

A conference presented by the IBA Real Estate Section



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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.

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**3 MARCH 2023**  
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# 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

### 1900 – 2200 **Opening reception**

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**

**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**

### 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.

#### *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*

Headline social event sponsor

# CLYDE & CO

# Thursday continued

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 – 1230

## 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*

1230 – 1250 **Keynote Speaker**

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*

**Sebastian Haritçalde Wiegold** *Managing Director, Havas Sports & Entertainment, Santiago*

**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*

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

**Eduardo Tirado** *Garrigues, Santiago*



Conference refreshment break sponsors

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# 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*

1900 – 2200 **Conference dinner**

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](http://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.

0830 – 1115 **Registration**

0900 – 0915 **Opening remarks**

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

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

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 Steveley** *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*

**Aziz Mosa** *Chief Manager, Pasmor Group, Santiago*

**Fernando Moyano** *General Counsel, VivoCorp, Santiago*

1530 – 1800 **Real estate property tour**

A real estate property tour will take to visit mix-use projects located in the heart of the finance district of Santiago, finalising with the best view of Santiago from the 62nd floor of the Costanera Building (the tallest building in South America and the second tallest in Latin America). We conclude with a glass of Chilean wine.

All registered delegates and guests are invited to attend.



## 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

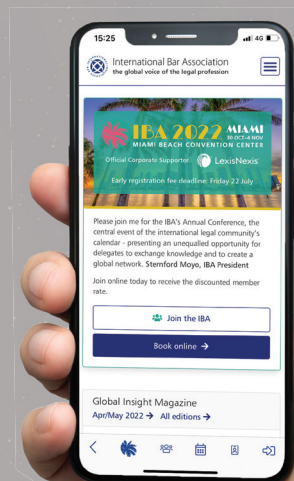
The IBA App has recently been updated, now with the same functionality as the IBA website.

## 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



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