

A conference presented by the IBA Corporate and M&A Law Committee



the global voice of  
the legal profession®

# 8th IBA European Corporate and Private M&A Conference



Follow us

@IBAEvents  
#IBAMA20

**6–7 February 2020**

**The Westin Paris – Vendome, Paris, France**

**Topics include:**

- Current legal developments in European private M&A
- Zero gravity? Drafting considerations for purchase agreements in fully insured deals
- Silence is golden – the intricacies of non-disclosure agreements in European sales processes
- Bargains in bankruptcies – the basics of cross-border distressed M&A in Europe
- Is 'Fortress Europe' back? – Cross-border M&A and State control on foreign investments
- Private equity versus family office: is it not really the same?
- Non-compete undertakings in European M&A deals – no problem or no-good?
- The 'known unknown': good faith in cross-border M&A
- Play it again, Sam! Equity rollover transactions in Europe

REGISTER BEFORE  
**27 DECEMBER**  
2019 TO RECEIVE  
EARLY REGISTRATION  
DISCOUNTS



Headline Conference sponsor



FOR MORE INFORMATION AND TO REGISTER YOUR INTEREST VISIT  
[WWW.IBANET.ORG/CONFERENCES/CONF1016.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF1016.ASPX)

# Programme

## Conference Co-Chairs

Jacques Buhart *McDermott Will & Emery, Paris; IBA Honorary Life Member of Council and Association*  
Oliver Triebold *Schellenberg Wittmer Ltd, Zurich; Council member, IBA Legal Practice Division*

## Thursday 6 February

0730 – 1745 **Registration**

0800 – 0825 **Welcome coffee/tea**

**0825 – 0830 Opening remarks by the IBA President**

Horacio Bernardes Neto *IBA President, Motta Fernandes Advogados, São Paulo*

0830 – 0845 **Welcome remarks from the Conference Co-Chairs**

0845 – 0930 **Keynote speaker**

**The strategic and private M&A market in Europe**

Sophie Javary *Vice-Chairman CIB EMEA, BNP Paribas, Paris*

0930 – 1030

### **Current legal developments in European private M&A**

It used to be that uncertainty was poisonous for M&A. Recently, M&A has proven to be more and more resilient to bad news. Slow growth? Hard Brexit? Trade wars? Real estate bubbles? Never mind. Even in the face of those developments deals are made and deal terms and concerns evolve over time, as does the role of the deal lawyer. This session will look at some of the latest trends and developments in European private M&A, including:

- Developments in transaction structuring and deal terms, such as:
  - Club deals
  - Clean exit approaches
  - Gun-jumping
  - Data protection: Who is throwing the first stone?
  - Boris, Brussels and bad hair days
- The versatile M&A lawyer: generalist or specialist?

*Moderator*

Paul Cronheim *DeBrauw Blackstone Westbroek, Amsterdam; Member, IBA Law Firm Management Committee Advisory Board*

*Speakers*

Jessica Adam *Macfarlanes, London*

Forrest Alogna *Darros Villey Maillot Brochier, Paris*

Luca Andrea Frignani *Chiomenti, London; Conference Quality Officer, IBA European Regional Forum*

Pedro Perez-Llorca *Perez-Llorca, Madrid*

1030 – 1055 **Coffee/tea break**

1055 – 1100 **Remarks by the Committee Co-Chairs**

André Dufour *Borden Ladner Gervais, Montréal, Québec; Co-Chair, Corporate and M&A Law Committee*

Guy Harles *Arendt & Medernach S.A, Luxembourg; Co-Chair, Corporate and M&A Law Committee*

1100 – 1200

### **Zero gravity? drafting considerations for purchase agreements in fully insured deals**

You are running an auction process sell-side for a client who wants minimum liability in a fully insured deal. You are putting together the first draft of the share purchase agreement and as you write maximum liability EUR 1, it seems as if gravity has ceased to exist. When you come to drafting the representations and warranties you are 'floating in the most peculiar way'. This panel will discuss some important issues to consider, including:

- Is it still important to come up with a reasonable catalogue of representations?
- Or, can you agree to anything, as it does not concern your client?
- What if the winning bidder insists on an indemnity instead of a representation?
- If the cap is EUR 1, should the de minimis still be a reasonable amount?
- Do we still want knowledge qualifiers?
- What else needs to be considered in such a situation?

*Moderator*

Jean-Nicolas Soret *Altana, Paris*

*Speakers*

Jan Bauer *Skadden, Frankfurt*

Yordan Naydenov *Boyanov & Co, Sofia*

Ilaria Placco *Gianni Origoni Capelli & Partners, Rome*

Hans Swolin *Co-Head Transactional Risk Insurance Europe, Middle East & Africa; Head of Nordics Private Equity and M&A, Marsh JLT Specialty, JLT Risk Solutions AB, Stockholm*

1200 – 1315 **Buffet lunch**

#### Headline social event sponsors

KINSTELLAR



Kramer Levin

#### Conference reception sponsors

AGUILAR CASTILLO LOVE

Costa Rica Ecuador El Salvador Guatemala Honduras Nicaragua Panama

HEUKING KÜHN LÜER WOJTEK

# Thursday continued

---

1315 – 1415

## Silence is golden – the intricacies of non-disclosure agreements in sales processes

It seems to be pretty straightforward – just keep quiet. But once you are reviewing a seven-page small-print non-disclosure agreement (NDA) you realise that the devil is in the detail. The panel will consider:

- How should the term ‘confidential information’ be defined?
- Is there an international standard or are there local differences?
- Why should an NDA expire and what terms are reasonable?
- Can I, as an adviser, inform other advisers to the client?
- What exactly does it mean if the NDA allows divulging information ‘on a need-to-know basis’?
- Can I agree to destroy all copies of the disclosed information upon request?
- Do I have to insist to also get a non-disclosure agreement from the counterparty’s legal counsel?
- What about non-solicitation undertakings in NDAs?
- Is it acceptable to have a liquidated damage clause in the NDA?

*Moderator*

**Nicholas Pacheco** *Slaughter & May, London*

*Speakers*

**Madalina Neagu** *Schönherr, Bucharest*

**Lorenzo Olgiati** *Schellenberg Wittmer Ltd, Zurich; Newsletter Editor, IBA Corporate and M&A Law Committee*

**Alexander Ritvay** *Noerr, Berlin*

**Henrik Rossing Lønberg** *Plesner, Copenhagen*

1415 – 1515

## Bargains in bankruptcies – the basics of cross-border distressed M&A in Europe

The party has been long but we all know that the music will stop at some point. Looking at recent media predictions, it seems to be only a matter of months or weeks until the next economic crisis will hit us. Therefore, it is all the more relevant to consider deals featuring target companies on the brink of disaster. In those cases time is always of the essence and deal lawyers need to get their act together quickly. This panel will consider:

- What are the golden rules for this kind of transaction?
- What is important and what is only urgent?
- How can you efficiently distinguish between a good and a bad deal?
- What risks are acceptable and what protections are indispensable?

*Moderator*

**Michel Bonne** *Van Bael & Bellis, Brussels*

*Speakers*

**Timothée Gagnepain** *McDermott Will & Emery, Paris*

**Tanja Luginbühl** *Lenz & Staehelin, Zurich*

**Marco Passalacqua** *Bonelli Erede, Rome*

**Laurent Schummer** *Arendt & Medernach SA, Luxembourg; Website Officer, IBA Space Law Committee*

1515 – 1545 **Coffee/tea break**

1545 – 1645

## Is ‘Fortress Europe’ back? cross-border M&A and State control on foreign investments

In recent years, globalisation and free trade have lost their positive connotations. In particular, China’s foreign policy by investments, and more generally its strategic Belt and Road initiative, have raised doubts and fears. Free markets are receding. Populists preach protectionism and in various states public opinion follows

As part of this, State control on foreign investments has increased tremendously. It seems as if ‘Fortress Europe’ was (re-)building walls and closing its gates again. The panel will discuss the status quo, recent trends, likely developments and its effects on European M&A.

*Moderator*

**Martin Brodey** *Dorda, Vienna; Scholarship Officer, IBA Corporate and M&A Law Committee*

*Speakers*

**Marcos de Sousa Monteiro** *Linklaters, Lisbon*

**Bertrand Dumont** *Deputy Director-General, Directorate-General of the Treasury, French Ministry of Economy and Finance, Paris*

**Silviu Stratulat** *Stratulat Albulescu, Bucharest*

**Jacob von Andreae** *Gleiss Lutz, Düsseldorf*



Conference refreshment break sponsors

**bnt** attorneys  
in CEE



MPR PARTNERS  
MARAVELA, POPESCU & ROMAN

# Thursday continued

---

1645 – 1745

## **Private equity versus family office: is it not really the same?**

Family offices are the new kids on the block, and they seem to have become more and more active and popular in the M&A field. They promise long-term investment strategies, a more lenient investor approach and generally an attitude that is much more aligned with that of an entrepreneur. They have abundant capital, business savvy personnel and lots of time and appetite. But how different are they really? Are they superior to private equity funds? Where are their advantages, where are their weaknesses? And how does this translate into their way to do deals? The panel will address those and some further issues around the, at first glance, unequal battle between 'locusts' and 'family'.

*Moderator*

**Dagmar Dubecka** *Kocián Šolc Balaščík, Prague; Secretary, Private Equity Subcommittee, IBA Corporate and M&A Law Committee*

*Speakers*

**Mats Dahlberg** *Delphi, Stockholm; Secretary, Private Equity Subcommittee, IBA Corporate and M&A Law Committee*

**Nanette Heide** *Duane Morris, New York; Chair, Private Equity Subcommittee, IBA Corporate and M&A Law Committee*

**Philip Marxen** *Managing Director, Falcon Private Holdings, New York*

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

**Lieke van der Velden** *Nauta Dutilh, Amsterdam*

1800 – 2100 **Drinks reception**

Imperial and Aiglon, The Westin Paris – Vendôme

All registered delegates are welcome to attend the reception.

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

### **Continuing Professional Development /Continuing Legal Education**

For Conference delegates from jurisdictions where CPD/CLE is mandatory, the IBA will provide a Certificate of Attendance for the Conference. Subject to CPD/CLE requirements, Conference delegates can use this to obtain the relevant number of hours' accreditation. The number of CPD/CLE hours available may vary depending on the rules applied by the members' bar association/law society on time recording criteria. A Certificate of Attendance is available to Conference delegates on request. Please ask at the IBA conference registration desk for information on how to obtain the certificate.

### **Exhibitors**



0800 – 1300 **Registration**

0830 – 0900 **Coffee/tea break**

0900 – 1000

## **Non-competition undertakings in European M&A deals – no problem or no good?**

How embarrassing would it be if a seller sells a business to your client and starts a competing one next door a week later? How to avoid this? Simple: a contractual non-competition undertaking. But where should you regulate that? In the employment agreement, in the share purchase agreement, in the shareholders' agreement or in all of them? Does it even matter? And what are the prerequisites and the limitations of such arrangements? When do you risk that the non-competitive arrangement violates competition law? Are there also possible unwanted tax consequences? The panel will shed some light on those and further issues around non-competes.

*Moderator*

**Christian Wik** *Roschier, Finland*

*Speakers*

**Jacquelyn MacLennan** *White & Case, Brussels*

**Crisanto Perez-Abad** *Eversheds Sutherland, Madrid*

**Frédéric Pradelles** *Latham & Watkins, Paris*

**Philippe Weber** *Niederer Kraft Frey, Zurich*

1000 – 1030 **Coffee/tea break**

1030 – 1130

## **The 'known unknown': good faith in cross-border M&A**

We all know from experience that it is virtually impossible to regulate each and every detail in a deal, especially when it comes to defining contractual duties for all possible future scenarios. Where an agreement stays silent, can you rely on certain fundamental principles of law? Is there room to be pragmatic or is there a duty to be pedantic? And if that were true for your jurisdiction, what about the rest of Europe and the world? The panel will analyse where the question of the good faith principle arises in European M&A, what the differences in various countries are and how deal lawyers should address those.

*Moderator*

**Paul White** *A&L Goodbody, Dublin*

*Speakers*

**Edward Lee** *Wachtell Lipton Rosen & Katz, New York*

**Nadège Nguyen** *Gide Loyrette Nouel, Paris*

**Jan Peeters** *Stibbe, Brussels; Membership Officer, IBA Securities Law Committee*

**Alexander Zharskiy** *ALRUD, Moscow; Vice Chair, Current Legal Developments Subcommittee, IBA Corporate and M&A Law Committee*

1130 – 1230

## **Play it again, Sam! equity rollover transactions in Europe**

Private equity firms, and more recently strategic buyers, will encourage some of the target company's equity owners, particularly those members of the management team who are critical to the future success of the business, to 'roll over' a portion of their equity. When the acquisition is closed, rollover participants will own a minority equity position in either the target company or a buyer holding company. The panel will identify the reasons for such a deal structure, analyse the particular challenges and discuss how best to tackle them on the buy- and the sell-side.

*Moderator*

**Isabella Ramsay** *Mannheimer Swartling, Stockholm*

*Speakers*

**Michael Kutschera** *Binder Grösswang, Vienna; Chair, IBA Constitution Committee*

**Daniel Möritz** *Hengeler Müller, Munich*

**Dan Oates** *Fried Frank, London*

**Elena Ubada** *Uría Menéndez, Barcelona*

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).

### **IBA Harassment Policy**

IBA conferences provide unrivalled professional development and network-building opportunities for international legal practitioners and their professional associates. The IBA values the participation of every delegate and member of the IBA and wants all attendees to have an enjoyable and fulfilling experience. Accordingly, all conference attendees are expected to show respect and courtesy to other attendees, IBA staff and those involved with hosting the events throughout the conference and at all conference events, receptions, and parties, whether officially organised by the IBA or others. All delegates, guests, attendees, speakers, exhibitors, staff and volunteers at any IBA event are required to conform to the IBA Harassment Policy.

See [www.ibanet.org/conferences/harassment-policy.aspx](http://www.ibanet.org/conferences/harassment-policy.aspx)

# Information

## Date

6 – 7 February 2020

## Venue

The Westin Paris – Vendôme  
3 Rue de Castiglione, 75001 Paris, France  
Tel: +33 (1) 44 77 1111  
www.thewestinparis.com

## Fees

Online registrations received:

	on or before 27 December	until 31 January
IBA member	€995	€1,100
Non-member *	€1,150	€1,255
Young lawyers (under 30 years)	€750	€1,255
Academics/judges (full-time)	€750	€1,255
Public lawyers	€750	€1,255
Corporate counsel **	€895	€1,255

After **31 January** registrations must be received in hard copy at the IBA office.

Hard copy registration forms and fees received:

	on or before 27 December	after 27 December
IBA member	€1,105	€1,220
Non-member *	€1,280	€1,395
Young lawyers (under 30 years)	€830	€1,395
Academics/judges (full-time)	€830	€1,395
Public Lawyers	€830	€1,395
Corporate counsel **	€995	€1,395

\* 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 order to register for this Conference at the member rate. You can find full details of how to join at [www.ibanet.org](http://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.**

## Language

All working sessions and Conference materials will be in English.

## How to register

Register online by 31 January 2020 at [www.ibanet.org/conferences/conf1016.aspx](http://www.ibanet.org/conferences/conf1016.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 proof of bank transfer payment. You should receive an email confirmation of your registration within five days; if you do not, please contact [confs@int-bar.org](mailto:confs@int-bar.org).

## Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 24 January
- Access to the above Conference working materials from the IBA website ([www.ibanet.org](http://www.ibanet.org)) approximately seven days prior to the Conference
- Access to mobile delegate search application
- Lunch on Thursday
- Tea and coffee during breaks
- Drinks reception on Thursday 6 February

**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 31 January 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/conf1016](http://m.ibanet.org/conf1016).

## 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](mailto: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 [sponsorship@int-bar.org](mailto:sponsorship@int-bar.org).

---

## Payment fees

Payment of registration fees by bank transfer or BACS payment  
Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

**Euro:** by bank transfer to the IBA account at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.

SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631

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

**Pounds sterling:** by bank transfer or BACS payment 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.

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 bank transfer to the IBA account 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.**

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

**PLEASE ENSURE THAT YOUR NAME AND 'CON1016PARIS' 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.

---

## Hotel accommodation

The IBA has reserved a limited number of guestrooms for the nights of 5–6 February inclusive at The Westin Paris – Vendôme Hotel at the following rates:

The following rates are per room, per night and inclusive of internet in bedroom, VAT at ten percent and one breakfast per person, per room, per night. Additional charges include city tax of €2.88 per person, per night.

Superior single room: €285

A supplement of €20 applies for double occupancy.

Subject to availability, the rates quoted apply if booked by 29 January 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.

To make a reservation please use the following link <https://www.jlconlineregistrations.com/2019/iba/85-paris/accommodation>:

Judy Lane ICS

Tel: +44 (0) 1293 888 352

Email: [esther@judylaneics.com](mailto:esther@judylaneics.com)

## 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 waiting list for a conference will close once it has reached 10% of the conference venue capacity, as it is very unlikely a place will become available. The IBA will not be liable for any travel or accommodation expenses incurred by an individual who travels to a conference without a confirmed place at the event.

## Cancellation of registration or social functions

If cancellation is received in writing at the IBA office by 24 January, 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 or social function bookings received after **24 January** will not be eligible for any refund of 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 the cancellation terms and conditions as indicated will apply as soon as your registration is received.

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

---

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 Judy Lane ICS. If you do not receive email confirmation of your reservation or amendment/cancellation, please contact Judy Lane ICS by telephone. Subject to availability, Judy Lane ICS can accept reservations up until 29 January 2020. 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 arrival, after this date the cancellation penalty of your entire stay may be applicable. 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 online 'Accommodation form', you enter into an agreement with the hotel regarding credit card guarantees, cancellation/no-show terms and conditions and room rates. Neither the IBA nor Judy Lane ICS can accept responsibility for hotel accommodation disputes between a delegate and the hotel.



### 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 Westin Paris – Vendôme Hotel is wheelchair accessible. Please notify us if you require special assistance.

### Social programme

1800 – 2100 **Thursday 6 February**

#### Drinks reception

Imperial and Aiglon rooms, The Westin Paris – Vendôme

One place per registered delegate is permitted.



# International Bar Association's Human Rights Institute

The International Bar Association's Human Rights Institute (IBAHRI), an autonomous and financially independent entity established in 1995, works to promote and protect human rights and the independence of the legal profession worldwide. The IBAHRI undertakes training for lawyers and judges, capacity-building programmes with bar associations and law societies, and conducts high-level fact-finding missions and trial observations. The IBAHRI liaises closely with international and regional human rights organisations, producing news releases and publications to highlight issues of concern to worldwide media.

## IBAHRI 2018 HIGHLIGHTS IN NUMBERS:



All IBAHRI activities are funded by grants and individual donations.

To help support our projects, become a member for just £40 a year – less than £4 a month.

Visit [www.ibanet.org/IBAHRI.aspx](http://www.ibanet.org/IBAHRI.aspx) for more information, and click 'Get involved' from the drop down menu to support our work. Alternatively, email us at [hri@int-bar.org](mailto:hri@int-bar.org).

To read more on IBAHRI activities, download the IBAHRI Annual Review at [tinyurl.com/IBAHRI-AnnualReview2018](http://tinyurl.com/IBAHRI-AnnualReview2018).



[www.ibanet.org/IBAHRI.aspx](http://www.ibanet.org/IBAHRI.aspx)



@IBAHRI



/IBAhumanrights

# Registration form



## 8th IBA European Corporate and Private M&A Conference

6–7 February 2020, The Westin Paris – Vendôme, Paris, France

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/CONF1016.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF1016.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)* \_\_\_\_\_

IBA Membership number *(if applicable)* \_\_\_\_\_ Date of birth \_\_\_\_\_

Firm/company/organisation \_\_\_\_\_

Address \_\_\_\_\_

Country \_\_\_\_\_

Tel \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

### 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 **31 JANUARY** ONLINE AT [WWW.IBANET.ORG/CONFERENCES/CONF1016.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF1016.ASPX)  
IBA MEMBERS CAN REGISTER ONLINE BY **27 DECEMBER** FOR **€995**, PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 27 December	after 27 December	amount payable
IBA member	€1,105	€1,220	€
Non-member **	€1,280	€1,395	€
Young lawyers (under 30 years)	€830	€1,395	€
Academics/judges (full-time)	€830	€1,395	€
Public Lawyers	€830	€1,395	€
Corporate counsel	€995	€1,395	€

### SOCIAL FUNCTION

#### Thursday 6 February, Drinks reception

Imperial and Aiglon rooms, The Westin Paris, Vendôme

I will attend

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](http://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/conf1016.aspx](http://www.ibanet.org/conferences/conf1016.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 or BACS payment

Registration forms received without proof of payment will NOT be processed until proof of payment has been received.

I have transferred to the IBA bank account the total amount payable and have attached a copy of the bank transfer details.

**Euro:** by bank transfer to the IBA account at the National Westminster Bank, St James's & Piccadilly Branch, 208 Piccadilly, London W1A 2DG, United Kingdom.

SWIFT address NWBKGB2L, IBAN GB58NWBK60721106570631

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

**Pounds sterling:** by bank transfer or BACS payment 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.

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 bank transfer to the IBA account 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?

- IBA CONFERENCE     OTHER CONFERENCE     DIRECT MAIL     INTERNET     ADVERTISEMENT  
 EMAIL     EDITORIAL     RECOMMENDATION     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](mailto:member@int-bar.org) or by logging into My IBA and updating your preferences. Your details will be included in the list of participants. If you do not want your details to be included in the list, please email [confs@int-bar.org](mailto:confs@int-bar.org).

For further details on how your data is used and stored: [www.ibanet.org/web\\_privacy\\_policy.aspx](http://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

Tel: +44 (0)20 7842 0090 Fax: +44 (0)20 7842 0091 Email: [confs@int-bar.org](mailto:confs@int-bar.org) [www.ibanet.org](http://www.ibanet.org)



# The AI platform for the legal profession

Luminance is the leading artificial intelligence platform for the legal profession. Founded by mathematicians from the University of Cambridge, Luminance has developed the Legal Inference Transformation Engine (LITE), the first true application of machine learning to the legal industry, combining pattern-recognition technology with supervised and unsupervised machine learning to read and understand human language. Luminance is used by law firms and in-house teams in over 43 countries around the world to improve processes such as due diligence, contract negotiation, regulatory compliance reviews, property portfolio analysis and eDiscovery. The company has offices in London, Cambridge, New York, Chicago and Singapore.



WORK 100% FASTER  
ON DAY ONE OF REVIEW



MACHINE LEARNING  
ADAPTS TO YOUR FIRM



LANGUAGE AGNOSTIC  
TECHNOLOGY



INSTANT, SECURE  
DEPLOYMENT

“Ultimately, Luminance will enable our lawyers to spend more time on the creative and analytical thinking, informed by deep industry knowledge, that our clients value so highly.”

Mårten Willamo, Partner **Bird & Bird**

[luminance.com](https://luminance.com)

[LuminanceTech](#)

[LuminanceTech](#)



The background features a complex network of thin black lines connecting various nodes, creating a web-like structure. Overlaid on this are several large, semi-transparent diamond shapes in shades of blue, grey, yellow, and maroon. The Kinstellar logo is positioned in the upper left, within a white diamond shape.

# KINSTELLAR

Kinstellar is Emerging Europe and Central Asia's leading independent law firm. There's a good reason major investors across the region entrust us with their most important assignments:

**WE DELIVER**

Almaty | Belgrade | Bratislava | Bucharest | Budapest | Istanbul  
Kyiv | Nur-Sultan | Prague | Sofia | Tashkent



# Our focus, every day, is helping you reach your goals

Kramer Levin prides itself in providing our clients **proactive, creative and pragmatic solutions** that address today's most challenging legal issues. With more than 375 lawyers in 60-plus practice areas, the firm is headquartered in New York with offices in Silicon Valley and Paris.

[kramerlevin.com](http://kramerlevin.com)





# 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 Corporate and M&A Law Committee overview**

Corporate law is central to every modern economy, whether developed or developing.

Internationalisation and globalisation of economic activity make corporate law and mergers and acquisitions issues central to the practice of business law.

The IBA Corporate and M&A Law Committee aspires to be the leading global forum for the education, exchange of know-how and networking of corporate, corporate compliance, private equity and M&A practitioners around the world.

## **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](mailto:member@int-bar.org) [www.ibanet.org](http://www.ibanet.org)