

WHAT

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CONFERENCE



ADVOC REAL ESTATE
CONFERENCE
BERLIN 29 + 30 MARCH 2015

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Dear Colleges and Friends

We hereby invite you to our **ADVOC Real Estate Conference**, which SCHELLENBERG UNTERNEHMERANWAELTE have the pleasure to host on **29 and 30 March 2015 in Berlin**.

The global real estate market is booming, however due to new legislation and economic factors some markets are more buoyant than others.

Changing factors, coupled with widely differing legal framework across Europe constantly present even experienced investors with potential challenges.

The conference will address current developments in the European real estate market as well as an in-depth focus on new trends and opportunities.

A host of experts from real estate companies, banks as well as brokers, and, of course, legal experts will provide you with first-hand information on “hot” market segments and sectors as well as practical and legal insider advice on relevant aspects of deal structuring, financing and marketing.

The event will start with a welcome dinner on the evening of 29 March, held at “Metropolpark Berlin” – a spectacular building project, which the renowned estate agent Ziegert-Immobilien will introduce.

But earlier on that Sunday, our more energetic guests are invited to participate in the Berlin Half Marathon. We have pre-booked 20 starting positions, which will be allocated on a ‘first come first serve basis’. For booking details, please find the booking form attached.

We are looking forward to seeing you and your clients in Berlin!!

“REAL ESTATE LAWYERS MEET REAL ESTATE PLAYERS”

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REGISTRATION FORM

To register please complete the form below and send it by mail to Decker@unternehmeranwaelte.de or by fax to +49 30 88 43 08 15.

An email confirming your registration will be sent upon receipt of payment.

Please RSVP by 15 February 2015.

Title:

First name:

Surname:

Position:

Organisation:

Address:

Mobile phone:

Email:

Full Conference (29 + 30 March 2015) **250 EUR**
(not included accommodation and travel costs)

Monday only (30 March 2015) **170 EUR**
(not included accommodation and travel costs)

Berlin Half Marathon
(20 starting positions provided on a first come first serve basis)

Fees can be paid by cheque (made payable to Schellenberg Unternehmeranwälte) or by bank transfer to RAK Schellenberg Unternehmeranwälte, IBAN: DE81 1007 0024 0507 0511 37; BIC/SWIFT: DEUTDE33HAN30.

Hotel booking information

A contingent is booked at 25 Hours Hotel Bikini Berlin. For your hotel accommodation contact Fanny Hofmann at 25 Hours Hotel Bikini Berlin directly on +49 30 26 36 95 94 or bikini@25hourshotels.com and refer to "Schellenberg300315".

Another contingent is booked at Palace Hotel Berlin. For your hotel accommodation contact Jennifer Kaiser directly on +49 30 2502-1171 or res@palace.de and refer to "SCHEL0280315".

Terms and Conditions

1. SCHELLENBERG UNTERNEHMERANWAELTE reserve the right to amend or cancel this event. Should the event be cancelled a full refund of the registration fee will be made. SCHELLENBERG UNTERNEHMERANWAELTE can accept no further liability if the event is cancelled, including no liability for any expenses incurred as a result of cancellation.
2. For cancellations received by 1 March 2015, a full refund of the conference fees, less bank administration fees, will be made. No refunds will be given for cancellations received thereafter.

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INVESTMENTS AND FINANCING: NEW TRENDS AND OPPORTUNITIES

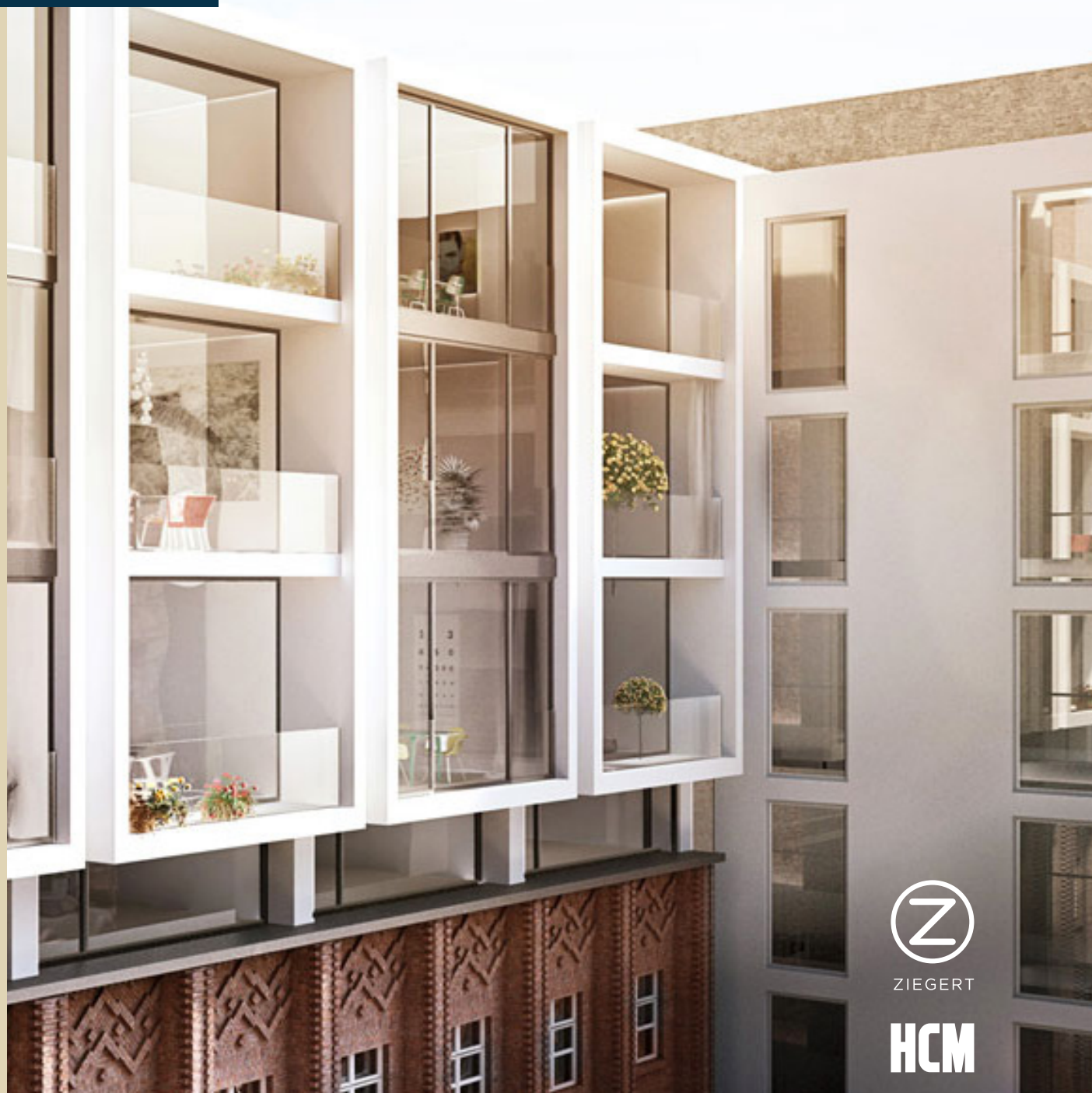
“REAL ESTATE LAWYERS MEET REAL ESTATE PLAYERS”

Sunday, March 29th – 19:00 WELCOME DINNER + PRESENTATION

Showroom at ‘construction site’ (www.metropolpark-berlin.de)

Converting of a listed Office Building in Condominiums,

Introduction by Estate agent (www.ziegert-immobilien.de)



ZIEGERT

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ADVOC'S REAL ESTATE GROUP

Conference/Meeting

Monday, March 30th, 2015 (at 25 hours Hotel Bikini Berlin)

INVESTMENTS AND FINANCING: NEW TRENDS AND OPPORTUNITIES

9:30 Welcome

9:45 Investment opportunities and recent developments in the European real estate markets

Which market segments and spots are more "hot"? What are the respective yields? What are the trends of transactions in the different market classes? Where is the future? What are the focus areas of investment? What are the 'Holding periods'?

_ **Jones Lang LaSalle** Robert Stassen, Head of European Capital Market Research

10:15 Choice of an Insurance

What are the key drivers in the company when deciding their investment

_ **Funk Gruppe** International Insurance Brokers and Risk Mangers, Robert Dallmann

10:45 Deal Structuring

Structuring investments with regard to tax and sales aspects as well as exit scenarios, i.e. REIT GmbH & Co, partnership or retail sales

_ **Activum SG**, European Fund

11:15 Coffee break

11:45 EU Europe: Harmonisation vs. different market conditions: What do we expect for the future?

Recent development in EU law, harmonisation vs. different legal situations in Member States

_ **Freie Universität Berlin**

12:00 What Member States are doing to facilitate investments in real estate?

i. a. Italy: new rules on liberalization of leases

_ **ADVOC's** lawyers from different countries/panel/discussion

13:00 Lunch

14:30 Real estate financing

What are the hurdles and hiccups when banks are confronted with companies asking to finance their deals, especially in developments projects; What are the criticalities in the different market segments (development, commercial, housing)?

_ **Deutsche Bank**

15:00 Financing by "mortgage bank"

Overview of developments regarding financing real estate projects in chosen European countries, i.e. Germany, Poland, Ireland, UK

_ **Association of German Pfandbrief Banks**, Andreas Luckow

15:30 Coffee break

16:00 Berlin and International Financing

_ Guest Speaker

16:30 ADVOC Panel on Finance/Legal

Shaping the deal so that the money comes! Do's and don'ts in the search to fund a real estate project

_ **ADVOC's** lawyers from different countries/panel/discussion

17:30 Notes _ All Speakers

18:00 Drinks Reception