



*** UP TO 8.5 CPD
HOURS AVAILABLE**

A conference co-presented by the IBA Closely Held and Growing Business Enterprises Committee and the AIJA Corporate Acquisitions & Joint Ventures, Tax Law and Labour Law Commissions, and supported by the IBA European Forum

Advising Private Enterprises in a Globalising World

22-24 April 2009
Swissôtel
Berlin, Germany

Conference focus:

The conference will focus on the broader and longer term impact of globalisation on private enterprises, within the context of the current turmoil in the financial markets worldwide. In particular, it will look at the challenges and opportunities for M&A lawyers, in-house counsel and law firms generally in advising these enterprises.

This event will provide an in-depth understanding of the implications of globalisation for private enterprises and practical advice and ready-to-use tools to enable legal practitioners and law firms to build an international business strategy to meet these challenges and opportunities.

Who should attend?

Lawyers in private practice with cross-border practices, in-house counsel within private enterprises looking to globalise and law firm managers and other professionals seeking to build an international business strategy to support these enterprises.

*As per the Solicitors Regulation Authority of England and Wales. The number of CPD points/hours available may vary for other bar associations and law societies depending on their criteria.

Programme

Conference Co-Chairs

AIJA

Ines Pöschel *Kellerhals Attorneys at Law, Zurich; Co-Chair of the AIJA Forum of the Commissions*

IBA

Thomas Kaiser-Stockmann *Mannheimer Swartling, Berlin; Website Officer, IBA Closely Held and Growing Business Enterprises Committee*

Christopher Owen *Manches, London; Vice-Chair, IBA Closely Held and Growing Business Enterprises Committee*

Organising Committee

AIJA

Annette Dill *Monereo Meyer Marinel-Lo, Berlin*

Orsolya Gorgenyi *Szecska, Budapest; AIJA Congress Organiser 2009*

Michiel Groenland *Benvalor, Utrecht; President of the AIJA Tax Law Commission*

Alexander Lentz *Taylor Wessing, Hamburg; former President of the AIJA Labour Law Commission*

IBA

Stephanie Denkowicz *Alston & Bird, New York; Membership Officer, IBA Closely Held and Growing Business Enterprises Committee*

Claudio Doria *Garrigues, Barcelona*

Thomas Kaiser-Stockmann

Alberto Navarro *Navarro Castex Abogados, Buenos Aires; Chair, IBA Closely Held and Growing Business Enterprises Committee*

Gianmatteo Nunziante *Nunziante Magrone, Rome; Senior Vice-Chair, IBA European Forum*

David O'Donnell *Mason Hayes + Curran, Dublin*

Wednesday 22 April

1800 – 2130 **Pre-conference registration**

1900 **Welcome reception**

Swissôtel

The reception will be an informal gathering which will give conference attendees the perfect networking opportunity.

This social function is included in the delegate registration fee. Please indicate on the registration form if you wish to attend.

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).

Associate social event sponsor



Opening reception sponsor

BUSE HEBERER FROMM

RECHTSANWÄLTE

REDEKER | SELLNER | DAHS & WIDMAIER

Thursday 23 April

0800 – 1700 **Registration**

0900 – 0915 **Welcome addresses**

Thomas Kaiser-Stockmann

Saverio Lembo *Bär & Karrer AG, Geneva; Incoming President of AIJA*

Alberto Navarro

0915 – 1045

The challenges and opportunities of globalisation: an overview

An overview of the globalisation phenomenon and the key underlying financial, regulatory and economic trends.

Session Chair

Christopher Owen

Speakers

Dr Patrick Adenauer *President of the Association of Independent Entrepreneurs and Family Businesses, Berlin*

Ulrich Graebner *Managing Director, Leonardo & Co, Frankfurt*

Professor Daya Thussu *Professor of International Communication, University of Westminster, London*

1045 – 1115 Coffee/tea break

1115 – 1230

The challenges and opportunities of globalisation: the private enterprise perspective

This session will look at the challenges and opportunities that globalisation presents for private enterprises and the ways in which private enterprises are seeking to respond and innovate.

Session Chair

Ines Pöschel

Speakers

David Connelly *CEO, Cmed Group Ltd, Horsham, UK*

Rolf Holmgren *CEO, Marco Group AB, Ängelholm, Sweden*

Tamás Kürti *Member of the Board of Directors and Founder, Kurt Corporation, Budapest*

Mike Molesworth *Chief Executive, Equipment Division, Ros Roca Environment, Warwick*

1230 – 1400 Lunch

Friday 24 April

1400 – 1530

The challenges and opportunities for law firms when advising private enterprises in a globalising world: the external perspective

This session will look at the key legal and business issues arising for private enterprises as they seek to globalise and will provide an external perspective of how law firms need to respond to these issues.

Session Chair

Gianmatteo Nunziante

Speakers

Dr Michael Banz *Paul Hartmann AG, Heidenheim*

Nick Holt *Global Legal Search, London*

Professor Stephen Mayson *Professor of Strategy and Director of the Legal Services Policy Institute of The College of Law, London*

Nicola Palmieri *Parmalat SpA, Collecchio*

1530 – 1600 Coffee break

1600 – 1730

The challenges and opportunities for law firms when advising private enterprises in a globalising world: the law firm perspective

This session will look at the alternative business strategies available to law firms seeking to respond to the legal needs of their private enterprise clients as they seek to globalise. In particular it will examine these issues from the perspective of managers within these law firms.

Session Chair

David O'Donnell

Speakers

Dan Hacohen *Rosenberg Hacohen Goddard Ephrat Law Office, Tel Aviv*

Boma Ozobia *Sterling Partnership Solicitors LLP, Lagos*

Toomas Prangli *Sorainen, Tallinn*

Ronaldo Veirano *Veirano Advogados, Rio de Janeiro; Vice-Chair, IBA Law Firm Management Committee*

1900 Conference reception

Berlin International Club

The former British Officers Club provides an exclusive setting for networking in a relaxed country-club atmosphere. The club enjoys an unmistakable English character surrounded by trees and extensive parkland. A buffet will be provided. We invite you to interact with friends and acquaintances in a relaxed country-club atmosphere.

This social function is included in the delegate registration fee. Please indicate on the registration form if you wish to attend.

0800 – 1230 Registration

0900 – 1230

Building an international strategy in a globalising world: interactive workshop

This final session will take the form of an interactive workshop built around a case study. The aim is to provide delegates with the ready-to-use tools and practical advice to build an international business strategy for themselves and for their law firms.

Moderator

Professor Stephen Mayson

Facilitators

Stephanie Denkowicz

Claudio Doria

Orsolya Gorgenyi

Michiel Groenland

Alexander Lentz

David O'Donnell

Christopher Owen

Thomas Kaiser-Stockmann

Coffee and tea will be served during the session.

1230 – 1400 Lunch

1500 Berlin tour and dinner

Tour of Berlin by boat or on foot followed by dinner. Please indicate on the registration form if you are interested in attending, and further information will be sent to you. This event will be ticketed.

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 AIJA and the IBA. Organisations and companies wishing to discuss promotional opportunities should contact the Sponsorship Department at AIJA (ines.poeschel@kellerhals.ch) or the IBA (sponsorship@int-bar.org).

Continuing Professional Development/Continuing Legal Education

For delegates from countries where CPD/CLE is mandatory, the International Bar Association will be pleased to provide a Conference Certificate of Attendance which, subject to the exact CPD/CLE requirements, may be used to obtain the equivalent accreditation in your jurisdiction.

This conference has been accredited for CPD/CLE by the Solicitors Regulation Authority of England and Wales. Delegates should ask staff at the registration desk for information as to how to obtain the hours.

Information

Date

22–24 April 2009

Venue

Swissôtel
Augsburger Strasse 44
10789 Berlin
Germany
Tel: +49 (0) 30 220 100
Fax: +49 (0) 30 220 102 222
E-mail: berlin@swissotel.com
www.berlin.swissotel.com

Language

All working sessions and conference materials will be in English.

How to register

Register online by **14 April** at www.aija.org and make payment by credit card, or complete the attached registration form and return it to Faty Chaoui at AIJA together with your payment. You should receive confirmation of your registration within five days; if you do not then please contact Faty Chaoui at fchaoui@aija.org.

Fees

Registration fees:

	on or before 20 March	after 20 March
AIJA/IBA member	€665	€780
Young lawyers (under 30 years)	€500	€955
Non-member*	€840	€955
Academics/judges (full time)	€500	€955
Corporate counsel	€600	€955

After **14 April** registrations must be received in hard copy at the AIJA office.

Full payment must be received in order to process your registration.

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

If you would like to become a full or general member of the IBA, which includes membership of one or more committees – 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.

If you want to become an AIJA member and apply at member rates for this conference, please do so by going to www.aija.org. AIJA membership will give you unrestricted

access to our online published working documents, reduced participation fee to our events, inclusion in AIJA's Membership Directory and our electronic magazine 'EZETTE'.

Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 3 April
- Access to the above conference working materials from the IBA website (www.ibanet.org) approximately seven days prior to the conference
- Lunch on 23 and 24 April
- Tea and coffee during breaks
- Welcome reception on 22 April
- Conference reception on 23 April

List of participants

In order for your name to appear in the list of participants, which will be distributed at the conference, your registration form must be received by **14 April** at the latest.

Registration confirmation

Upon receipt of your payment for the conference a confirmation fax will be sent.

Payment of registration fees

Payment should be transferred in EUR with no cost to the organisers to the following account.

IBAN LU25 0030-1029-7491-0000 – BIC BGLULL

BGL – Agence Royale Monterey, 27, avenue Monterey, L-2951 Luxembourg

Please ensure that 'AIJA' 'Berlin + participant's name' appear on any transfer or draft.

Please ensure that a copy of the bank transfer details is attached to your registration form.

No cheques please.

Credit card payments: by Visa and MasterCard. **No other cards are accepted.** A €25 charge will be added to cover administration costs.

Cancellation of registration

In the event of cancellation by a participant, no money can be refunded. A participant who cannot attend may send a substitute participant.

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.

AIJA and the IBA 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.

Disabled access

Please notify us if you require special assistance.

Hotel accommodation

AIJA and the IBA has reserved a limited number of guestrooms for the nights of 22–24 April inclusive at the Swissôtel.

The following room rates are per room per night and include the legal value added tax of 19 per cent, service charge and buffet breakfast:

Single: €205
Double: €225

Subject to availability, the rates quoted apply if booked by **22 March** via the official accommodation agent, Judy Lane Consulting (JLC). This is a limited block of rooms so please book early as rates and availability cannot be guaranteed.

To make a reservation: Complete the accommodation form and return to JLC as soon as possible to benefit from the special IBA rate:

JLC

PO Box 5098
Broadstone, BH18 9WG
United Kingdom
Tel: +44 (0)1202 699 488
Fax: +44 (0)870 429 2125
E-mail: office@judylaneconsulting.com

All reservations will be acknowledged, by e-mail, within 48 hours of receipt. Bookings cannot be made without a credit card number. Any subsequent amendment to your reservation must be made in writing to JLC. If you do not receive e-mail confirmation of your reservation or amendment/cancellation, please contact JLC by telephone. Subject to availability, JLC can accept reservations up until **17 April**. Thereafter, all reservations should be made direct with the hotel, quoting 'IBA Conference' as the reference.

Cancellations may be made up until 72 hours prior to the day of arrival. Thereafter the guest will be charged a penalty of the total cost of the booking. This will also apply to no-shows.

Please note that in the event of any cancellations or no-shows, rooms will be charged to the individual guest's credit card given at the time of booking.

By completing the accommodation form, you enter into an agreement with the hotel regarding credit card guarantees, cancellation/no-show terms and conditions and room rates. Neither AIJA, the IBA nor JLC can accept responsibility for hotel accommodation disputes between a delegate and the hotel.

Registration form

Advising Private Enterprises in a Globalising World 22–24 April 2009, Swissôtel, Berlin, Germany

Please read the 'Information' section before completing this form and return it together with your payment to Faty Chaoui at the address 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)* _____

AIJA/IBA membership number *(if applicable)* _____ Date of birth _____

Firm/company/organisation _____

Address _____

Tel _____ Fax _____

E-mail _____

Special dietary requirements _____

PLEASE REGISTER BY **14 APRIL** ONLINE AT **WWW.AIJA.ORG**
AIJA/IBA MEMBERS CAN REGISTER BY **20 MARCH** FOR €665

Registration form and fees received:	on or before 20 March	after 20 March	Amount payable
AIJA/IBA member	€665	€780	€
Young lawyers (under 30 years)	€500	€955	€
Non-member*	€840	€955	€
Academics/judges (full time)	€500	€955	€
Corporate counsel	€600	€955	€

Social functions

Wednesday 22 April

I would like to attend the welcome reception at the Swissôtel

Thursday 23 April

I would like to attend the conference reception at the Berlin International Club

The above social functions are included in the delegate registration fee.

Friday 24 April

I am interested in attending the ticketed tour and dinner on Friday 24 April and would like further information

TOTAL AMOUNT PAYABLE

€

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.

*JOIN AIJA OR THE IBA TODAY AND REGISTER FOR THIS CONFERENCE AT THE MEMBER RATE.
PLEASE FIND THE MEMBERSHIP APPLICATION FORM AT **WWW.AIJA.ORG** OR **WWW.IBANET.ORG**.

Continued overleaf

Payment details

I attach proof of payment by bank transfer to the below account. The payee is not liable for any charges.

IBAN LU25 0030-1029-7491-0000 – BIC BGLULL
BGL – Agence Royale Monterey, 27, avenue Monterey, L-2951 Luxembourg
Ref: 'AIJA 'Berlin + participant's name'

No cheques please

I authorise AIJA to debit my credit card (Visa/MasterCard) with the amount of € _____ (+ €25 for bank costs/registration)

PAYMENT VISA/MASTERCARD

Card number _____ Start date _____ Expiry date _____

Name of cardholder _____

Security code (last 3 digits, printed at the back of your credit card under the signature panel) _____

Signature _____ Date _____

Where did you first hear about this conference?

- | | | | | |
|--|---|---|---|-----------------------------------|
| <input type="checkbox"/> AIJA CONFERENCE | <input type="checkbox"/> IBA CONFERENCE | <input type="checkbox"/> OTHER CONFERENCE | <input type="checkbox"/> DIRECT MAIL | <input type="checkbox"/> INTERNET |
| <input type="checkbox"/> ADVERTISEMENT | <input type="checkbox"/> E-MAIL | <input type="checkbox"/> EDITORIAL | <input type="checkbox"/> RECOMMENDATION | <input type="checkbox"/> OTHER |

Please provide further details, quoting code (if applicable)

AIJA and IBA listings are provided to relevant third parties for marketing purposes. AIJA and the IBA will treat your personal information with the utmost respect and in accordance with UK data privacy laws.

If you are agreeable to passing on your details, please tick this box

If you do **not** wish to receive AIJA and IBA information and materials, please tick this box

Please send the completed form to:

Faty Chaoui
Association Internationale des Jeunes Avocats –
International Association of Young Lawyers
Avenue Louis Lepoutre 59/20 , BE-1050 BRUSSELS
Direct line: +32 2 340 26 81 General line: +32 2 347 33 34 Fax: +32 2 347 55 22
Email: fchaoui@aija.org www.aija.org

For office use only Payment _____ Banked _____ Processed _____

Accommodation form

Advising Private Enterprises in a Globalising World
22–24 April 2009, Swissôtel, Berlin, Germany

Please refer to the 'Hotel accomodation' section before completing this form

Return to:

JLC

PO Box 5098, Broadstone BH18 9WG, United Kingdom

Tel: +44 (0)1202 699 488 Fax: +44 (0)870 429 2125 E-mail: office@judylaneconsulting.com

SUBJECT TO AVAILABILITY, JLC CAN ACCEPT RESERVATIONS UP UNTIL **17 APRIL**.
THEREAFTER, PLEASE CONTACT THE HOTEL DIRECT, QUOTING 'IBA CONFERENCE' AS THE REFERENCE.

Personal details *(Please print clearly in block capitals)*

Title _____ Given name _____ Family name _____

Membership number _____ Firm/company/organisation _____

Address _____

Tel _____ Fax _____

E-mail _____

(Please print clearly as your reservation will be confirmed by e-mail. If you do not receive confirmation of your reservation, please contact JLC by telephone.)

Accommodation requirements

Arrival date _____ Departure date _____

Single: €205

Double: €225

Smoking

Non smoking

Special requirements _____

(We will do our best to accommodate these requests but cannot make any guarantees.)

Accommodation guarantee

Reservations cannot be made without a valid credit card number (Visa, MasterCard and American Express are accepted)

Type of card _____ Expiry date _____

Name on card _____

Card number _____

Signature _____ Date _____

BY COMPLETING THE ACCOMMODATION FORM, YOU ENTER INTO AN AGREEMENT WITH THE HOTEL REGARDING CREDIT CARD GUARANTEES, CANCELLATION/NO-SHOW TERMS AND CONDITIONS AND ROOM RATES. NEITHER AIJA, THE IBA NOR JLC CAN ACCEPT RESPONSIBILITY FOR HOTEL ACCOMMODATION DISPUTES BETWEEN A DELEGATE AND THE HOTEL.

For office use only

Date form recorded _____ Date registration _____

Confirmation number _____ Comments _____



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 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 over 30,000 individual lawyers and more than 195 bar associations and law societies spanning all continents. It has considerable expertise in providing assistance to the global legal community as well as being a source of distinguished legal commentators for international news outlets.

Closely Held and Growing Business Enterprises Committee

The mission of the **Closely Held and Growing Business Enterprises Committee** is to address issues of particular interest to start ups, owner managed, closely held and family businesses and their legal advisers, and to organisations with ambitions for growth.

The committee's aim is to provide a focus for the different needs of ownership, management and financing such organisations.

European Regional Forum

The **European Regional Forum** was established in 1989 to provide a focus for the work carried out by the IBA, with lawyers in Eastern and Central Europe developing their practice under changing legal systems, and also to act as a channel for IBA communication with the bar associations of these local lawyers.

Contact information:

International Bar Association

10th Floor, 1 Stephen Street, London W1T 1AT, United Kingdom

Tel: +44 (0)20 7691 6868 Fax: +44 (0)20 7691 6544

www.ibanet.org



AIJA is the only global association devoted to lawyers and inhouse counsel aged 45 and under. AIJA, through a wide range of meetings, seminars, law courses and advocacy, promotes professional cooperation and friendship among young, career building legal professionals around the world.

Intrigued by issues on the cutting edge of international law? Interested to build an international practice? Eager not only to become part of a network of thousands of career building lawyers and inhouse counsel from all over the world but also, with a little effort, to become their friends? Keen to go to seminars run by enthusiastic professionals who will share their ideas and involve you in discussions on the latest developments in law and business? Then AIJA is your association.

AIJA gives legal professionals an excellent opportunity to contribute to important topics concerning the profession in an international environment. Within AIJA, lawyers and inhouse counsel can share views and experiences with other colleagues from around the world and enhance their professional skills. We focus not only on legal skills but equally importantly on contributing to the broader professional development of our members which is of paramount importance to the 21st century lawyer and includes negotiation and management skills and the ability to work in a multi-cultural environment. By joining AIJA you will benefit from the input of and discussions with colleagues on an equal footing. We do not "lecture" – we "share, learn and benefit".

Defending those principles, which are an intricate part of the legal profession worldwide, AIJA is also committed to the defence of human rights and the social responsibility of legal professionals.

Contact information

Association Internationale des Jeunes Avocats – International Association of Young Lawyers

Avenue Louis Lepoutre 59/20, BE-1050 BRUSSELS

Tel: +32 2 347 33 34 Fax: +32 2 347 55 22

www.aija.org