



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados



СОФИЙСКА
АДВОКАТСКА
КОЛЕГИЯ

Seminar presented by the UIA in collaboration with the Supreme Bar Council (SBC) and the Sofia Bar Council (Sofia BC), with the support of RICS Spain

Foreign Investment & Investment in Real Estate

SOFIA BULGARIA

Friday, April 12 & Saturday, April 13, 2019

With a welcome evening cocktail on Thursday, April 11

#UIAFDI



www.uianet.org

Bringing Together the World's Lawyers

UIA is the global and multi-cultural organisation for the legal profession, established in 1927 and now with members in 110 countries. UIA facilitates professional development and international exchange of information and ideas, promotes the rule of law, defends the independence and freedom of lawyers worldwide, and emphasizes friendship, collegiality and networking among members.

Promote
THE RULE
OF LAW

Develop
YOUR
NETWORK

Deepen
YOUR
KNOWLEDGE

Join the world's largest international network of lawyers

and benefit from a 50% discount on your membership fee during the seminar!

ORGANISING COMMITTEE

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Introduction

One of the main objectives of the European Union is the creation of an opportunity for free movement of people, goods and capital and real guarantees for this free movement. This objective is still relevant today and its achievement is one of the prerequisites for the development of the EU and of each member country. In times of globalization of the modern economy, the development of national economies in isolation, only in the territorial boundaries of the state, can not provide the necessary and expected by the people standard of living. That is why the European Union and each Member State are making efforts to create the necessary conditions for attracting foreign investment by creating an appropriate environment to stimulate and facilitate investment. Financial and economic incentives are not sufficient to attract foreign investment unless there is real legal stability - clear legal framework, transparent and predictable judiciary, real and consistent application of the rule of law in all spheres of public relations.

The purpose of the seminar in Sofia is to meet Bulgarian and foreign lawyers who consult companies investing in different countries within and outside the EU to share their experience about the incentives and problems for foreign investment and the way they deal with the problems.

In the second part of the seminar we will pay particular attention to investment in real estate. We will share experience and make a comparative analysis of the legislation of the foreign investment regime in Bulgaria and other EU countries as well as in non-EU countries. Lecturers will be lawyers from Spain, Greece, Brazil, Bulgaria and other countries who have real practical experience in foreign investment. Representatives of the Bulgarian Investment Agency, the Ministry of Economy and other state bodies as well as representatives of the business - the Association of Commercial Banks in Bulgaria and the Industrial Capital Unions in Bulgaria will take part in the seminar.

Mark your diaries now and make sure to register! **We are looking forward to welcoming you to Sofia!**



The UIA would like to thank the following partner:



Thursday, April 11

19:30 WELCOME COCKTAIL

GRAND HOTEL SOFIA
1, Gurko Street
1000 Sofia, Bulgaria

Friday, April 12

09:00 – 09:30 Registration of Participants

GRAND HOTEL SOFIA
1, Gurko Street, 1000 Sofia, Bulgaria

09:30 – 10:00 Welcome and Opening of the Seminar

- **Issouf BAADHIO**, *UIA President, Past President of the Burkina Faso Bar, Ouagadougou, Burkina Faso*
- **Tsetska TSACHEVA**, *Minister of Justice, Bulgaria – or her Representative*
- **Emil KARANIKOLOV**, *Minister of Economy, Bulgaria – or his Representative*
- **Danail KIRILOV**, *Member of the Parliament of the Republic of Bulgaria and Chairman of the Legislative Commission, Bulgaria*
- **Lozan PANOV**, *President of the Bulgarian Supreme Court of Cassation, Bulgaria – or his Representative*
- **Ralitsa NEGENTSOVA**, *President of the Supreme Bar Council of the Republic of Bulgaria, Bulgaria*
- **Ivaylo DANOV**, *President of the Sofia Bar Council, Sofia, Bulgaria*

10:00 – 11:00 PANEL 1: Foreign Investment – Conditions/Prerequisites for Good Investment Climate and for Good and Attractive Investment Environment

Moderator: • **Konstantin DIMITROV**, *UIA Director of Partnerships, Attorney at Law, Member of the Sofia Bar Association Board, Sofia, Bulgaria*

Speakers:

Working with foreign investment - Some tips from lawyer to lawyer

- **Eduardo LORENZETTI MARQUES**, *President of the UIA Foreign Investment Commission, Studio Lorenzetti Marques, Sao Paulo, Brazil*

What the foreign investors are looking for?

- **Borislav BOYANOV**, *Lawyer, Boyanov & Co. Law firm, Sofia, Bulgaria*
- **Peter ANDRONOV**, *President of the Association of Commercial Banks in Bulgaria, Executive Director of UBB /United Bulgarian Bank, Sofia, Bulgaria*

11:00 – 11:30 Coffee Break

11:30 – 13:00 PANEL 2: Foreign Investment in Bulgaria – Legal Regulations and Practice

Moderator: • **Katerina GRAMATIKOVA**, *President of the UIA Bulgarian National Committee, Dobrev & Lyutskanov, Sofia, Bulgaria*

Speakers:

Advantages to invest in Bulgaria/Why it is profitable to invest in Bulgaria

- **Stamen YANEV**, *Executive Director of InvestBulgaria Agency, Sofia, Bulgaria*

How to encourage FDI in Bulgaria

- **Evgeni KANEV**, *Doctor of Economics, Founder and managing partner of the investment advisory company Maconis LLC, Sofia, Bulgaria*

Relocation to Bulgaria - solutions for businesses and private investors. The Bulgarian Investment Immigration Programme

- **Lyuben TODEV**, *Lawyer, Dobrev & Lyutskanov, Sofia, Bulgaria*

Transformation of the model for providing administrative services - measures for improvement of the investment climate

- **Eleonora SERGIEVA**, *Lawyer, Popov and Arnaudov Law firm, Sofia, Bulgaria*

13:00 – 14:30 Lunch

14:30 – 15:30 PANEL 3: Protection of the Foreign Investment – Procedural Remedies

Moderator: • **Eduardo LORENZETTI MARQUES**, *President of the UIA Foreign Investment Commission, Studio Lorenzetti Marques, Sao Paulo, Brazil*

Speakers:

Litigation, arbitration and mediation in Italy: pros & cons of dispute resolution choices

- **Carlo DE NARO PAPA**, *Lawyer, De Naro Papa Studio Legale, Milan, Italy*

Arbitration – a guarantee for protection of the investment. Good practices and perspectives

- **Ivaylo DERMENDJIEV**, *Lawyer, Simeonov & Dermendjiev Law firm, Sofia, Bulgaria*

Enforcement as a guarantee of investment protection

- **Borislav BELAZELKOV**, *Judge of the Bulgarian Supreme Court of Cassation, Sofia, Bulgaria*

15:30 – 16:00 Coffee Break

16:00 – 17:00 PANEL 4: Protection of the Foreign Investments – Actual Questions

Moderator: • **To be confirmed**

Speakers:

- **Mariya ENDREVA**, *Lawyer, Dobrev & Lyutskanov, Sofia, Bulgaria*
- **Boriana MUSSEVA**, *Lawyer and Professor of International Private Law in Sofia University, Sofia, Bulgaria*
- **Lena BORISLAVOVA**, *Law firm Djingov, Gouginski, Kyutchukov & Velichkov, Sofia, Bulgaria*

20:00 Optional Dinner

BILYANA Restaurant

Departure from the GRAND HOTEL SOFIA by bus at 19:30

Ulitza Akademik Boris Stefanov 9

1700 Studentski Kompleks, Sofia, Bulgaria

09:00 – 09:30 Registration of Participants

GRAND HOTEL SOFIA

1, Gurko Street, 1000 Sofia, Bulgaria

09:30 – 10:30 PANEL 1: Investment in Real Estate – World Tendencies. Potential Problems and Possible Solutions. Investment in Real Estate – The most Secure Active in Times of Financial Crisis

Moderator: • José Antonio PÉREZ BREVA, *President of the UIA Real Estate Law Commission, JAP, Barcelona, Spain*

Speakers:

The Crisis in Greece and its reflection on the investment in Real Estate

• Nikolaos ARGYRIOU, *Lawyer, LawGreece, Thessaloniki, Greece*

Real estate: Main phases of the investment implementation

• Nora KYUCHUKOVA, *Lawyer, Popov and Arnaudov Law firm, Sofia, Bulgaria*

• Hugues LETELLIER, *Lawyer, Duo Legal - Bassano Avocats, Paris, France*

• Michaela LASHOVA, *RICS, Cushman & Wakefield Forton, Sofia, Bulgaria*

10:30 – 11:00 Coffee Break

11:00 – 12:00 PANEL 2: Investment in Real Estate in Bulgaria. Specifics of the National Regulations

Moderator: • Stefan MARCHEV, *Lawyer, Member of Sofia Bar Governing Board, Sofia, Bulgaria*

Speakers:

Methods for acquisition and registration of real estate transactions in Bulgaria

• Valia GIGOVA, *Lawyer, Member of the Supreme Bar Council of the Republic of Bulgaria, Sofia, Bulgaria*

Investing in real estate in Bulgaria – taxation issues

• Liubomir VLADIKIN, *Lawyer's partnership Vladikin, Slavov and partners, Sofia, Bulgaria*

Restrictions on the acquisition of real estate by foreign citizens. The court practice

• Emanuela BALEVSKA, *Judge of the Bulgarian Supreme Court of Cassation, Chairperson of Second Civil Division of Bulgarian Supreme Court of Cassation, Sofia, Bulgaria*

12:45 – 13:15 Closing Remarks and Discussion

• **Moderator:** • Valia GIGOVA, *Lawyer, Member of the Supreme Bar Council of the Republic of Bulgaria, Sofia, Bulgaria*



All the information relative to our seminars is available on our Website
www.uianet.org

GENERAL INFORMATION

SEMINAR VENUE

GRAND HOTEL SOFIA

1, Gurko Street
1000 Sofia, Bulgaria
T +359 (2) 811 08 11

CONTINUING LEGAL EDUCATION

Every participant attending the seminar will receive a "Certificate of Participation" at the end of the event that may be used to obtain "Credits" for "Continuing Legal Education" – "Continuing Professional Development" purposes, depending on national rules.

For more information, please contact the UIA.

LANGUAGE

The working language will be **English, Bulgarian and French** with simultaneous translation.

REGISTRATION FEES

	On or before March 12	From March 13
<i>*Amounts exclusive of VAT</i>		
UIA MEMBER	<input type="checkbox"/> € 350*	<input type="checkbox"/> € 400*
UIA MEMBER - YOUNG LAWYER (<35) **	<input type="checkbox"/> € 300*	<input type="checkbox"/> € 350*
NON-MEMBER	<input type="checkbox"/> € 400*	<input type="checkbox"/> € 450*
NON-MEMBER - YOUNG LAWYER (<35) **	<input type="checkbox"/> € 350*	<input type="checkbox"/> € 400*
BULGARIAN PARTICIPANTS	<input type="checkbox"/> € 110*	<input type="checkbox"/> € 150*

Fees include:

- Attendance at all working sessions
- Welcome cocktail on April 11
- Lunch on April 12
- Seminar documentation
- Coffee breaks on April 12 & 13

The dinner on Friday, April 12 is optional and **at additional charge**.

*** The VAT (20%) can be applied to the amount stated above according to the European Directive 2006/112/CE of November 28, 2006. If you provide an EU VAT ID number, the VAT will not be charged.** For more information, please contact the UIA.

**** Please attach proof of age to the registration form to benefit from young lawyers fee.**

Please note that the number of places at the seminar is limited. The organisers reserve the right to refuse registrations in the event of excess applications.

In order for your name to appear in the **list of participants**, which will be distributed during the seminar, your registration form must be received by **March 28** at the latest. An updated electronic list will be sent by email to all the participants after the seminar.

HOTEL RESERVATION

A limited number of rooms has been pre-booked at a preferential rate. Reservations should be made directly through the hotel. Credit card details must be given in order to secure your reservation. Please note that the number of rooms is limited. We recommend that you proceed with your reservations as soon as possible.

HOTELS

GRAND HOTEL SOFIA (5*)

Seminar venue
1, Gurko Street, 1000 Sofia, Bulgaria
T +359 (2) 811 0811
E reservations@grandhotelsofia.bg
www.grandhotelsofia.bg

Reservations should be made: • **By phone: +359 (2) 811 0811** mentioning "UIA Seminar"
• **Online** using the following booking Link and indicating the **Group Attendee Code: UIA Seminar**
<https://reservations.travelclick.com/97316?userType=GRP>

RAMADA SOFIA CITY CENTRE (4*)

At 2km from the Seminar Venue
131, Maria Louisa Blvd., 1202 Sofia, Bulgaria
T +359 (2) 933 8888
E reservations.sofia@bgprincess.com

RATES

Superior room **EUR 130**
Executive room **EUR 150**
Double occupancy **€ 27** per night
Breakfast and taxes included
Excluding € 0.67 of tourist tax per person, per night, to be paid directly at the moment of the check out

Business Single room **EUR 75**
Business Double room **EUR 85**

Breakfast, city tax and taxes included

Please download the hotel reservation form from our Website: www.uianet.org

CANCELLATION AND GENERAL CONDITIONS

CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than March 12, 2019**. No refund will be made for cancellations received after this date.

VISAS

Anyone who requires a visa invitation letter in order to attend the seminar should register and pay their registration fees **no later than March 12, 2019** to ensure there is enough time to obtain a visa.

All cancellations will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total registration fees no later than March 12, 2019**.

If you register after this date, only 50% of the amount paid minus €50 + VAT to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the seminar**. Cancellations must be accompanied by a **proof of visa refusal**.

If your visa is issued after the seminar date or if you do not have proof of visa refusal, you will not be entitled to a refund.

GENERAL CONDITIONS

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

The UIA reserves the right to cancel or postpone the seminar to a later date, change the seminar venue and/or programme, make any corrections or modifications in the information published in the seminar programme and cancel any invitation to participate in the seminar, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the seminar are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

FORMALITIES

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the seminar because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.

FORCE MAJEURE

“Force majeure” means any events external to the parties, of both an unforeseeable and insurmountable nature that prevents either the client or the participants, or the agency or service providers involved in organising the seminar, from executing all or part of the obligations provided for in the present agreement. By express agreement, such will be the case in the event of a strike affecting the means of transport, hotel staff, air traffic controllers, an

insurrection, a riot or any prohibition whatsoever decreed by governmental or public authorities.

It is expressly agreed that for the parties, a case of force majeure would suspend the execution of their reciprocal obligations. At the same time, each of the parties shall bear the burden of all the expenses incumbent upon them, resulting from the case of force majeure.

HEALTH

The organisers decline any responsibility in case of any health problems existing prior to the seminar that may lead to complications or be aggravated during the entire period of the stay: pregnancy, cardio-vascular problems, any allergies, special diets, any disorders under treatment and not yet consolidated on the day the seminar starts, psychic or mental or depressive illness, etc. (Non exhaustive list).

PERSONAL DATA PROTECTION

The personal data that you communicate to us shall be processed by the International Association of Lawyers (UIA – Union Internationale des Avocats), with its registered office at 20 rue Drouot, 75009 Paris (Tel: +33 1 44 88 55 66 - Fax: +33 1 44 88 55 77 - privacy@uianet.org), in accordance with Act No. 78-17 of January 6, 1978 relating to data, files and freedoms and Regulation No. 2016/679 on data protection, as of its entry into force on May 25, 2018. Your data will be managed by UIA's General Services, Events and Accounts Section:

- For the purpose of administering your registration for the event and your on-site access to the event;
- In order to pay for the selected services - your bank details will be deleted after receipt of your payment;
- In order to communicate information messages from UIA.

To the extent necessary for the execution of their respective tasks, our subcontractors in charge of our seminar organisation, our IT infrastructure, our management, the production and maintenance of our website and extranet, are likely to gain access to your data from time to time. Their servers are located in the European Union.

Data relating to your participation in the event shall be stored for a period of 10 years. We are obliged to archive billing data until the end of the period required for our tax and accounting obligations, i.e. for 7 full tax years. We shall store your contact information to keep you informed until you ask us to stop. You have the right to access your data and have it corrected if necessary. You may object to any processing of your data undertaken by us for the purposes of our legitimate interests. If you wish for more information, or to lodge a complaint, please contact CNIL (French Data Protection Authority).



Union Internationale des Avocats
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Foreign Investment & Investment in Real Estate

SOFIA, BULGARIA

FRIDAY, APRIL 12 & SATURDAY, APRIL 13, 2019

Register online at: www.uianet.org

or please complete and return this form, by email, fax or post, to:

UIA (International Association of Lawyers)

20 rue Drouot, 75009 Paris, FRANCE

Tel: +33 1 44 88 55 66 ■ Fax: +33 1 44 88 55 77 ■ Email: uiacentre@uianet.org

Family Name:

First Name:

UIA Identification number (if you already have one): M I _____

Firm:

Address:

Post Code: City:

Country:

Tel: Fax:

Email:

Date of Birth:

EU VAT ID-Number:

Special requests (special diet, allergies, handicap...):

Arrival/departure times & flight numbers:

Hotel:

SEMINAR REGISTRATION FEES

<i>*Amounts exclusive of VAT</i>	On or before March 12	From March 13
UIA MEMBER	<input type="checkbox"/> € 350*	<input type="checkbox"/> € 400*
UIA MEMBER - YOUNG LAWYER (<35) **	<input type="checkbox"/> € 300*	<input type="checkbox"/> € 350*
NON-MEMBER	<input type="checkbox"/> € 400*	<input type="checkbox"/> € 450*
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BULGARIAN PARTICIPANTS	<input type="checkbox"/> € 110*	<input type="checkbox"/> € 150*

** The VAT (20%) can be applied to the amount stated above according to the European Directive 2006/112/CE of November 28, 2006.*

If you provide an EU VAT ID number, the VAT will not be charged.
For more information, please contact the UIA.

** Please attach proof of age to the registration form to benefit from young lawyers fee.

SEMINAR SOCIAL ACTIVITIES

Please indicate below whether you plan to attend the following events **included** in the cost of your registration.

- Welcome Cocktail – Thursday, April 11
 Lunch – Friday, April 12

OPTIONAL DINNER

(**not included** in the registration fees)

- Optional Dinner – Friday, April 12

• Please book person(s) for the dinner

€ 45 (Excl. VAT) x ___ / pers

Total (C) (Excl. VAT) €

TOTAL

TOTAL (A) Excl. VAT – Registration Fees €

TOTAL (C) Excl. VAT – Optional Dinner €

TOTAL (A + C) Excl. VAT €

VAT if applicable (20%)* €

If you provide an EU VAT ID number, the VAT will not be charged.

TOTAL (A + C + VAT) €

* **The VAT (20%) can be applied to the amount stated above according to the European Directive 2006/112/CE of November 28, 2006. If you provide an EU VAT ID number, the VAT will not be charged.** For more information, please contact the UIA.

CANCELLATION CONDITIONS AND GENERAL CONDITIONS

I, the undersigned, confirm having read and accepted the cancellation policy and the general terms and conditions given on page 6 of the registration programme. My registration will only be taken into account after receipt of my payment.

The participant is aware that his/her image and/or voice may be recorded or filmed during the entire duration of the seminar and, by signing this registration form, grants UIA the right to use, reproduce and distribute the concerned images and recordings by any known or unknown means and on all types of media, for an unlimited duration, completely free of charge.

The undersigned acknowledges having been informed of the processing of the personal data contained in this form by UIA, as detailed on page 6 of the registration programme.

METHOD OF PAYMENT

- By bank transfer in €, without charges to the payee, in favour of the Union Internationale des Avocats, quoting “2019 Sofia Seminar”, to the following bank and account:

Société Générale – Paris Elysées Entreprise – 91 avenue des Champs Elysées – 75008 Paris – France

BIC / SWIFT N°: SOGEFRPP

IBAN: FR76 3000 3033 9200 0503 4165 164

Kindly attach a copy of your bank transfer order to your registration form

- By credit card: Visa Mastercard

Card N°: _____ Expiry date: __ / __ 3 digits: ___

Name of card holder:

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of € (EUR)

Date: / /

Signature: