the IBA website (www.int-bar.org) approximately seven days after the conference
- Lunches on Thursday and Friday
- Coffee/tea during breaks
- Invitation to the Opening reception on 19 April
- Invitation to the Real estate running tour on 20 April
- Invitation to the Real estate property tour on 21 April

Guest fee includes:

- Invitation to the Opening reception on 19 April
- Invitation to the Real estate property tour on 21 April

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 made available seven days prior to the conference, your registration form must be received by **5 April** at the latest.

Live delegate search

Delegates are able to use the live delegate search via the IBA website, in order to use this function delegates will need to be logged into their MyIBA. This will allow search access to up-to-date attendance lists.

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.

Photography and filming

Certain sessions and/or social functions may be photographed and/or filmed and some of this content may be used for future IBA marketing materials, member communications, products or services. Should you have any concerns with regard to this, or do not wish to be featured in any of these materials please contact the IBA Marketing Department on ibamarketing@int-bar.org

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 sao.paulo@int-bar.org

Payment of registration fees by bank transfer or BACS payment Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

US dollars: by bank transfer to the IBA account 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.

Online credit card payments: by Visa, MasterCard or American Express. **No other cards are accepted.**

PLEASE ENSURE THAT YOUR NAME AND 'CONF2313REALESTATE' APPEAR ON ANY TRANSFER OR DRAFT.

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 **3 March 2023**, fees will be refunded less a 25 per cent administration charge. Refunds will be made minus any monies owed to the IBA. We regret that no refunds can be made after this date. Registrations received after **3 March** 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.

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.

Weather

The climate in Santiago in mid-April is cool with temperatures averaging 5-15°C (41-59°F). Showers are not common at this time of year.

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.

Vaccine

Please, check with your local health agency if yellow fever and Covid-19 vaccinations are mandatory for your inbound or outbound travel to Chile.

Airport

Santiago Aeropuerto Comodoro Arturo Merino Benitez – located 9.3 miles northwest of Santiago city centre.

Taxi

The best form of transport available from the airport to the city centre is the taxi. The journey costs around US\$25 plus tip. It takes approximately 20 minutes.

Hotel accommodation

A limited number of rooms have been reserved at the Intercontinental Santiago for the nights of 19 and 20 April.

Intercontinental Santiago

Vitacura 2885 - Las Condes
Santiago, Chile
Tel: +56 (2) 2394 2000

www.intercontisantiago.com

The following rates are per room, per night and inclusive of breakfast. Service charges and local taxes are not included.

Business room	US\$190
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As a limited number of rooms have been blocked at the hotel, availability cannot be guaranteed once the room block is full.

Please email Debora Gatica at debora.gatica@interconti.cl informing promo code **Bar Association** to make your reservation. The hotel requires the guarantee through a credit card to secure your reservation, in case of no show and late cancellations.

Any cancellation or modification must be made 30 days before arrival to avoid any penalty charge of 1-night stay. The same applies for no-shows.

Delegates are responsible for making accommodation reservations and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions, and room rates (should these differ from the special IBA rate). The IBA cannot accept responsibility for hotel accommodation disputes between a delegate and the hotel.

Unauthorised accommodation agents

The IBA is not using any travel or accommodation agents for this conference. To make your reservation please contact any of the six hotels directly. Those are the only official accommodation booking systems.

Disabled access

The Intercontinental Santiago is wheelchair accessible. Please notify us if you require special assistance.



Social programme

Wednesday 19 April

1900 – 2200

Opening reception

Thursday 20 April

0700 – 0745

Real estate running tour

1930 – 2200

Conference dinner

Ticket price: US\$ 140

Friday 21 April

1530 – 1800

Real estate property tour

Dates to remember

- **3 March** is the date by which your registration form and payment must be received at the IBA office if you are taking advantage of the early registration fee and is the date by which any cancellation must be received at the IBA office in order for fees to be refunded, less a 25 percent administration charge. No refunds can be made after this date
- **5 April** is the date by which your registration form and payment must be received at the IBA office in order for your name and company to be included in the list of participants, which will be made available seven days prior to the conference. After this date no registration forms can be accepted at the IBA office – please therefore register at the conference.

The organisers 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 organisers 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).

New updated IBA App

– available from the App Store and the Google Play Store

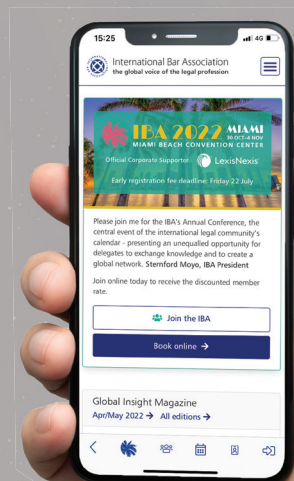
The IBA App has recently been updated, now with the same functionality as the IBA website.

Using the IBA App you can:

- Update your IBA profile to highlight your expertise
- Search the full IBA Member Directory to connect and network with other members
- Contact other IBA members directly on your phone
- Browse forthcoming IBA events
- Register and pay for IBA conferences and webinars
- Buy and manage IBA membership, with the option to join committees
- Register for the IBA Annual Conference – the world's largest legal conference
- Access and download all IBA Digital Content – with articles, stories and items of interest available and updated daily
- Effortlessly access everything from the IBA website through the ease of an app on your phone

How do I access the App?

- Simply download the App (search for the IBA Members' Directory) via the Apple App Store or Google Play Store
- Log in using your My IBA account details
- Your username is your email address – no Member ID required
- If you can't remember your password, click on 'Forgot password?' to reset it



the global voice of
the legal profession

Don't let valuable contacts pass
you by, update your profile today!

Registration form



13th Annual IBA Real Estate Investments Conference

19–21 April 2023 Intercontinental Santiago, Santiago, Chile

Please read the 'Information' section before completing this form and return it together with your bank transfer to Camila Campelo at the address overleaf.

REGISTER ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2313 TO MAKE IMMEDIATE AND SECURE PAYMENT BY CREDIT CARD AND OBTAIN A 10 PER CENT DISCOUNT ON THE FEES BELOW

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 _____

_____ Country _____

Tel _____ Fax _____

Email _____

Guest _____

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

SPECIAL DIETARY REQUIREMENTS

If you have special dietary requirements, due to allergen intolerances, medical, religious reasons or a life choice, please specify the requirement below. The IBA is unable to cater for dietary requirements other than for the above reasons.

Please tick box if you have allergen intolerances and specify _____

Please tick box if your guest has allergen intolerances and specify _____

Please state all other dietary requirements clearly, i.e. I am a vegetarian; I do not eat red meat.

Disclosure of dietary information denotes you have agreed to the IBA sharing this information with relevant third parties who are providing catering on our behalf.

TO OBTAIN A TEN PER CENT DISCOUNT ON THE FEES BELOW,
PLEASE REGISTER BY **3 MARCH** ONLINE AT WWW.IBANET.ORG/CONFERENCE-DETAILS/CONF2313
IBA MEMBERS CAN REGISTER ONLINE BY **3 MARCH** FOR **US\$885**
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 3 March	after 3 March	amount payable
IBA member	US\$985	US\$1,150	US\$
IBA corporate group member*	US\$740	US\$865	US\$
Non-member**	US\$1,235	US\$1,400	US\$
Young lawyers (under 30 years)	US\$740	US\$1,400	US\$
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Public lawyers	US\$740	US\$1,400	US\$
Corporate counsel	US\$885	US\$1,400	US\$
Guest fee	US\$110	US\$110	US\$

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



SOCIAL FUNCTIONS

Opening reception on 19 April	Number of tickets _____	NIL
Conference dinner on 20 April	Number of tickets _____ @US\$140	NIL
Real estate property tour on 21 April	Number of tickets _____	NIL

One Opening reception ticket , one Conference dinner ticket , one Real estate property tour ticket for each delegate and registered guest is permitted.

Social function ticket reservations are subject to availability and cannot be guaranteed unless payment has been received before **5 April**.

*THE IBA CORPORATE GROUP MEMBER IS A REDUCED RATE OFFERED TO THE IN-HOUSE LEGAL DEPARTMENT OF INTERNATIONAL CORPORATIONS. THIS RATE IS ONLY APPLICABLE IF YOUR COMPANY HAS A CORPORATE GROUP MEMBERSHIP WITH THE IBA.

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PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

TOTAL AMOUNT PAYABLE US\$

METHODS OF PAYMENT

By credit card

Register online at www.ibanet.org/conference-details/conf2313 and make immediate and secure payment by credit card

Note: please do not send your credit card details on the registration form or within an email or fax.

By bank transfer and BACS payment

Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

US dollars: by bank transfer to the IBA account 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.

WHERE DID YOU FIRST HEAR ABOUT THIS CONFERENCE?

- | | | | | |
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Please provide further details, quoting code (if applicable)

The International Bar Association would like to keep in touch with you about relevant news, events, publications and membership. You can opt out of receiving information at any time by emailing member@int-bar.org or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email confs@int-bar.org.

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PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION LATIN AMERICA OFFICE:

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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, law firms 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 more than 80,000 individual lawyers and more than 190 bar associations and law societies spanning over 170 countries.

Inspired by the vision of the United Nations, the IBA was founded in the same spirit, just before the Universal Declaration of Human Rights was proclaimed in 1948.

The IBA covers all practice areas and professional interests, providing members with access to leading experts and up-to-date information, enabling them to better represent their clients' interests.

Through its various committees, fora and task forces, the IBA facilitates the exchange of information and views among its members as to laws, practices and professional responsibilities relating to the practice of law around the globe.

IBA Real Estate Section overview

The Real Estate Section is the only truly international forum for lawyers interested in real estate law. The recent globalisation of the real estate industry has fundamentally changed the Section'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. Transactional specialists who often have a corporate law background have in many cases replaced traditional real estate lawyers.

In this evolving context, the Real Estate Section provides a unique and valuable forum for lawyers from different countries and different legal backgrounds to address all sorts of practical and legal issues, exchange views and meet during conferences.

Contact information

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