

A conference presented by the IBA Closely Held and Growing Business Enterprise Committee and supported by the IBA European Regional Forum, the IBA Corporate and M&A Committee, the IBA Employment and Industrial Relations Committee, the IBA Intellectual Property and Entertainment Law Committee, the IBA Professional Ethics Committee, the IBA Technology Law Committee and the IBA Women Lawyers' Interest Group



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4th IBA Global Entrepreneurship Conference Disruption meets tradition

14–15 May 2018, Literaturhaus, Munich, Germany

Topics and workshop include:

- Extinction vs evolution: winning the race as a traditional business
- Digitalisation of industrial production
- Innovating the M&A and transaction process
- Disruptive financing models and terms
- Impacts of digitalisation on workforce – employer expectations, skills required, data protection and improvements
- The digital age in the business of law



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Programme

Introduction to the conference theme

This year's Global Entrepreneurship Conference will further develop the disruptive innovation theme of the 2017 Paris Conference. While we previously focused on disruptors and how the economy is being disrupted, this year's Conference will look into how traditional businesses and the legal profession can turn the threat into an opportunity and continue to take the lead in an environment of disruption.

Few countries contributed as much to innovation as Germany. The traditional German economy, with the Mittelstand as its backbone, has been adapting and innovating masterly, in areas as diverse as physics and chemistry, cars and consumer products, but also sustainable energy systems, molecular biotech, lasers, and experimental software engineering. Thus, Munich sets the perfect stage for the 4th Global Entrepreneurship Conference.

Conference Co-Chairs

Harvey Jay Cohen *Dinsmore & Shohl, Cincinnati, Ohio; Chair, IBA Closely and Growing Business Enterprises Committee*
Marco A Rizzi *Bratschi Ltd, Zurich; Senior Vice Chair, IBA Closely Held and Growing Business Enterprises Committee*

Programme Co-Ordinators

Diane Bertrand *Fasken, Montreal, Quebec; Special Projects Officer, IBA Closely Held and Growing Business Enterprises Committee*
Alejandro Payá *Cuatrecasas, Barcelona; Vice Chair, IBA Closely Held and Growing Business Enterprises Committee*
Luciana Tornovsky *Demarest, São Paulo; Special Projects Officer, IBA Closely Held and Growing Business Enterprises Committee*
Nicole van Ranst *Marx Van Ranst Vermeersch & Partners, Brussels; Special Projects Officer, IBA Closely Held and Growing Business Enterprises Committee*

Executive Committee

Marion Anzinger *SKW Schwarz, Munich*
Andreas Bauer *GSK Stockmann, Munich; Co-Chair, Creditors' Rights Subcommittee, IBA Insolvency Section*
Alexander Birnstiel *Noerr, Munich*
Mario Ferrari *R&P Legal Studio Associato, Turin*
Martin Imhof *Heuking Kühn Lüer Wojtek, Düsseldorf*
Andreas Kloyer *Luther Rechtsanwaltsgesellschaft mbH, Munich*
Tim Knorr *RITTERSHAUS Rechtsanwälte, Munich*
Ralf Morshäuser *Gleiss Lutz, Munich; Conference Coordinator Europe, IBA Corporate and M&A Law Committee*
Matthias Nordmann *SKW Schwarz, Munich*
Martin Schirmbacher *Härtig Rechtsanwälte, Berlin; Co-Chair, IBA Technology Law Committee*
Heinrich von Büнау *METIS Rechtsanwälte, Frankfurt*

Local Host Committee

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GSK Stockmann
GÖRG
Heuking Kühn Lüer Wojtek
Luther Rechtsanwaltsgesellschaft mbH
Noerr
Oppenhoff & Partner Rechtsanwälte
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Raschke von Knobelsdorff Heiser
RITTERSHAUS Rechtsanwälte
SKW Schwarz
Taylor Wessing

Continuing Professional Development/Continuing Legal Education

*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.

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, this can be used by conference delegates to obtain the relevant number of hours' accreditation.

A CPD/CLE 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.

Associate conference sponsor



Conference luncheon sponsors



Sunday 13 May

1500 – 1700 **Informal walking tour**

Meeting point: *Louis Hotel, Viktualienmarkt 6, Munich*

Enjoy this chance to experience the famous 'closely held' spirit and to informally network with speakers and fellow delegates while sightseeing in Munich on one of the two offered tours.

There will be a city sightseeing tour and a separate BMW World tour. These tours are open to all delegates, but please note there are limited places for the BMW World tour. The tours will start at the address indicated above.

For organisational reasons, delegates are kindly requested to confirm attendance, specifying at which tour, in advance by emailing mariel.breitenmoser@bratschi.ch by Friday 4 May.

1800 – 2100 **Informal drinks and dinner**

Spatenhaus an der Oper, Residenzstrasse 12, Munich

To get a flavour of true Munich atmosphere and hospitality, join us for informal drinks and dinner at the stunning Spatenhaus an der Oper.

This informal activity is open to all delegates and all costs are to be paid directly by delegates.

For organisational reasons and since spaces are limited, delegates are kindly requested to confirm attendance in advance by emailing mariel.breitenmoser@bratschi.ch by Friday 4 May.

Monday 14 May

0730 – 1700 **Registration**

0830 – 0845 **Opening remarks**

Alexander Birnstiel *Noerr, Munich*

Harvey Cohen *Dinsmore & Shohl, Cincinnati, Ohio; Chair, IBA Closely Held and Growing Enterprises Committee*

0845 – 0915 **Keynote address**

Philipp Depiereux *Co-Founder, Etventure, Munich*

0915 – 1045

Keynote debate: extinction vs evolution: winning the race as a traditional business

Everybody in business knows: if you do not move on, you move back; but how is it possible to effectively run a stable growing business and reinvent it at the same time?

An organisation's ability to simultaneously rely on more traditional business methods and rapidly adapt to changes is called 'Organisational Ambidexterity'. Using the right and left hand equally is not easy for humans, nor for organisations.

Today's economy requires successful organisations to have two opposite cultures simultaneously: one culture for mature technologies and markets, where companies need efficiency, control, and incremental innovation; and the other culture to cope with fast-changing technologies and markets requiring flexibility, autonomy and experimentation. This debate will address the following questions:

- How is European and German industry dealing with this new trend?
- Is 'Organisational Ambidexterity' only a buzzword?
- Or is the balancing of exploitation and exploration the only strategy for a traditional business to keep winning the race – avoiding extinction?

Co-Chairs

Marion Anzinger *SKW Schwarz, Munich*

Harvey Jay Cohen *Dinsmore & Shohl, Cincinnati, Ohio; Chair, IBA Closely and Growing Business Enterprises Committee*

Speakers

Christine Mayer *Global Director Legal Sales & Offerings, HERE Technologies, Ismaning*

Dragana Radojevic *Head of M&A, BNP Paribas Personal Finance, Paris*

Christina Rosenberg *former Chief Executive Officer, Hermès, Munich; member of the Supervisory Board, Villeroy & Boch AG, Munich*

Peter Straubinger *Managing Director, Member of Board of Directors, Moll Group, Munich*

Bortolo Venturelli *Managing Director Central & Eastern Europe, Tod's, Munich*

1045 – 1110 **Coffee/tea break**

1110 – 1115 **Legal Practice Division Address**

Jon Grouf *Duane Morris, New York; IBA LPD Vice Chair*



Conference dinner sponsors



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Conference refreshment break sponsors

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Monday continued

1115 – 1230

Digitalisation of industrial production

Industrial leaders are digitising essential functions within their internal vertical operations processes, as well as with their horizontal partners along the value chain. Additionally, they are enhancing their product portfolio with digital functionalities and introducing innovative, data-based services.

At the end of this transformation process, successful industrial companies will become true digital enterprises, with physical products at the core augmented by digital interfaces and data-based, innovative services. This talk will consider:

- What are the key legal considerations in implementing the digitalisation process?
- What legal challenges have arisen from this fundamental change in production process?
- How do general counsels prepare for what's next?

Co-Chairs

Diane Bertrand *Fasken, Montreal, Quebec; Special Projects Officer, IBA Closely Held and Growing Business Enterprises Committee*

Tim Knorr *RITTERSHAUS Rechtsanwälte, Munich*

Speakers

Caroline Conrad-Behr *Founder, microSTECH AG/Conrad & Partner Advokatur, Baden, Switzerland*

Jonas Huth *Vice President Legal, unu GmbH, Berlin*

Karl-Ulrich Köhler *Chief Executive Officer, Rittal GmbH & Co KG, Herborn*

Paolo Musante *Vice President, Prima Industrie SPA, Turin*

1230 – 1330 **Lunch**

1330 – 1430

Interactive workshop: Innovating the M&A and transaction process – Part I

Is the mergers and acquisitions (M&A) and transaction process carved in stone? Will artificial intelligence lead to a monopoly of global firms and alliances in M&A and transactions – or to their extinction?

This workshop-session will focus on developments and innovations in selling and buying companies in the current market and will elaborate on possible disruptive developments.

In the first part of the workshop, delegates will work in breakout groups that, taking the current state-of-the-art and standards in the M&A and transaction process as a starting point, will identify the potential for evolving or even disrupting such process.

Aspects considered will include:

- Auction processes vs exclusive negotiations;
- The role of investment banks/M&A advisors and others in the transaction process;
- Differences in transaction processes with a strategic company compared to a PE investor;
- Differences in transaction processes with large enterprises vs micro, small and medium-sized enterprises (SMEs); and
- Purchase price concepts earn-out, vendor loan and more.

Co-Chairs

Ralf Morshäuser *Gleiss Lutz, Munich; Conference Coordinator Europe, IBA Corporate and M&A Committee*

Marco A Rizzi *Bratschi Ltd, Zurich; Senior Vice Chair, IBA Closely Held and Growing Business Enterprises Committee*

Moderators

Andreas Bauer *GSK Stockmann, Munich; Co-Chair, Creditors' Rights Subcommittee, IBA Insolvency Section*

Sidika Baysal *B+B Law Office, Istanbul; Senior Vice Chair, IBA European Regional Forum*

Christian Becker *Görg, Munich*

Gabriella Covino *Gianni Origoni Grippo Cappelli & Partners, Rome; Secretary, Corporate Governance Subcommittee, IBA Corporate and M&A Law Committee*

Yamila Eraso *Lacore Rechtsanwälte, Berlin*

Kai Fischer *Cuatrecasas, Barcelona*

Patricia Gannon *Karanovic & Nikolic, Belgrade; Co-Chair, IBA European Regional Forum*

Lise Lotte Hjerrild *Horten, Hellerup; Treasurer, IBA Women Lawyers' Interest Group*

Dinka Kovačević *Kovačević Prpić Simeunović, Zagreb*

Alexander Labus *Crowe Kleeberg Legal, Munich*

Myriam Schilling *Oppenhoff & Partner Rechtsanwälte, Cologne*

Marco Sella *Macchi di Cellere Gangemi, Milan*

Richard Spink *Burges Salmon, Bristol*

Helge Wöhlert *Heuking Kühn Lüer Wojtek, Munich*

Dominik Ziegenhahn *Raschke von Knobelsdorff Heiser, Hamburg; Special Projects Officer, IBA International Sales Committee*

1430 – 1500 **Coffee/tea break**

1500 – 1545

Interactive workshop: Innovating the M&A and transaction process – Part II

In the second part of the workshop, the results of the work of the breakout groups will be presented and discussed.

Host Committee


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Monday continued

1545 – 1700

Disruptive financing models and terms

This interactive workshop-session will explore the challenges and trends in financing models and terms. How can companies best finance their growth? How is the frontier between equity and debt funding evolving? The discussion will focus on the developments that finance markets are experiencing and will elaborate on how finance terms are changing, how innovation is affecting the playing field and how different finance approaches can meet our clients' needs. In the first part of the workshop, delegates will work in breakout groups to discuss these topics, including the following:

- Mapping the new finance players: Fintech, crowd-funding and crowd-lending, credit funds, VC/PE.
- How are traditional banks reacting to a new competitive ecosystem?
- The cross-path between debt and equity: differences and convergences in equity and debt financing.
- Differences in financing of early stages vs more mature stages. SMEs vs large corporations.
- Trends in finance terms.
- Due diligence, the role of lawyers in breaching information gap, release vs reliance letters.

The results of the breakout groups' work will be presented and discussed in the second part of the session.

Co-Chairs

Andreas Kloyer *Luther Rechtsanwaltsgesellschaft mbH, Munich*

Alejandro Payá *Cuatrecasas, Barcelona; Vice Chair, IBA Closely Held and Growing Business Enterprises Committee*

Moderators

Christine Blaise-Engel *FIDAL, Paris*

Paolo Bordi *Gianni Origoni Grippo Capelli & Partners, Rome*

Michael Czesla *McDermott Will & Emery, Frankfurt*

Gábor Damjanovic *Forgó Damjanovic & Partners, Budapest,*

Projects and Liaison Officer, IBA Professional Ethics Committee

Iván Delgado *Pérez-Llorca, New York; Scholarship Officer, IBA*

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Christian Quack *Buse Heberer Fromm, Düsseldorf*

Cameron Taylor *MinterEllisonRuddWatts, Auckland; Secretary,*

IBA Closely Held and Growing Business Enterprises Committee

Manfredi Vianini Tolomei *Chiomenti Studio Legale, Milan*

Nikolai Warneke *Noerr, Frankfurt am Main*

1900 – 2030 Drinks reception hosted by the Host Committee

Hotel Bayerischer Hof, Blue Spa terrace on rooftop, Promenadeplatz 2-6

The reception is open to all delegates.

2030 – 2230 Conference dinner

Hotel Bayerischer Hof, Roofgarden room, Promenadeplatz 2-6

Dinner ticket price: €130 per person.

Transport will not be provided.



Host Committee

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0830 – 1245 **Registration**

0900 – 0915 **Welcome address from Conference Co-Chairs**

0915 – 1045

Impacts of digitalisation on workforce – employer expectations, skills required, data protection and improvements

Disruptive trends are reinventing the workplace of the future. The displacement of the workforce by technology and globalisation is not new, but the next waves of disruptive technology, including artificial intelligence, robotics, virtual reality, the Internet of Things and sharing platforms are poised to fundamentally reinvent the workplace.

Can organisations foster the required agility and intrapreneurship within the current regulatory environment?

What are the answers of trade union and employee representatives in Germany to the challenges of digitalisation for employees?

Co-Chairs

Luciana Tornovsky *Demarest, Sao Paulo; Special Projects Officer, IBA Closely Held and Growing Business Enterprises Committee*
Heinrich von Büнау *METIS Rechtsanwälte, Frankfurt*

Speakers

Caroline Andre-Hesse *AyacheSalama, Paris; Corporate Counsel Forum Liaison Officer, IBA Employment and Industrial Relations Law Committee*
Matthias Dipper *Global Head of Labour Relations & Labour Law, Clariant International AG, Sulzbach (invited)*
Karl Peer Günther *General Counsel, Swiss Life, Munich*
Walter Sommerer *Chief Executive Officer, Max Aicher North America (MANA), Hamilton, Ontario*
Andreas Zeitler *CEO, Vuframe GmbH, Regensburg*

1045 – 1115 **Coffee/tea break**

1115 – 1245

The digital age in the business of law

The days where legal advice was considered too complex to be disrupted by technology are long gone. Nowadays, many legal tasks are being broken down in smaller pieces of work that are then automated, particularly if the work is low risk and high volume.

Smart contracts based on technologies like blockchain can execute part of their functions themselves through software programs, including automatically calculating and delivering payments.

In-house teams are now looking for more innovative solutions from their law firms both in accompanying them and their businesses, but also in the delivery of legal services they consume. How do law firms rise to these challenges?

Co-Chairs

Martin Imhof *Heuking Kühn Lüer Wojtek, Düsseldorf*
Nicole Van Ranst *Marx Van Ranst Vermeersch & Partners, Brussels; Special Projects Officer, IBA Closely Held and Growing Business Enterprises Committee*

Speakers

Martin Blackburn *Sales Director, Luminance AI, London*
Matthias Dobbelaere-Welvaert *Managing Partner, theJurists, Ghent*
Hergen Haas *Group General Counsel, Heraeus Holding GmbH, Hanau, Germany*
Barbara Roth *Chief Compliance Officer, UniCredit Bank AG, Munich*
Jeroen Sweers *Innovation Manager, Kennedy Van der Laan, Amsterdam*

1245 – 1400 **Lunch**

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

Exhibitor



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Information

Date

14–15 May 2018

Venue

Literaturhaus Munich
Salvatorplatz 1
80333 Munich

Language

All working sessions and conference materials will be in English.

Fees

Online registrations received:

	on or before 30 March	until 7 May
IBA member	€690	€795
Non-member*	€845	€950
Young lawyers (under 30 years)	€515	€950
Academics/judges (full-time)	€515	€950
Public lawyers	€515	€950
Corporate counsel**	€620	€950

After **7 May** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 30 March	after 30 March
IBA member	€770	€885
Non-member*	€940	€1,055
Young lawyers (under 30 years)	€575	€1,055
Academics/judges (full-time)	€575	€1,055
Public lawyers	€575	€1,055
Corporate counsel**	€690	€1,055

* 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 *IBA Global Insight*.
- 3) Pay the member rate for any subsequent conference registrations for this calendar year.

** A reduced rate is offered to IBA Corporate Group Members. Please register online to obtain a 25 per cent discount on the IBA member fee.

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

How to register

Register online by **7 May 2018** at www.ibanet.org/conferences/conf873.aspx 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 the Conference Department at the IBA together with your bank transfer/cheque payment. You should receive emailed confirmation of your registration within five days – if you do not then please contact confs@int-bar.org.

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 obtain your Conference documentation.

Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 4 May
- Access to the above Conference working materials from the IBA website (www.ibanet.org) approximately seven days prior to the Conference
- Access to mobile delegate search application
- Lunch on Monday and Tuesday
- Tea and coffee during breaks
- Invitation to hosted drinks reception on Monday 14 May

Please note that registrations are not transferable.

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 **7 May** at the latest.

Mobile delegate search application

All registered delegates will receive a printed list of participants at the Conference; however, delegates are now also able to use the mobile delegate search. This application has been developed to aid networking by giving delegates instant access to an up-to-date list of their fellow attendees, and comes with the added benefit of a built-in messaging service. All registered delegates with an internet or Wi-Fi-enabled device will have access, using their IBA username and password. Simply visit:

m.ibanet.org/conf873

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 at 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 IBA Sponsorship Department at andrew-webster-dunn@int-bar.org.



Payment of registration fees

Euro: by cheque or bank draft, drawn on a euro zone bank and converted at the current rate of exchange and in favour of the International Bar Association.

OR by bank transfer to the IBA bank account number 550/00/06570631 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom or SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631. **Please ensure that a copy of the bank transfer details is attached to your registration form.**

Pounds sterling: by cheque drawn on a UK bank and in favour of the International Bar Association. Please send to: 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom.

OR by bank transfer to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom or SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222. **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.

US dollars: by cheque converted at the current rate of exchange and drawn on a US bank and in favour of the International Bar Association. Please send to: 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom.

OR by bank transfer to the IBA account number: 01286498 (Sort Code 56-00-03) 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.

Cancellation of registration

If cancellation is received in writing at the IBA office by Friday 13 April, 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 Friday 13 April will not be eligible for any refund of registration fees. Please note that NO exception will be made to this policy. Should you have difficulties in obtaining your visa and are not able to attend the Conference this cancellation policy will still apply.

Upon submission of your completed Conference registration form to the IBA, you are considered 'registered' pending payment. Please note that as soon as your registration is received the cancellation terms and conditions as indicated will apply.

Provided you have cancelled your registration to attend an IBA conference in accordance with the terms of the 'cancellation of registration'

Social programme

Sunday 13 May

1500 – 1700 Informal walking tour

Meeting point: Louis Hotel, Viktualienmarkt 6, Munich

Enjoy this chance to experience the famous 'closely held' spirit and to informally network with speakers and fellow delegates while sightseeing in Munich on one of the two offered tours.

There will be a city sightseeing tour and a separate BMW World tour. These tours are open to all delegates, but please note there are limited places for the BMW World tour. The tours will start at the address indicated above.

For organisational reasons, delegates are kindly requested to confirm attendance, specifying at which tour, in advance by emailing mariel.breitenmoser@bratschi.ch by Friday 4 May.

1800 – 2100 Informal drinks and dinner

Spatenhaus an der Oper, Residenzstrasse 12, Munich

To get a flavour of true Munich atmosphere and hospitality, join us for informal drinks and dinner at the stunning Spatenhaus an der Oper.

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

PLEASE ENSURE THAT YOUR NAME AND 'CON873MUNICH' APPEAR ON ANY TRANSFER OR DRAFT.

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.

Conference sell-outs

The IBA places its conferences in venues of a suitable size for each event; however, there are times when our conferences may sell out. Should this happen, prospective delegates will be informed and a waiting list will operate. The waiting list 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.

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.

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.

This informal activity is open to all delegates and all costs are to be paid directly by delegates.

For organisational reasons and since spaces are limited, delegates are kindly requested to confirm attendance in advance by emailing mariel.breitenmoser@bratschi.ch by Friday 4 May.

Monday 14 May

1900 – 2030 Drinks reception hosted by the Host Committee

Hotel Bayerischer Hof, Blue Spa terrace on rooftop, Promenadeplatz 2-6

The reception is open to all delegates.

2030 – 2230 Conference dinner

Hotel Bayerischer Hof, Roofgarden room, Promenadeplatz 2-6

Dinner ticket price: €130 per person, transport will not be provided.

Social event ticket reservations cannot be guaranteed unless payment has been received before **Monday 7 May 2018** subject to availability.

Hotel accommodation

A limited number of rooms have been reserved at the Louis Hotel for the nights of 13–14 May inclusive. If you would like to add any additional nights to your booking, please see the online booking form for instructions.

Louis Hotel

Viktualienmarkt 6
80331 Munich
Germany

The following rates are per room, per night and inclusive of service charges and local taxes but exclusive of buffet breakfast. The breakfast charge is €28.50 per person per day.

Courtyard Deluxe for single occupancy: €289

Subject to availability, the rates quoted apply if booked by **Friday 4 May** via the official accommodation agent, Judy Lane ICS. This is a limited block of rooms so please book early as rates and availability cannot be guaranteed.

Complete the 'online Accommodation form' and return to Judy Lane ICS as soon as possible to benefit from the special IBA rate:

Judy Lane ICS

Tel: +44(0) 1293 888 352
Fax: +44(0) 870 912 2511
Email: esther@judylaneics.com

All reservations will be acknowledged, by email, 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 JL ICS. If you do not receive email confirmation of your reservation or amendment/cancellation, please contact JL ICS by telephone. Subject to availability, JL ICS

can accept reservations up until 4 May. Thereafter, all reservations should be made directly with the hotel, quoting 'IBA Conference' as the reference.

Cancellation and no-show policy

Hotel cancellations (partial nights or full cancellation) may be made up to seven days prior to arrival, after this date the cancellation penalty of your entire stay may be applicable.

In the event of no shows on the day of arrival or late cancellation, a penalty charge of the total cost of the booking will apply. This penalty will be applicable to the credit card number provided as the guarantee.

Unauthorised Accommodation Agents

It has been brought to our attention that there are multiple companies contacting past attendees, claiming to represent the IBA, offering 'assistance' with registration and hotel bookings.

They are operating by cold-calling and spamming companies whose names have appeared on previous List of Participants, Programmes and Sponsorship recognition. The only Accommodation Agent the IBA works with is Judy Lane ICS. Judy Lane ICS do not contact delegates on behalf of the IBA without delegates making initial contact. Please ignore any communication that does not come directly from the IBA or Judy Lane ICS.

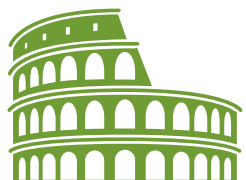
Disabled access

The Literaturhaus Munich is wheelchair accessible.

The Louis Hotel is not wheelchair accessible.

The conference dinner venue is wheelchair accessible.

Please notify us if you require special assistance.



ROMA CONVENTION CENTER-LA NUVOLO

IBA 2018



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ANNUAL CONFERENCE OF THE INTERNATIONAL BAR ASSOCIATION



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- Acquire a greater knowledge of the role of law in society
- Be part of the debate on the future of the law

TO REGISTER:

Visit: www.ibanet.org/conferences/Rome2018.aspx

To receive details of all advertising, exhibiting and sponsorship opportunities for the IBA Annual Conference in Rome, email andrew.webster-dunn@int-bar.org

**REGISTER BEFORE 20 JULY TO RECEIVE
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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 Closely Held and Growing Business Committee overview

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, family businesses, and their legal advisors, 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 of such organisations.

Contact information

International Bar Association

4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom

Tel: +44 (0)20 7842 0090 Fax: +44 (0)20 7842 0091

Email: member@int-bar.org www.ibanet.org

Registration form



4th IBA Global Entrepreneurship Conference: Disruption Meets Tradition

14–15 May 2018, Literaturhaus, Munich, Germany

Please read the 'Information' section before completing this form and return it together with your bank transfer or cheque to the Conference Department at the address overleaf.

REGISTER ONLINE AT **WWW.IBANET.ORG/CONFERENCES/CONF873.ASPX** 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)* _____

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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 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 **7 MAY 2018** ONLINE AT **WWW.IBANET.ORG/CONFERENCES/CONF873.ASPX**
IBA MEMBERS CAN REGISTER ONLINE BY **FRIDAY 30 MARCH** FOR **€690**,
PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 30 March	after 30 March	amount payable
IBA member	€770	€885	€
Non-member*	€940	€1,055	€
Young lawyers (under 30 years)	€575	€1,055	€
Academics/judges (full-time)	€575	€1,055	€
Public lawyers	€575	€1,055	€
Corporate counsel**	€690	€1,055	€

SOCIAL FUNCTION

Conference dinner Ticket price: €130 €

One dinner ticket for each delegate is permitted.

Social function ticket reservations are subject to availability and cannot be guaranteed unless payment has been received before **Monday 7 May**.

TOTAL AMOUNT PAYABLE €



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

**A REDUCED RATE IS OFFERED TO IBA CORPORATE GROUP MEMBERS.
PLEASE REGISTER ONLINE TO OBTAIN A 25 PER CENT DISCOUNT ON THE IBA MEMBER FEE

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. PLEASE CONTACT THE IBA OFFICE FOR FURTHER INFORMATION.

FULL PAYMENT MUST BE RECEIVED IN ORDER TO PROCESS YOUR REGISTRATION.
PLEASE NOTE THAT REGISTRATIONS ARE NOT TRANSFERABLE.

METHODS OF PAYMENT

By credit card

Register online at **www.ibanet.org/conferences/conf873.aspx** 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 cheque/draft

- ☐ Please send me an invoice.
- ☐ I enclose a cheque/draft for the total amount payable.
- ☐ I have transferred to the IBA bank account the total amount payable and have attached a copy of the bank transfer details.

Euro: by cheque or bank draft, drawn on a euro zone bank and converted at the current rate of exchange and in favour of the International Bar Association.

OR by bank transfer to the IBA bank account number 550/00/06570631 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom or SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631. **Please ensure that a copy of the bank transfer details is attached to your registration form.**

Pounds sterling: by cheque drawn on a UK bank and in favour of the International Bar Association. Please send to: 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom.

OR by bank transfer to the IBA account number: 13270222 (Sort Code 56-00-03) at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly,

London W1A 2DG, United Kingdom or SWIFT address NWBKGB2L, IBAN GB05NWBK56000313270222. **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.

US dollars: by cheque converted at the current rate of exchange and drawn on a US bank and in favour of the International Bar Association. Please send to: 4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom.

OR by bank transfer to the IBA account number: 01286498 (Sort Code 56-00-03) 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?

- | | | | | |
|---|---|---|-----------------------------------|--|
| <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"/> EMAIL | <input type="checkbox"/> EDITORIAL | <input type="checkbox"/> RECOMMENDATION | <input type="checkbox"/> OTHER | |

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.

For further details on how your data is used and stored: **www.ibanet.org/web_privacy_policy.aspx**

PLEASE SEND THE COMPLETED FORM TO INTERNATIONAL BAR ASSOCIATION:

Conference Department

4th Floor, 10 St Bride Street, London EC4A 4AD, United Kingdom

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