



INTERNATIONAL ASSOCIATION
OF YOUNG LAWYERS

SPONSORSHIP PACKAGES

Half-Year October Conference: 2020 outlook

- + Cross-border disputes 2020: What to expect in the coming decade
- + Doing business in LATAM 2020: Getting to a legal state of bliss
- + Oil & gas 2020: Fossil fuels in a renewable world
- + M&A transactions in the Americas and Europe: Similarities and differences
- + Leading strategically in an interdependent, diverse and complex world

30 October - 2 November 2019
Miami





Contents




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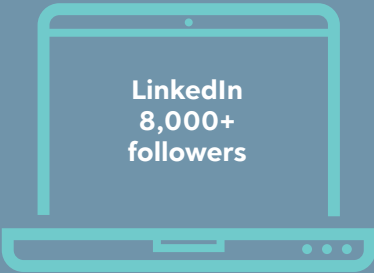
Who we are

Established in 1962, AIJA is the only global association designed by and dedicated to lawyers and in-house counsel below 45 years old. Today, AIJA has over 4,000 active members in more than 90 countries worldwide, including strongly established roots in Europe and a growing presence in the Americas, Asia and the Middle East.


Every year, we host more than 20 events including congresses, conferences, and seminars. The Half-Year Conference is one of AIJA's premiere events. Held in different places in the world twice a year (one at springtime, one during fall), it usually attracts 250 participants from more than 35 countries around the world, and virtually each continent.



Facebook
5,000+ likes



LinkedIn
8,000+ followers



Twitter
1,300+ followers

Online influence


AIJA connects with more than 10,000 legal professionals and stakeholders in law firms, bar associations and companies around the world.

Why sponsor


Our Half-Year Conference provides you with the right opportunities to connect your brand, products and/or services with a diverse network of legal professionals who have an international practice.




approx. 250 legal professionals



from 35+ countries



between 35 and 45 years old



with high disposable incomes

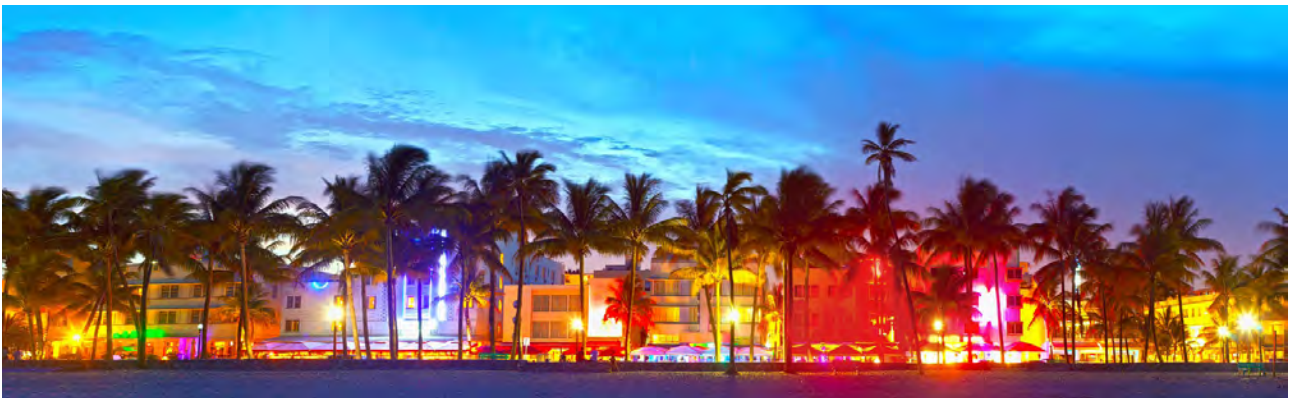
We bring together private practice lawyers and in-house counsel from around the world to exchange ideas, share best practices, explore the latest trends and establish business connections.

We seek to offer opportunities that raise your brand awareness through unique exhibitors and sponsors, high-calibre speakers, education and certification, and exclusive social events that foster long-lasting business relationships and friendships.

The following pages detail various opportunities for companies, law firms, financial institutions, retailers and other organisations to promote their products and services in the AIJA network.

About the AIJA Half-Year October Conference

30 October - 2 November 2019
Miami



Learn. Network. Share. Miami

On the eve of the year 2020, AIJA steps boldly into the third decade of the twenty-first century by gathering for its 2019 Half-Year October Conference in the beautiful and dynamic city of Miami. Nestled between world-renowned beaches and a delicate wetlands eco-system, lies the seventh largest metropolitan region in the United States. Miami is a legal, financial, trade and transportation powerhouse, the gateway to North, Central and South America, and a cultural melting pot.

Join AIJA and Miami's diverse and multi-lingual legal community for a top-notch academic programme focusing on business in Latin America, the hottest topics in international litigation, and energy in the age of renewables. Home hospitality and an unforgettable social+networking programme will introduce you to Miami's warmth and welcoming spirit as well as to its legendary entertainment venues and scene.

The conference will feature three tracks running in parallel:

- Cross-border disputes 2020: What to expect in the coming decade
- Doing business in LATAM 2020: Getting to a legal state of bliss
- Oil & gas 2020: Fossil fuels in a renewable world

In addition, the Miami Half-Year Conference will feature a roundtable discussion and workshop on Friday, 1 November:

- Roundtable session 'M&A transactions in the Americas and Europe: Similarities and differences' organised by AIJA's Corporate and M&A commission
- Leadership and diversity-focused workshop 'Leading strategically in an interdependent, diverse and complex world' organised by AIJA's Skills, Career, Innovation, Leadership and Learning (SCILL) commission.

Who will attend?

The conference will attract around 250 legal professionals, including private practice attorneys, in-house counsel, and government attorneys dealing with diverse cross-border legal issues on a global scale, including litigation, corporate and M&A, compliance, antitrust, international trade, e-commerce, energy and natural resources matters, among others.

Embrace the AIJA spirit and see you in Miami!

TRACK #1 | Cross-border disputes 2020: What to expect in the coming decade

31 October - 1 November

As international disputes lawyers look forward to the third decade of the twenty-first century it is clear that they will be contending with a shifting legal landscape. The 2020s will see the filing and resolution of disputes in the post-Brexit and post-Trump era. Will favourite venues for the resolution of high-stakes cross-border disputes be displaced by emerging venues? Will we see continued convergence of legal practices and cultures in the coming decade or will inward-looking nationalistic attitudes lead to renewed divergence? How will a maturing litigation financing industry affect our practice? Will legal specialisation among international litigators and tribunals continue to define our evolving practice and, if so, how can you become a sought-after international litigation specialist? Join a forward-looking discussion on these and other practical issues that will shape the practice of international litigation in the coming decade.

Topics to be discussed

- Convergence or divergence - International litigation in the post-Trump and post-Brexit era
- Shifting legal landscapes - Emerging venues for the resolution of high-stakes cross-border disputes
- Litigation financing - Where to from here?
- Will legal specialisation among international practitioners continue to be the name of the game?
- Proving your case in the 2020s - Obtaining and leveraging new forms of evidence
- Litigation tech - 2020 and beyond



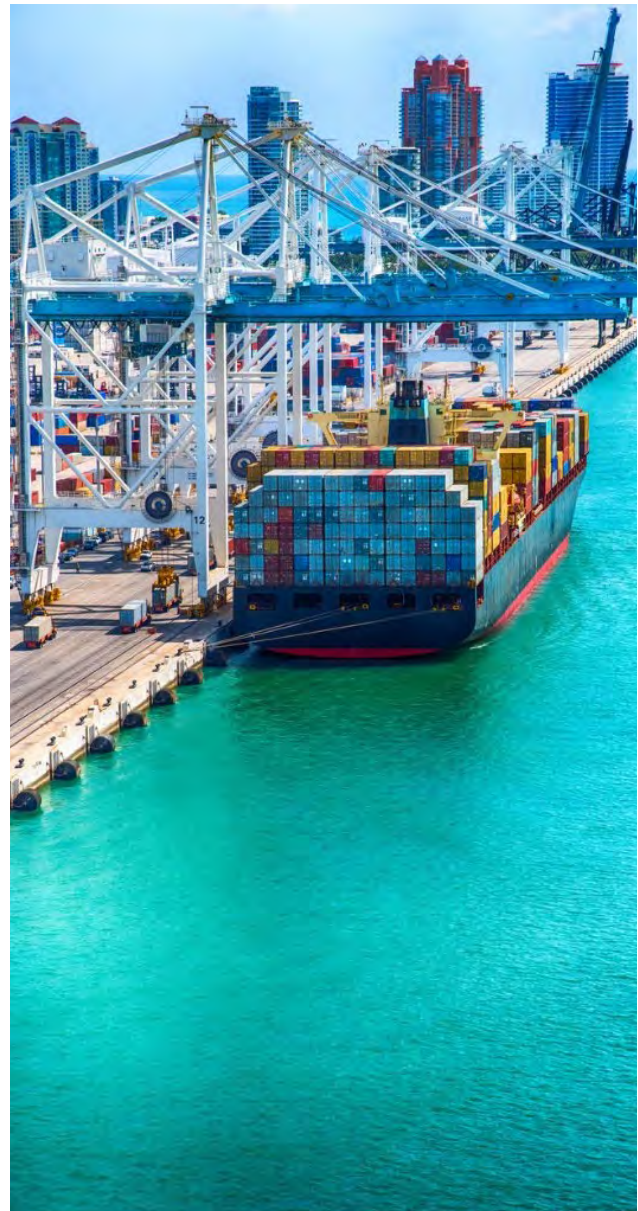
TRACK #2 | Doing business in LATAM 2020: Getting to a legal state of bliss

31 October - 1 November

Latin America has experienced important changes and new challenges have been developing. This seminar will address hot topics and recent developments on international trade and investments. The presentations will be relevant to delegates who work in a global environment and to those who want to enhance their cross-border exposure, focusing on legal issues related to both cross-border transactions, e-commerce and international trade as well as on providing input with respect to LATAM's latest challenges and best practices.

Topics to be discussed

- Do's and Don'ts of agency, distribution and franchise agreements in Latin America
- Legal framework for e-commerce in LATAM
- Free trade or protectionism: Recent developments on international trade and investments
- The new compliance landscape in Latin America and its practical impact
- A review of the Latin American M&A market
- Managing competition law and related regulatory risk in LATAM - tips, tricks and trends to watch out for



TRACK #3 | Oil & gas 2020: Fossil fuels in a renewable world

31 October - 1 November

The world is going through a major game changer. The economy will no longer be mainly driven by fossil fuels, but steadily by renewables. This brings along challenges for the industry and citizens, resulting in a different regulatory framework, environmental litigations and new investments opportunities. This transition is currently ongoing and as lawyers, we have to keep up the pace. Miami will be the place to get the latest updates and insider views from all over the world.

Topics to be discussed

Energy companies and climate change

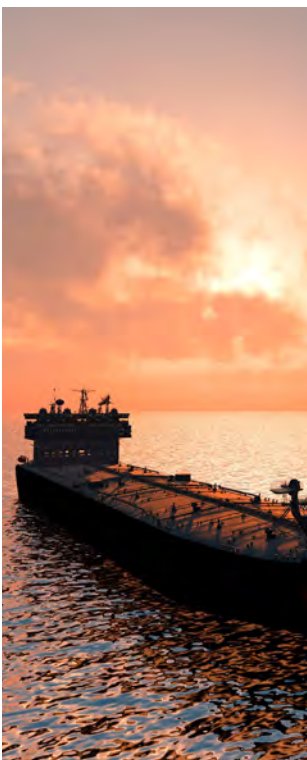
- Renewable energies: A real call for an oil & gas phasing out?
- The role of oil & gas companies and information to their shareholders regarding climate change commitments - effects of banning oil and gas shares in portfolios
- Clean energy certificates and reduction certificate emissions - their role in the decreasing use of fossil fuels

Import and export of oil & gas

- Key concerns of oil and gas project development in Latin America in order to properly export
- Key concerns of importing countries & Energy supply security

Environmental & safety barriers to overcome in oil & gas projects

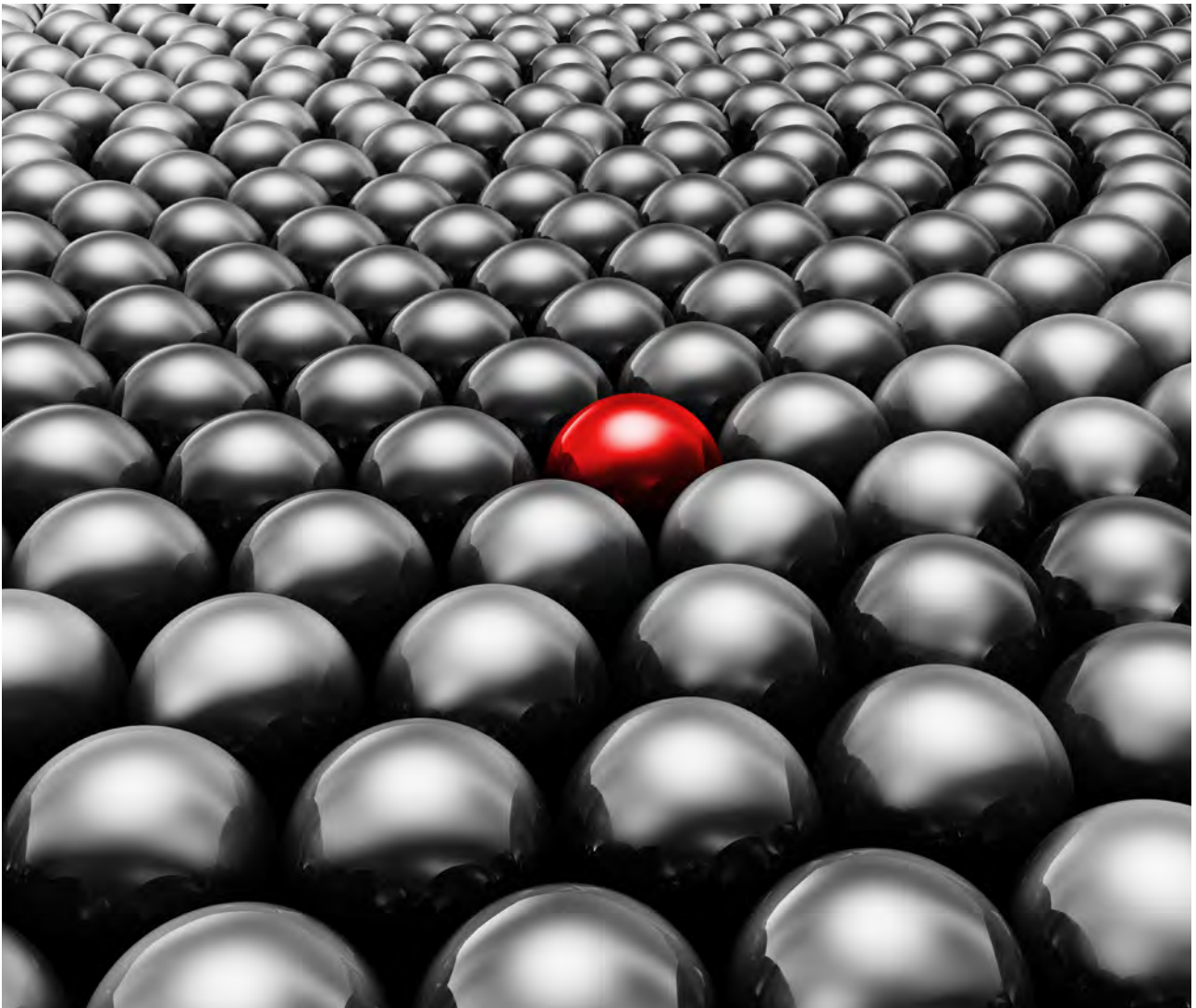
- Oil & gas companies and (environmental) safety issues
- Energy project finance and the Equator Principles
- Environmental consenting and quasi-consenting



Roundtable | M&A transactions in the Americas and Europe: Similarities and differences

1 November

Same, same but different. While agreements for corporate acquisitions may seem similar all over the world at first glance, differences are often quite material when you look in more detail. Differences can be found in e.g. purchase price mechanisms, impact of disclosure on the parties' liability and representations and warranties. A selected group of M&A practitioners from Europe, South America and the US will look at process, structure and agreements of M&A transactions and discuss differences and the reasons for such differences. The roundtable discussion is organised by AIJA's Corporate and M&A commission on Friday, 1 November, from 10:00 to 12:00.



WORKSHOP | Leading strategically in an interdependent, diverse and complex world

Plenary session - 1 November

In today's world of increasing interdependency, diversity and complexity, it is vital to utilise either/or AND both/and thinking and acting to address your most strategic challenges and opportunities. The research is clear - *leaders, teams and organizations that leverage Polarities (aka paradox, dilemma, intractable conflict) outperform those that don't.*

Join **Leslie DePol, CEO & Co-Founder of Polarity Partnerships**, in re-examining some of the strategies we employ to reduce our vulnerability and negative exposure from a provocative and more aspirational point of view: Do we focus on what's best for the Company or our Community? Do we innovate boldly or mitigate risk wisely? Should I lead with my role or soul? Should we protect our uniqueness or drive more alignment? Should I take a stand for my interests or compromise to accommodate your interests? There are right and wrong ways to approach these chronic dilemmas. In this workshop you will learn a simple process and apply it to some of your most complex challenges to achieve better outcomes for yourself AND others through the unique and trademarked Polarity toolkit.

Leslie DePol is CEO of Polarity Partnerships, committed to helping leaders, teams, organizations, communities and nations to See, Map, Assess, Learn and Leverage the interdependent values, goals and competencies that show up in every improvement effort. A sampling of Leslie's client engagements includes:

- **Faculty and Curriculum Development for The Geneva Centre for Security Policy (GCSP).** GCSP is the Swiss contribution to NATO, providing leadership development programs, certifications and post-graduate degrees focused on servant leadership to create more peace, security and stability in the world.
- **Member of international faculty that designed and delivered a development program for top performing leaders in Great Britain's National Health Service.** In response to a National imperative for Britain's Primary Care Trust's to build confidence and capability to lead a rapid and transformative shift, leaders from the highest performing health organizations came together to address their most complex challenges by executing bold, innovative, and ambitious strategies in their respective PCT's. As one leader noted, 'This program has turned World Class Commissioning from a tick box, must do exercise, into critical work I now feel a passion and energy for delivering in our PCT'.
- **Supported the USDA Forest Service effort to reinvent Region 5 (encompassing 7,500 employees).** Work with a 60-person design team and 40-person Leadership Team culminated in a three-day, 800-person strategic planning session. This resulted in the drafting of a blueprint for the Region's future, fifty employee-initiated action plans, and the chartering of a sustainability group that supported, tracked, and made visible ongoing implementation efforts





The AIJA logo is centered on a teal background. The logo consists of the lowercase letters "aija" in a white, sans-serif font. Below the letters is a stylized graphic element made of several white, slanted rectangular bars of varying lengths, arranged to suggest a globe or a modern architectural structure. Below the logo, the text "INTERNATIONAL ASSOCIATION OF YOUNG LAWYERS" is written in a smaller, white, all-caps, sans-serif font, centered horizontally.

Social+Networking programme

Get to know the real Miami!

Wednesday, 30 October



- + Speed networking session for select US and LatAm firms at EAST, Miami Hotel
- + Welcome dinner at iconic Miami Beach venue

- + Lunch with panoramic views on the 39th floor of EAST, Miami Hotel
- + First-timers's Welcome & Drinks at EAST, Miami Hotel
- + Halloween night dinner at the famous Wynwood Walls
- + After party at various unique Wynwood bars and lounges. Don't forget your costume!

Thursday, 31 October



- + Home hospitality dinners with local attorneys
- + Lunch with panoramic views on the 39th floor of EAST, Miami Hotel
- + After party in South Beach night club

Friday, 1 November



- + Dynamic city tours of diverse areas of Miami, including Little Havana, Coconut Grove, Wynwood, and a boat tour of Biscayne Bay
- + Optional dinner on Saturday night

Saturday, 2 November



Conference venue

EAST, Miami Hotel

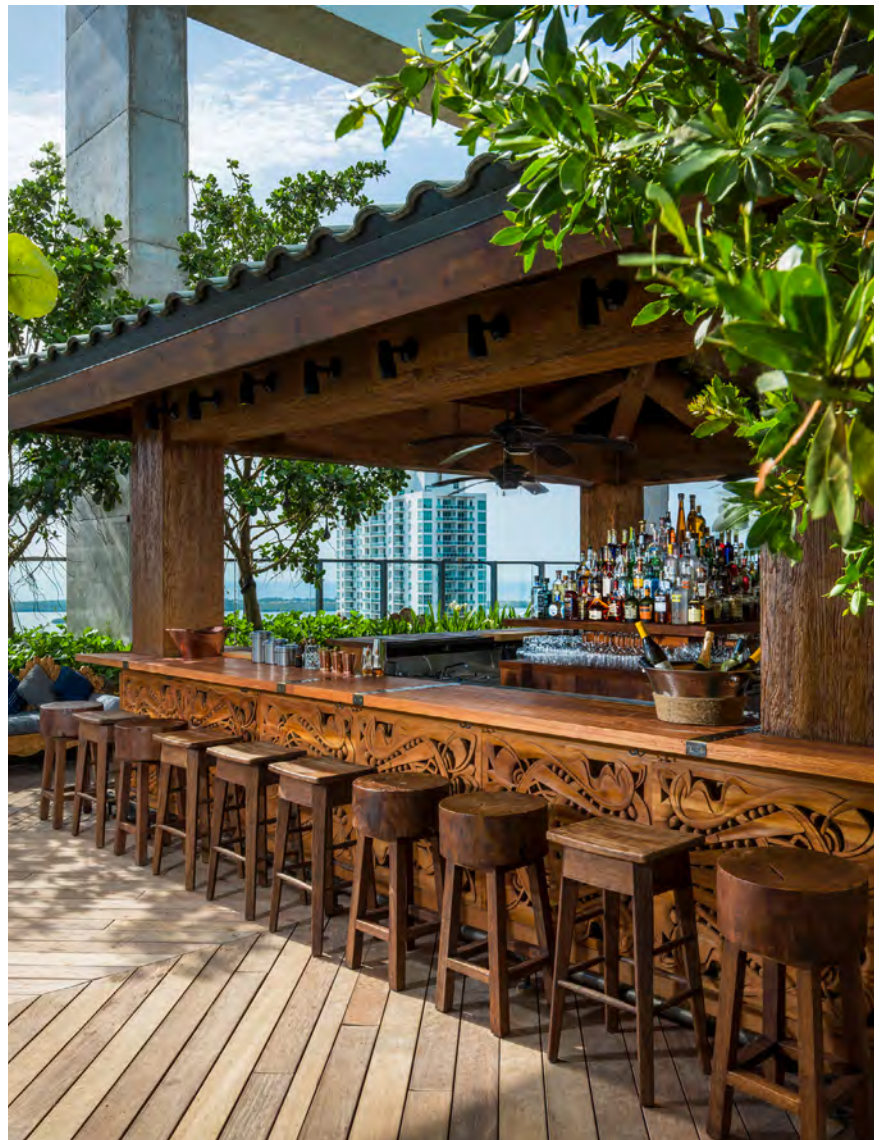
EAST, Miami is Swire Hotels' first venture into North America, following the openings of EAST in Hong Kong and Beijing. Centrally located within a 15-minute drive from the Miami International Airport, EAST, Miami is situated on top of Brickell City Centre, conveniently connected to popular districts such as Wynwood, the Design District, and South Beach. With a vibrant restaurant scene, sleek and thoughtful guestrooms, and a variety of retail shops, the hotel offers a unique mix of customized guest services and cutting-edge technology.



EAST, Miami

788 Brickell Plaza
Miami FL 33131 - USA
T: +1 305 712 7000
F: +1 305 373 2282
www.east-miami.com





Sponsorship packages¹

We offer several sponsorship possibilities, with the flexibility to select a set sponsorship package (see below) or discuss a customised package to best suit your business needs.

Networking+ Sponsorship

USD 3,500

- One complimentary full registration (academic & social+networking programmes; value \$1,460).
- Sponsor of speed networking session of select US and Latin American law firms (up to two sponsors).
- Invitation to participate in speed networking session of select US and Latin American law firms.
- Opportunity to display marketing materials in Sponsor Exhibit Table.
- Recognition by AIJA President during plenary sessions.
- Promotional item to be included in the conference bag.
- Logo in the conference marketing material & hyperlink in event website & event app.

First+ Sponsorship

USD 3,500

- One complimentary full registration (academic & social+networking programmes; value \$1,460).
- Exclusive Sponsor of First-timers' Welcome & Drinks.
- Invitation to participate in First-timers' Welcome & Drinks.
- Opportunity to display marketing materials in Sponsor Exhibit Table.
- Recognition by AIJA President during First-timers' Welcome & Drinks + plenary sessions.
- Promotional Item to be included in conference bag.
- Logo in the conference marketing material & hyperlink in event website & event app.

Silver Sponsorship - Seminar/ Workshop specific

USD 2,000

- Opportunity to display 1 banner at Seminar/ Workshop conference room.
- Recognition by Seminar/ Workshop Chair at the opening and closing of the seminar.
- Promotional Item to be included in conference bag.
- Logo in the conference marketing material & hyperlink in event website & event app.

Bronze Sponsorship

USD 1,000

- Promotional Item to be included in conference bag.
- Logo in the conference marketing material & hyperlink in event website & event app.

Copper Sponsorship

USD 500

- Logo in the conference marketing material & hyperlink in event website & event app.

¹All fees exclude VAT.

How to sponsor

Application for sponsorship can be made in writing by sending the enclosed Sponsorship Booking Application Form to:

AIJA - International Association of Young Lawyers
Avenue de Tervueren 231
1150 Brussels - Belgium
The AIJA Office Team
T: + 32 2 347 33 34
Fax: +32 2 347 5522
E: office@aija.org

The Terms and Conditions must be signed and returned to the address specified above. Confirmation must be received from AIJA for a sponsorship to be accepted. AIJA reserves the right to reject any request for sponsorship in its sole discretion.

Terms of payment

The full amount must be settled within 15 days after the reception of the Request for Payment (ROP). If the event takes place within 15 days of the receipt of the ROP, the amount must be settled prior to the event.

Payment method

By wire transfer. We will send you the ROP with payment instructions as soon as we have received the signed booking application form.

Wire transfer fees, currency conversion charges and any other bank charges are the responsibility of the sponsor and should be paid at the source in addition to the sponsorship fees.

Cancellation policy

No cancellations are allowed.

Interested in learning more?

Through our sponsorship packages, we seek to offer sponsors a meaningful opportunity during our events.

It is an occasion to tap into the world's largest network of young legal professionals to ponder what's new and what's next. But also the perfect time to reach a global audience and attract new business partners.

Our Sponsorship Team is available for any questions you may have.

Sponsorship team

Eduardo De la Peña Bernal

(edp@reedsmith.com)

Arnoldo B. Lacayo

(alacayo@sequorlaw.com)

Sponsorship application form

AIJA Half-Year October Conference

30 October - 2 November 2019 | Miami



Please complete and send to:

AIJA - International Association of Young Lawyers
Avenue de Tervueren 231, 1150 Brussels - Belgium
The AIJA office team
T: + 32 2 347 33 34 | Fax: +32 2 347 5522 | E: office@aija.org

SPONSOR DETAILS

Company:

Contact person:

Phone:

Email:

BILLING INFORMATION

Company:

Billing address (1):

Billing address (2):

Zip code:

City:

Country:

VAT number (if applicable):

CHOSEN SPONSORSHIP PACKAGE

Please tick the appropriate box:

Networking+ - \$3,500 First+ - \$3,500 Silver - \$2,000 Bronze - \$1,000 Copper - \$500

PAYMENT DETAILS

Please select the method of payment you wish to use:

Bank transfer

A detailed request of payment will be sent by email and include all bank details.

American Express

Mastercard

Visa

Credit card number:

Exp. date:

CVC:

Card holder name:

Sponsorship is only final upon full payment, AIJA's receipt of sponsor's written acceptance of the Terms and Conditions and confirmation of acceptance by AIJA, in all cases subject to the Terms and Conditions.

Date:

Name & signature:

Terms and conditions

The following terms and conditions (these 'Terms and Conditions') have been established by AIJA, the International Association of Young Lawyers ASBL in connection with the role taken by a sponsor of the AIJA Half-Year October Conference (the 'Conference') taking place in Miami, from 30 October to 2 November 2019.

Sponsor registration, payment and cancellation policy

Sponsors must complete the Sponsorship Application Form and agree to these Terms and Conditions to have the registration for sponsorship processed. Sponsorships become definitive after receiving the amount due within two weeks upon receipt of the request for payment and at the latest prior to the starting date of the Conference. Sponsorship will not be secured for registrations submitted without a settled payment and signed copy of these terms and conditions.

Sponsor listing in conference materials

If included within the applicable Sponsorship, Conference promotional and delegate materials will include the sponsor's promotional materials and references to the sponsor which may include the sponsor's name, logo, company description or company advertisement. The information and artwork for such materials will be taken from the sponsor's registration form and marketing-related artwork provided by the sponsor to AIJA in accordance with the schedule provided to the sponsor. If such information and artwork is not provided by the sponsor in accordance with the schedule specified, the sponsor's name and promotional materials may not be included in the related Conference promotional and delegate materials to the extent described under 'Sponsorship packages' or at all. The failure of any sponsor to meet specific deadlines shall not result in the return of any sponsorship fees already paid or relieve the obligation to complete the payment of any remaining sponsorship fees.

Advertising, product demonstrations and sample/souvenir distribution

The sponsor is not permitted to engage in product demonstrations, materials distribution or promotional activity during the Conference unless written permission has been provided by AIJA ASBL.

Endorsement

The sponsor is not permitted to represent that its goods or services have been endorsed by AIJA - International Association of Young Lawyers ASBL unless AIJA has specifically and in writing provided such an endorsement. The sponsor may not use AIJA's logo, name or brand image, nor any sub-logos, which can be seen as related hereto, in advertising with the exception of informational references such as '[Sponsor name] is proud to sponsor the AIJA Half-Year October Conference 2019'. Unless otherwise expressly agreed elsewhere by AIJA ASBL, the sponsor will not identify itself as a partner of the International Association of Young Lawyers or the AIJA Half-Year October Conference, or as a Co-sponsor of the Conference.

Indemnity and release of liability

The sponsor agrees to indemnify and hold harmless AIJA - International Association of Young Lawyers, the AIJA Half-Year October Conference 2019, the conference venue, their respective officers, directors, employees, agents and members as well as Conference registrants, accompanying persons and other guests and invitees attending the Conference, against (i) any and all liability to any person or persons for or by reason of any condition of or defect in any apparatus, equipment, fixtures or other items furnished by the sponsor in connections with the Conference, (ii) any and all claims or copyright, trademark or patent infringement, unfair competition, personal injury and/or product liability pertaining to the sponsor's goods and /or services displayed or otherwise promoted at the Conference, (iii) loss of or damage to persons or property caused directly or indirectly by the sponsor or any of its representatives, and (iv) governmental charges, taxes or fines and attorney's fees arising out of or caused by the sponsorship provided hereby, sponsor's installation, removal, maintenance, occupancy or use of any apparatus, equipment, fixtures or other items used by the sponsor at the Conference. In no event shall AIJA's liability to the sponsor exceed the value of the sponsorship fees paid by the sponsor to AIJA.

Force Majeure and Termination

In the event of fire, strike, civil commotion, act of terrorism, act of God, or other force majeure making it impossible or impractical for the Conference to be held, AIJA and/or the AIJA Half-Year October Conference 2019 shall be excused from performance of its contract with the sponsor. AIJA may terminate a sponsorship at any time and for any reason in its sole discretion by returning any sponsorship fees paid by such sponsor for the same.

Miscellaneous

These Terms and Conditions shall be governed by the laws of Miami without regard to any application of the same that would result in the laws of any other jurisdiction applying, and each of AIJA and the sponsor hereby submits to the exclusive jurisdiction of the ordinary courts located in the City of Miami.

In the event of any inconsistency between these Terms and Conditions and the sponsor's registration or any other communication or correspondence with the sponsor concerning the Conference, these Terms and Conditions shall prevail. These Terms and Conditions may be modified only in writing by AIJA International Association of Young Lawyers ASBL. If any court of competent jurisdiction holds that one or more provisions of these Terms and Conditions is invalid, unenforceable, or void, then that ruling will not affect any other provisions of this Agreement, and all other provisions will remain in full force and effect.

The individual signing below represents and warrants that he or she has the requisite authority to accept these Terms and Conditions and to perform the duties hereunder, that the individual signing below has all requisite authority and approvals to do so and to bind its organization, and that it has done and will do all things necessary so that these Terms and Conditions will be valid, binding and legally enforceable upon its organisation.

Signature:

Print Name:

Title:

On behalf of:

Date:

For any further information, please contact:

The AIJA office team

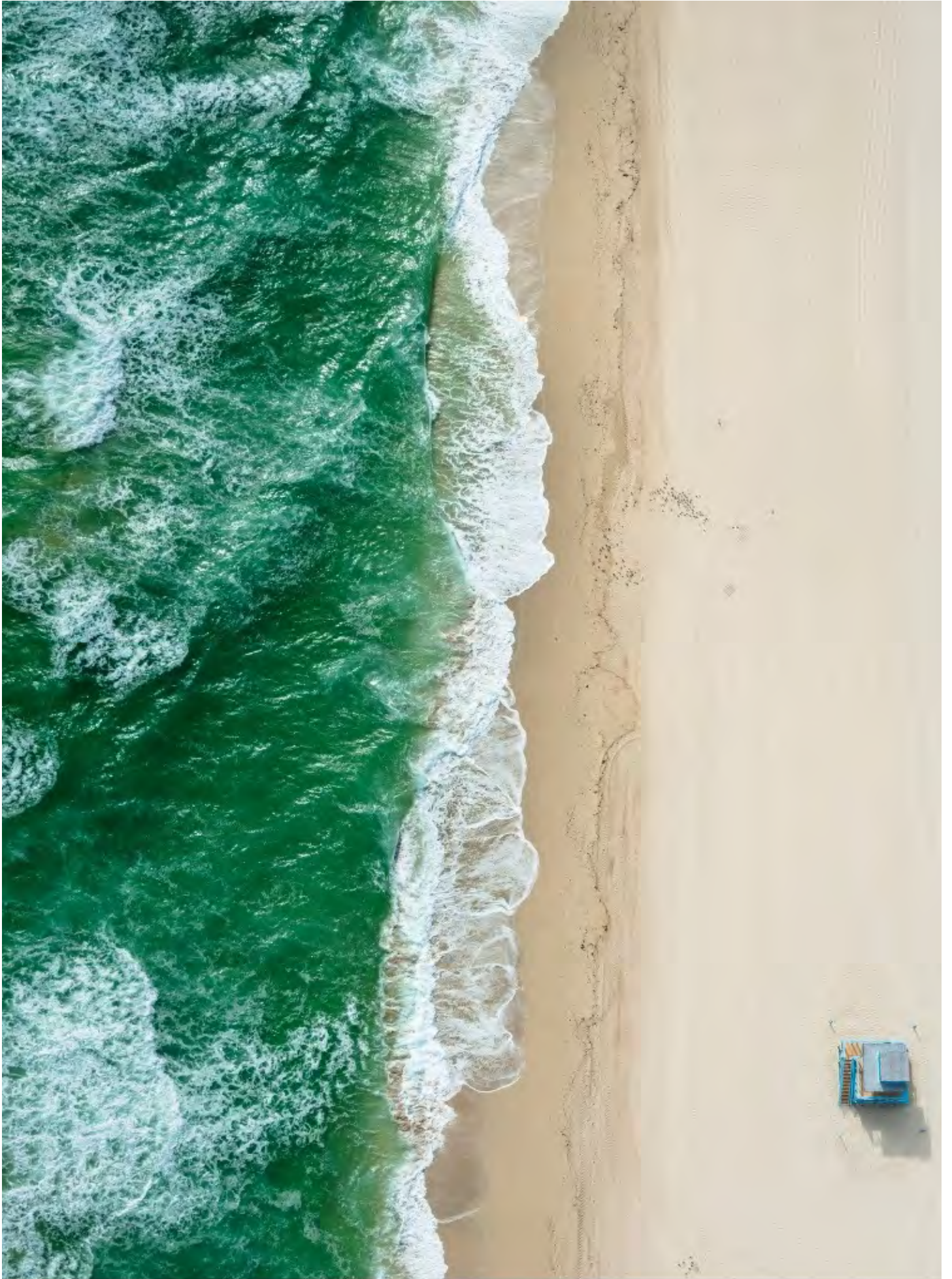
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E: office@aija.org



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