

A conference presented by the International Sales Committee, supported by the International Trade and Customs Law Committee, the Alternative and New Law Business Structures Committee, European Regional Forum and the Corporate Counsel Forum.



the global voice of  
the legal profession®



Follow us

@IBAEvents

#IBASales

# IBA International Sales and Distribution Conference:

## Digital Operations – Manufacturing, Supply Chains and Transportation in a Digital Environment

**13–14 November 2019**

**Hamburg School of Business Administration, Hamburg, Germany**

**Topics include:**

- Changes in the logistic environment – consequences for the international supply chain, trade and customs
- Autonomous transportation – intelligent and self-resolving systems: who is liable? – challenges for suppliers, feeder operators, shipping companies
- Contract management/challenges of a complex systems focused contract landscape
- Non-personal data as an IP asset – how can it be protected and how can it be accessed?



REGISTER BEFORE  
**4 OCTOBER 2019**  
TO RECEIVE EARLY  
REGISTRATION  
DISCOUNTS

BOOK NOW AT [WWW.IBANET.ORG/CONFERENCES/CONF971.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF971.ASPX)

# Programme

## Conference Co-Chairs

**Sönke Lund** *Grupo Gispert Abogados & Economistas, Barcelona; Programme Officer, IBA Alternative and New Law Business Structures Committee*

**Dirk Schwenn** *Schomerus & Partner mbB Steuerberater Rechtsanwälte Wirtschaftsprüfer, Hamburg; Vice-Chair, IBA International Sales Committee*

**Karl J Veldkamp** *Karl J Veldkamp Professional Corporation, Toronto, Ontario; Chair, IBA Alternative and New Law Business Structures Committee*

## Programme Committee

**Sidika Baysal** *B+B Law Office, Istanbul; Co-Chair, IBA European Regional Forum*

**Derya Durlu Gürzumar** *Istanbul Bar Association, Istanbul; Vice-Chair, IBA Alternative and New Law Business Structures Committee*

**Silvia Fazio** *Norton Rose Fulbright, São Paulo; Membership Officer, IBA International Sales Committee*

**Marc Hilber** *Oppenhoff & Partner, Cologne; Senior Vice-Chair, IBA Technology Law Committee*

**Steven Richman** *Clark Hill, New Jersey; Programme Officer, IBA North American Regional Forum*

**Guillermo Sanchez Chao** *Chevez Ruiz Zamarripa y Cia, Mexico City; Senior Vice-Chair, IBA International Trade and Customs Committee*

**Barton Selden** *Taulia Inc, San Francisco, California; Committee Liaison Officer, IBA Corporate Counsel Forum*

## Organising Committee

**Stefan Bretthauer** *Heuking Kühn Lüer Wojtek, Hamburg*

**Tina Denso** *Brödermann Jahn, Hamburg*

**Tobias Eckardt** *Ahlers & Vogel, Hamburg*

**Marco Remiorz** *Arnecke Sibeth Dabelstein, Hamburg;*

*Newsletter Officer, IBA Maritime and Transport Law Committee*

**Dagmar Waldzus** *Buse Heberer Fromm, Hamburg; Secretary, IBA International Franchising Committee*

**Dominik Ziegenhahn** *Raschke von Knobelsdorff Heiser*

*Rechtsanwälte, Hamburg; Programme Officer, IBA International Sales Committee*

## Host Committee

Ahlers & Vogel

Arnecke Sibeth Dabelstein

Brödermann Jahn

Buse Heberer Fromm

Heuking Kühn Lüer Wojtek

Luther

Noerr

Raschke von Knobelsdorff Heiser

reuschlaw

Schomerus & Partner

Taylor Wessing

## Introduction to the conference theme

Digital operations are transforming daily business in the global economy. This transformation does not only imply business challenges, but also many legal issues. Some of those issues are known, others are widely unknown to many practitioners. Therefore, this conference will provide a primer of what digital operations entail and how such operations actually work and operate with a particular focus on the Industry 4.0 and digital operations in the supply chain.

The panels will deal with the complexity of the real trade world beyond the capacity of codes. The intent of the sessions will be to concentrate on the reality of digitisation in international commerce, where goods are transported/moved across multiple jurisdictions and thus subject to a full range of applicable legal frameworks. With such movement, the challenges of the application of multiple legal frameworks have a direct impact on determining the allocation of risk and other related legal concerns. In such context, the panels will focus on the implementation/integration of "traditional" language agreements with digital solutions. In addition, consideration will be given to considering the resulting removal/absence of agents/intermediaries in international commerce.

Essentially the programme provides an overview of digital operations with a focus on supply chain considerations and includes a broad and varied cohort of professionals and industry speakers from various areas of law, supply chain and fintech.

Conference Breakfast sponsor



Ahlers & Vogel

## Wednesday 13 November

---

### 1430 – 1830 **Guided tour of Airbus Industries**

The aircraft manufacturer Airbus opens its doors. In an exclusive guided tour of Airbus Industries Final Assembly Hamburg/ Finkenwerder site, delegates will have the unique opportunity to experience exciting insights into the production and assembly of Airbus aircrafts, including aspects of digitisation.

Please indicate your attendance on the registration form. Note that Airbus security measures requires tour participants to provide their name and passport number four weeks in advance of the tour. Return transport to and from the Sofitel Hamburg Alter Wall will be provided.

### 1930 – 2300 **Welcome reception and flying dinner**

*Hafen-Klub Hamburg, Bei den St Pauli Landungsbrücken 3, 20359 Hamburg*

Offering the most beautiful views of the port of Hamburg, the Hafen-Klub provides the perfect setting for the welcome reception. Founded in 1965, as a meeting place for local entrepreneurs and overseas business associates, the Hafen-Klub continues to play a prominent role in the social life of the city of Hamburg. In the true spirit of the Hafen-Klub, delegates can admire the views of the port and River Elbe while renewing old acquaintances and establishing new contacts.

Transport will not be provided. Please indicate attendance on the registration form.

## Thursday 14 November

---

### 0700 – 1700 **Registration**

### 0800 – 0900 **Corporate counsel breakfast roundtables**

The challenges of digitisation and the interaction between corporate counsel and private practitioners: expectations, communication and business solutions – a practical approach

*Session Co-Chairs*

**Derya Durlu Gürzumar** *Istanbul Bar Association, Istanbul; Vice-Chair, IBA Alternative and New Law Business Structures Committee*

**Barton Selden** *Taulia Inc, San Francisco, California; Committee Liaison Officer, IBA Corporate Counsel Forum*

**Carlos Valls** *Augusta Abogados, Barcelona; Co-Chair, IBA Professional Ethics Committee*

*Speaker*

**Timo Matthias Spitzer** *Head of Legal CIB Germany, Austria and Switzerland, Banco Santander SA, Frankfurt*

*Roundtable Facilitators*

**Maria-Luisa Fendel** *Head of Legal Operations Germany, Airbus Operations GmbH, Hamburg*

**Abhijit Mukhopadhyay** *President (Legal) & General Counsel (Europe) Hinduja Group, London*

**Juan Ilich Pérez García** *Legal & Compliance Head, Samsung SDS / SI Logistics, Mexico City*

### 0900 – 0915 **Opening remarks**

**Alexander De Zordo** *Borden Ladner Gervais LLP, Montreal, Quebec; Co-Chair, IBA International Sales Committee*

### 0915 – 0945 **Keynote address**

**Matt Lucas** *Global Blockchain Engagement, IBM, London*

0945 – 1115

### **Changes in the logistic environment – consequences for the international supply chain, trade and customs**

Digitisation is radically changing international supply chains. Traditionally comprising a series of discrete processes (marketing, product development, manufacturing, distribution, logistics and customs), the supply chain of the near future will more resemble a seamlessly integrated and transparent system fully accessible to all parties involved. This new system will depend on several key digital technologies including integrated planning, logistics platforms, autonomous logistics, analytics, robotics, smart warehousing, digital and virtual payments and even 3D printing.



Kindly supported by



# Thursday continued

---

Those who move quickly to digitise their supply chain, including customs procedure, will gain efficiencies, to develop new business models and revenue streams, to develop a new degree of resiliency and to create a competitive advantage.

This panel will discuss how digitisation has affected the logistics, trade and customs environment, what we can expect in the future, and the key legal issues arising from these new technologies.

## Session Co-Chairs

**Judith Alison Lee** *Gibson Dunn & Crutcher, Washington DC; Newsletter Editor, IBA International Sales Committee*

**Guillermo Sanchez Chao** *Chevez Ruiz Zamarripa y Cia, Mexico City; Senior Vice-Chair, IBA International Trade and Customs Committee*

## Speakers

**Robert Ernest** *Arent Fox, Boston, Massachusetts*

**Fernando Ramos** *CEO, Borderless Consulting Group, Mexico City*

**Alan M Rhode** *Taxmen Ltd, London*

## 1115 – 1140 Coffee/tea break

## 1140 – 1145 Legal Practice Division address

**Jon Grouf** *Duane Morris, New York; Chair, IBA Legal Practice Division*

## 1145 – 1315

### **Autonomous transportation – intelligent and self-resolving systems: who is liable? Challenges for suppliers, feeder operators, shipping companies**

Autonomous transportation will arrive faster than predicted and afford bigger business opportunities! This panel will address liability issues resulting from autonomous transportation systems, discuss the implementation of an autonomous transportation project in the supply chain by example of interior waterway transportation, share the challenges and solutions from the insurance industry perspective and show the impact of autonomous transportation on logistic agreements.

## Session Co-Chairs

**Marco Remiorz** *Arnecke Sibeth Dabelstein, Hamburg; Newsletter Officer, IBA Maritime and Transport Law Committee*

**Pieter Tubbergen** *Maaldrink Vermeulen, Rotterdam; Website Officer, IBA International Sales Committee*

## Speakers

**Raphael Brunner** *MME, Zurich*

**André Kegels** *Kegels & Co, Antwerp*

**Kristof Olyslager** *Marine Insurance Broker, Proteus Risk Solutions, Antwerp*

**Philipp Reusch** *Reusch Rechtsanwälte, Berlin*

## 1315 – 1415 Lunch

## 1415 – 1545

### **Contract management – challenges of a complex systems focused contract landscape**

The participants of this session will discuss and analyse the legal framework of a highly integrated manufacturing process in their respective jurisdictions. The session will start with a short presentation of a mock case from the automotive industry. The case describes how the manufacturers of a complex system and its parts intend to set up an AI supported IoT-structure through which the ordering of production and spare parts will run between different companies and their subsidiaries in various countries inside and outside the EU without manual interference.

In roundtable discussions, the participants will deal with the various legal questions arising from this case, in particular IT and data matters as well as liability.

## Session Co-Chairs

**Monika Essers** *Busch Essers Rechtsanwälte, Cologne; Special Projects Officer, IBA International Sales Committee*

**Steven Richman** *Clark Hill, Princeton, New Jersey; Programme Officer, IBA North American Regional Forum*

## Speakers

**Árpád Geréd** *Maybach Görg Lenneis Geréd, Vienna*

**Juan Ilich Pérez García** *Legal & Compliance Head, Samsung SDS / SI Logistics, Mexico City*

**Jan Ravelingien** *MVVP, Brussels*

**Chloe Taylor** *Carpmaels & Ransford, London*

## 1545 – 1615 Coffee/tea break

## 1615 – 1745

### **Non-personal data as an IP asset – how can it be protected and how can it be accessed?**

In the supply chain, data has increasingly become a strategic and sensitive asset, and a growing number of companies base their business model on the use, access, analysis and dissemination of such data. The result, in part, is that “data” has become an important intellectual property asset that begs the question how such data can – and must be – protected, managed and disclosed. This session will consider and discuss:

- how data driven-business models work;
- how data can be protected from an IP and civil law perspective;
- international use of data/protection of data under unfair competition law;
- when should data be considered non-personal and which claims do individuals have affecting the data asset;

# Thursday continued

---

- which rights exist for companies to get access to data under antitrust law; and
- contracts, data and electronic invoicing.

## Session Co-Chairs

**Marc Hilber** *Oppenhoff & Partner, Cologne; Senior Vice-Chair, IBA Technology Law Committee*

**Martin Oder** *Haslinger/Nagele Rechtsanwälte, Vienna; Assistant Programme Officer, IBA International Sales Committee*

## Speakers

**Stephanie Pautke** *Commeo, Frankfurt; Committee Liaison Officer, IBA Healthcare and Life Sciences Law Committee*

**Barton Selden** *Taulia Inc, San Francisco, California; Committee Liaison Officer, IBA Corporate Counsel Forum*

**Susanne Wende** *Noerr, Munich*

**Prof Dr Andreas Wiebe** *Chair for Civil Law, Intellectual Property Law, Media Law and Information and Communications, Georg-August-University, Göttingen, Germany*

**Christian Winkelhofer** *Accenture, Vienna*

## 1745 – 1800 Closing remarks

**Sönke Lund** *Grupo Gispert Abogados & Economistas, Barcelona; Programme Co-Officer IBA Alternative and New Law Business Structures Committee*

**Dirk Schwenn** *Schomerus & Partner mbB Steuerberater Rechtsanwälte Wirtschaftsprüfer Hamburg; Vice-Chair, IBA International Sales Committee*

**Karl J Veldkamp** *Karl J Veldkamp Professional Corporation, Toronto, Ontario; Chair, IBA Alternative and New Law Business Structures Committee*

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. 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.

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

13–14 November 2019

## Venue

HSBA Hamburg School of Business Administration  
Alter Wall 38  
20457 Hamburg  
Germany  
Tel: +44 (0)20 1234 5678  
Email: [conference@hsba.de](mailto:conference@hsba.de)  
[www.hsba.de](http://www.hsba.de)

## Fees

*Online registrations received:*

	on or before 4 October	until 6 November
IBA Member	€690	€795
Non-Member*	€845	€950
Young lawyers (under 30 years)	€520	€950
Academics/judges (full-time)	€520	€950
Public Lawyers	€520	€950
Corporate Counsel**	€620	€950

After **6 November** registrations must be received in hard copy at the IBA office.

*Hard copy registration forms and fees received:*

	on or before 4 October	after 4 October
IBA Member	€765	€880
Non-Member*	€940	€1055
Young lawyers (under 30 years)	€575	€1055
Academics/judges (full-time)	€575	€1055
Public Lawyers	€575	€1055
Corporate Counsel**	€690	€1055

\* 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 6 November 2019 at [www.ibanet.org/conferences/conf971.aspx](http://www.ibanet.org/conferences/conf971.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 an email confirmation of your registration within five days; if you do not, please contact [annie.dunster@int-bar.org](mailto:annie.dunster@int-bar.org).

## Fees include:

- Attendance at all working sessions
- Conference materials, including any available speakers' papers submitted to the IBA before 6 November
- 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
- Guided tour of Airbus Industries Finkenwerder site on Wednesday 13 November
- Continental breakfast on the Thursday of the Conference (14 November)
- Lunch on the Thursday of the Conference (14 November)
- Tea and coffee during breaks
- Attendance at Welcome reception

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 6 November 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/conf971](http://m.ibanet.org/conf971)

## 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 of registration fees

**Euro:** by cheque or bank draft, drawn on a euro zone 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 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 cheque drawn on a UK bank and converted at the current rate of exchange 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.

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 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 'CON971HAMBURG' 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.

---

## Hotel accommodation

A limited number of rooms have been reserved at the Sofitel Hamburg Alter Wall for the nights of 13 and 14 November 2019:

Sofitel Hamburg Alter Wall

Alter Wall 40

20457 Hamburg

Germany

Tel: +49 (0)40 369500

Email: H5395-RE@sofitel.com

The following rates are per room, per night and inclusive of buffet breakfast, service charges and local taxes.

### Superior Room City View: €200.00

Please contact the hotel directly (email H5395-RE@sofitel.com, Tel: +49 (0) 40 36950 2916 or Fax: +49 (0) 40 36959 2000) to make your reservation. The hotel requires a credit card number to secure your reservation.

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 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

If cancellation is received in writing at the IBA office by 18 October 2019, 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 18 October 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.

---

## Cancellation and no-show policy

Please note that any reservation cancelled more than three days in advance of the booked arrival date may be cancelled without charge. Any reservation cancelled less than three days in advance of the booked arrival date will be charged at 90% of the room rate. 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.

Please note that any reservation made after 18 October 2019 will be subject to availability and cannot be guaranteed at the special IBA rate. As a limited number of rooms have been blocked at the hotel, availability cannot be guaranteed once the room block is full.

Delegates are responsible for making accommodation reservations directly with the hotel and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions, and room rates (should these differ from the special IBA rate). The IBA cannot 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 HSBA is wheelchair accessible. Please notify us if you require special assistance.

# IBA App – additional functionality now added

– available from the App Store and the Google Play Store

The IBA App has been updated to become even more user friendly, providing you with the latest legal news, updates and content while on the move.

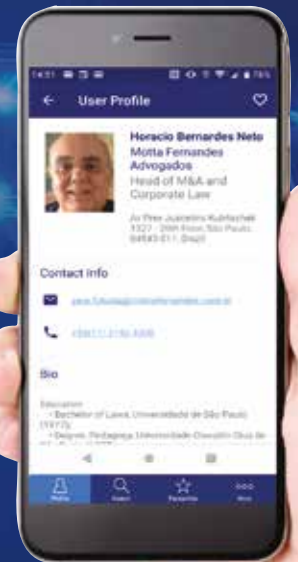
All new functionality is now available for the App in both the Apple Store and for the Android version in the Google Play Store.

### New functionality:

- Access to IBA Digital Content – with new articles, stories and items of interest available and updated daily
- The ability to download PDFs and podcasts from the IBA Digital Content library to your mobile device

### How do I access the App?

- Simply download the App (search for International Bar Association and download the IBA Members' Directory) via the Apple App Store or Google Play Store
- Login with your IBA membership user ID and password
- Search the full IBA Member Directory or update your My IBA profile



the global voice of  
the legal profession

Don't let valuable contacts pass you by, update your profile today!



# Registration form



## IBA International Sales and Distribution Conference

Digital Operations – Manufacturing, Supply Chains and Transportation in a Digital Environment

HSBA, Hamburg, Germany, 13–14 November 2019

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/CONF971.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF971.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 **6 NOVEMBER** ONLINE AT [WWW.IBANET.ORG/CONFERENCES/CONF971.ASPX](http://WWW.IBANET.ORG/CONFERENCES/CONF971.ASPX)  
IBA MEMBERS CAN REGISTER ONLINE BY **4 OCTOBER** FOR €????, PLEASE SEE 'INFORMATION' FOR FURTHER ONLINE REGISTRATION DETAILS.

HARD COPY REGISTRATION FORMS AND FEES RECEIVED:	on or before 4 October	after 4 October	amount payable
IBA Member	€765	€880	€
Non-Member*	€940	€1055	€
Young lawyers (under 30 years)	€575	€1055	€
Academics/judges (full-time)	€575	€1055	€
Public Lawyers	€575	€1055	€
Corporate Counsel**	€690	€1055	€

### SOCIAL FUNCTIONS

**Guided tour of Airbus**  I shall attend  I shall not attend NIL

**Welcome reception / Flying dinner**  I shall attend  I shall not attend NIL

**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/conf971.aspx](http://www.ibanet.org/conferences/conf971.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 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 converted at the current rate of exchange 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](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: [annie.dunster@int-bar.org](mailto:annie.dunster@int-bar.org) [www.ibanet.org](http://www.ibanet.org)

# International Bar Association Conferences 2019–2020



## 2019

**6 AUGUST 2019 SINGAPORE**  
Inaugural IBA Asia Arbitration  
Conference

**8 AUGUST 2019 BALI, INDONESIA**  
IBA-PERADI Corporate Counsel  
Conference

**6–7 SEPTEMBER 2019 FLORENCE, ITALY**  
23rd Annual Competition Conference

**21 SEPTEMBER 2019 SEOUL, SOUTH KOREA**  
Fundamentals of International  
Legal Business Practice:  
IBA Young Lawyers' Training

**22–27 SEPTEMBER 2019**  
COEX CONVENTION & EXHIBITION CENTER,  
SEOUL, SOUTH KOREA  
IBA Annual Conference 2019



**24–25 OCTOBER 2019 MILAN, ITALY**  
3rd IBA Litigation Conference on  
Private International Law

**30 OCTOBER – 1 NOVEMBER 2019 GRANGE  
ST PAUL'S HOTEL, LONDON, ENGLAND**  
9th Biennial Global  
Immigration Conference

**31 OCTOBER – 2 NOVEMBER 2019**  
TBILISI, GEORGIA  
IBA Europe-Caucasus-Asia Forum

**1–2 NOVEMBER 2019 BERLIN, GERMANY**  
7th Biennial Conference on Construction  
Projects from Conception to Completion

**6–8 NOVEMBER 2019 SÃO PAULO, BRAZIL**  
IBA Latin American  
Entrepreneurship Conference

**7–8 NOVEMBER 2019 BERLIN, GERMANY**  
6th Biennial Technology Law  
Conference

**7–8 NOVEMBER 2019 TORONTO, CANADA**  
The New Era of Taxation: What  
You Need to Know in a Constantly  
changing world

**13–14 NOVEMBER 2019**  
HAMBURG, GERMANY  
Digital Operations: 2019 –  
Manufacturing, Supply Chains  
and Transportation in a Digital  
Environment

**15 NOVEMBER 2019 MOSCOW, RUSSIA**  
11th Annual Mergers and Acquisitions  
in Russia and CIS Conference

**20 NOVEMBER 2019 LONDON, ENGLAND**  
4th IBA European Start-Up Conference

**21 NOVEMBER 2019 LONDON, ENGLAND**  
Private Equity Transactions Symposium

**21–22 NOVEMBER 2019 LONDON, ENGLAND**  
Building the Law Firm of the Future

**25–26 NOVEMBER 2019 TOKYO, JAPAN**  
Asia Pacific Mergers & Acquisitions  
Conference

**5–6 DECEMBER 2019 FRANKFURT, GERMANY**  
6th Annual Corporate  
Governance Conference

**6 DECEMBER 2019 MOSCOW, RUSSIA**  
13th Annual Law Firm  
Management Conference

## 2020

**20–21 JANUARY 2020 LONDON, ENGLAND**  
9th Annual IBA Finance &  
Capital Markets Tax Conference

**6–7 FEBRUARY 2020 PARIS, FRANCE**  
8th IBA European Corporate and  
Private M&A Conference

**26–28 FEBRUARY 2020 TOKYO, JAPAN**  
4th IBA Asia-based International  
Financial Law Conference

**2–3 MARCH 2020 LONDON, ENGLAND**  
25th International Private  
Client Conference

**8–10 MARCH 2020 LONDON, ENGLAND**  
21st Annual International Conference  
on Private Investment Funds

**12–13 MARCH 2020 ISTANBUL, TURKEY**  
23rd Annual IBA Arbitration Day

**25–27 MARCH 2020**  
AMSTERDAM, THE NETHERLANDS  
12th Annual Real Estate Investments  
Conference

**25–27 MARCH 2020**  
CARTAGENA, COLOMBIA  
Biennial IBA Latin American  
Regional Forum Conference



# 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.

### **International Sales Committee Overview**

As part of its activities, the International Sales Committee examines legal issues fundamental to the growth and development of international commerce.

The committee deals extensively with issues relating to international sales contracts, agency and distribution, cross-border acquisitions, warranties and financing of international sales.

In addition to reviewing the current legal position in different countries from a comparative perspective, the committee also examines international and supranational instruments, such as the United Nations Convention on the International Sale of Goods, Incoterms and the Uniform Customs and Practice for Documentary Credits, as well as, for example, relevant instruments of the European Union and Mercosur. The committee also focuses on law reform in the fields of law within its scope, and since 1997 has monitored and offered suggestions in connection with the proposed Hague Convention on International Jurisdiction and the Effects of Foreign judgments in Civil and Commercial Matters.

### **International Trade and Customs Law Committee Overview**

The International Trade and Customs Law Committee is a committee of the International Sales, Trade, Franchising and Product Law Section of the International Bar Association. The International Trade and Customs Law Committee is a forum for international practitioners, corporate counsel, academics and government officials to convene, exchange ideas and promote discussion of issues across the spectrum of international trade and customs law.

The International Trade and Customs Law Committee also works closely with bar associations and other organisations across the world to organise events and to ensure that the committee and its members are on the leading edge of international trade and customs issues.

### **Corporate Counsel Forum Overview**

The mission of the Corporate Counsel Forum is to be the pre-eminent forum within the IBA for discussion, education and spokespersonship by, for and among corporate counsel, respecting the proper role and expectations of the professional acting for a corporation. A comprehensive publications and programme effort furthers this mission. In particular, the forum wishes to assist its members in functioning effectively within corporate hierarchies, satisfying business objectives while rendering legal services to the corporation in accordance with the highest professional standards.

### **European Regional Forum Overview**

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

Since 2004 the forum has been developing and strengthening the existence of the IBA within the whole of Europe by promoting the goals of the IBA to members, non-members and others, disseminating professional know-how, and assisting the committees and other constituencies of the IBA to increase their presence in the different neighbouring regions of Europe, including parts of North Africa and the Middle East.

The goals of the forum include addressing current and long-term needs of professional organisations and individual members within the geographical reach of the forum, as well as increasing membership and participation in the IBA and integrating them within the organisation. The forum will also facilitate cross-border activity between lawyers and bars in different European countries. The forum has a particular focus on cross-disciplinary activities.

The forum seeks to facilitate relevant networking and information/experience sharing opportunities and encompasses the social and collegial interests of both members and potential members with other regional fora, the Corporate Counsel Forum and the Young Lawyers Committee and all LPD committees in general.

At present the forum has 7700 members and its numbers continue to increase as it becomes one of the most integrated and dynamic fora of the IBA.

### **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)