



# Expo Real 2017

How a professional services network & advisors can assist in multi-jurisdictional Real Estate projects

IR Global and our Real Estate members at The Expo Real 2017



**SKINNER + COMPANY**

**WINTERTALING** | ADVOCATEN & NOTARISSEN

## Who Are IR Global?

IR Global is the fastest growing professional service firm network in the world with 850+ members, providing legal, accountancy and financial advice to companies and individuals across 150 jurisdictions.

The group's founding philosophy was based on bringing the best of the advisory community into a sharing economy; a system which is ethical, sustainable and provides significant added value to the client. Businesses today require more than just a lawyer or accountant. IR is at the forefront of this transition with members connecting clients and offering strategic development support. Each member is carefully vetted and recognised for their knowledge on local business, political and economic environments. The group is renowned for its high ethical standards, innovative approach and niche expertise. All major world languages are spoken.

*"IR Global is committed to working with like-minded member firms, clients and strategic partners to make a positive difference in business and society."*



### Ross Nicholls

Business Development Director

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Ross has spent his whole career working with and developing brands in a business to business environment. Focusing on the creation and solution of networking complexities on a worldwide basis, has helped lead IR to the forefront of the industry. He is responsible for member vetting and new applications to the group.

Ross works extensively with the IR Real Estate group focusing on development and future collaborative initiatives.



### Rebecca Burden

Head of Client Management

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Rebecca's career has focused on developing business relationships and communication strategies between firms internationally and within IR, those with a Real Estate focus.

Within IR Global Rebecca leads the Client Management team to work alongside its members in developing marketing plans and strategies, organising international events and ensuring our members are working together successfully..



The role of the advisor is changing with professionals becoming more proactive on behalf of their clients in sourcing potential deals and opportunities. IR Global and members of their Real Estate group are attending the Expo together to highlight how real estate projects can be assisted by and develop through professional services advisors such as IR global.

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### Overview of the Expo

EXPO REAL is Europe's largest real estate and investment trade fair. It represents the whole supply chain of the international real estate sector—all the important sectors are there, from conception and design through investment and financing, realization and marketing to operation and use. Learn more about EXPO REAL and the trade fair profile. With more than 1,800 international exhibitors and about 39,000 participants the who is who of the Real Estate industry will be meeting here.

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### Benefits of co-exhibiting

- The Expo is Europe's biggest meeting place for the property industry: Ideal conditions for networking on the level of decision-makers.
- Make valuable contacts: about 39,000 decision-makers from 77 countries and 1,800 exhibitors as potential business partners, clients and connections to fellow IR members.
- International marketplace for projects and investment plans.

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### Discussion at Networking Forum

During the Expo a panel of our co-exhibitors will be participating in a discussion and networking forum to the Expos attendees. The title and topic are below:

**"How a professional services network & advisors can assist in multi-jurisdictional Real Estate projects"**

The role of the advisor is changing with them becoming more proactive on behalf of their clients in sourcing potential deals and opportunities. The session will discuss how real estate projects can be assisted by and develop through professional services advisors made up of boutiques and mid-sized firms working in multijurisdictional teams.

We will discuss the advantages of working with boutiques and mid-sized firms over large big city firms; partner led, better service, more flexible and lower cost.

Join us on **Friday, 6 October 2017, 11:20 – 12:20, Hall A1 stand 250.**

# IR Global Member Coverage

Global representation in 155 Jurisdictions

**North America    Europe**

**26%**

**29%**

**10%**

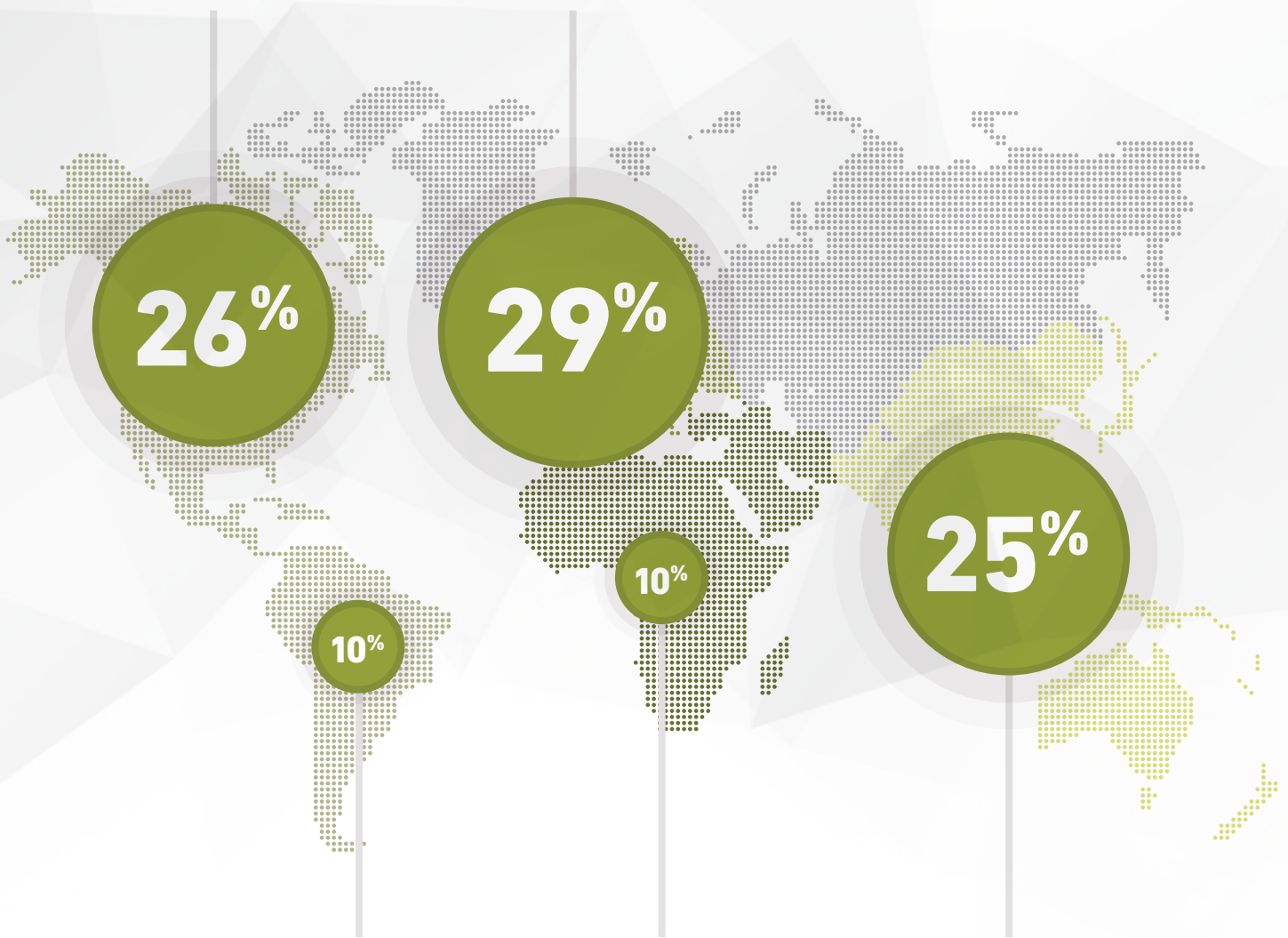
**10%**

**25%**

**Latin America**

**Africa & Middle East**

**Asia Pacific**





# Our Audience



## Business Channels

IR Global has a large and varied clientele who utilise the group and our members to fulfil their cross border advisory requirements. Clients benefit from our unrivalled global coverage, niche expertise across many practice areas and sectors, high quality service offering and cost effective billing.

- Senior Management of Mid-Market and SME Businesses
- Finance Providers (PE, VC & Banks)
- In-house Counsel of International Corporations
- High Net Worth Individuals and Family Offices
- Government and Public Sector
- Preferred International Partner for Professional Services Firms

## Clients Include:

UBS   Santander   Meliá Hotels International   GE   ORACLE   SNC LAVALIN   EBRD  
Sberbank   VTB Bank   Port of Beirut   Order of Engineers & Architects   Order of Physicians  
The Sherwin-Williams Company   Carolina Healthcare System   Sunrise Global Marketing  
DNP Imagingcomm   Lufthansa   Facebook   MindTree Ltd   CompuExpert   Politecnico  
di Milano   Port Waratah Coal Services   Sportscover   Jurox   UC Berkeley   Sustainable  
Travel International   World Bank Group   Nordstrom   Meridian Credit Union   GQR  
Research   Allianz Global Assistance   Jura   Miele   Finnish Institute in the Middle East  
Legal Cell   Santarelli   Hilton Hotels   International Meal Company   Draco Rosa   MR  
Price   Jones Lang Lassalle   Wipro Technologies Nigeria Limited   Intel   Tektronix   Oracle  
Anghami   Appleton   SOCAN   Fred Hollows Foundation   Indiegogo   Universal Aviation



FROM BELGIUM, CO-EXHIBITING WITH IR GLOBAL AT EXPO REAL 2017

IR Global  
Co-exhibiting  
Members



## Yves Lecot

### General Manager

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Dr. Yves Lecot is Founding Partner of COMPTAFID-Benelux BV NV. He is specialized in providing comprehensive accounting-, tax- and legal advice in real estate transactions and project developments including their financing in all branches of Real Estate but also international factoring financing. Additionally he advises as well as multi-nationals as small & medium sized companies to optimize their structures and to apply the best and most correct VAT and registration tax for their investments in Belgium. Several tax incentives are used in order to obtain the best final result for the investor. On the private side, he and his company organize and maintain the Family Foundation in Belgium as an alternative for the inheritance planning.

As an accountant, specialized in Forensic accountancy, Yves published several articles on this theme in Finance Monthly and last year, Yves won the price "M&A accounting – Forensic accountancy Advisory Firm for Belgium". Furthermore COMPTAFID Benelux BV NV won also "The Cross Border Advisory Firm of the Year 2017 for Belgium".

Yves Lecot has obtained his Master in Mathematics, Physics and Economy. Specialized himself in Taxation and is a member firm in different national and international accounting- and tax organisations. He and his company have been accepted as Accounting specialists by the Belgium Institute for Accountants and Tax Advisors for now more than 30 years. On several occasions he is a well accepted speaker on Accounting, Taxation in Real Estate as well as other items related to these subjects.



## Jeroen Lecot

### Business Development Manager

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Jeroen Lecot is Business Development Manager at Comptafid Benelux NV/SA

Jeroen is a graduate in International Business Management and has been given the task to develop the business of Comptafid Benelux by attending national or international networking events and by following up any interesting lead. Jeroen also acts as a consultant for the clients of Comptafid Benelux. Whenever a client would like to expand their business outside of Belgium, we also have the opportunity to advise our clients on certain points such as market research or collaboration information.

Jeroen is also part of the Flanders-China Chamber of Commerce and several international groups in Shanghai.

In February 2017, Jeroen attended the first IR Global conference in Barcelona. He found it very useful and interesting to meet professionals active in the same industry. After Barcelona, Jeroen also attended the IR Global conference in Singapore and Comptafid Benelux will also be present at the annual conference in Berlin.

Recently Jeroen has been focusing his time on the company's biggest client. This particular client specializes in the production of knitwear for luxury brands and is active in Italy, China and Tunisia. He was tasked to give an overview of the Chinese market and its possibilities regarding potential clients, machinery, facilities and sub-contractors. Jeroen also introduced this company to various well known luxury brands and his goal was to set up a potential collaboration, in which he already succeeded.



**Comptafid Benelux is a Belgian company established in Brussels since 1978 and Antwerp since 1995. The company's main activity is accountancy and tax advice (both national and international).**

Other than its own services, Comptafid Benelux guides its clients to different specialists on the Belgian market such as notary firms, law firms, insurance brokers, real estate and financial specialists, marketing and publicity firms, etc.

Comptafid Benelux services Belgian clients and simultaneously maintains a focus on foreign clients to guide them with both their Belgian and international transactions.

Headquartered in the capital of Europe, Brussels, Comptafid Benelux is committed to produce high quality work on a personal basis, delivered and aimed at practical solutions.

With many international experiences, Comptafid Benelux emphasizes on the knowledge of languages and is sensitive to different legal cultures. Languages such as English, French, Dutch and German are commonly spoken in the company.

Comptafid Benelux has a very competitive price, this is the result of detailed hourly billing and low fixed costs.

Comptafid Benelux makes sure that there is an excellent price/quality ratio.

Since 1985 Comptafid Benelux extended her activities to Switzerland. In 1996 a new company was established, Comptafid Schweiz. A full range of services such as accountancy, financial planning, corporate trust and legal services are provided. The clients of Comptafid Schweiz range from listed multinationals to individual entrepreneurs.

To improve the service to its clients, Comptafid Benelux is part of the European network of independent consultants Transnational Taxation Network (TTN). TTN is a multi-disciplinary association of tax, accounting and trust practitioners.

The common factor is an expertise in taxation and the will to provide a personal service.

 [WWW.COMPTAFID.BE](http://WWW.COMPTAFID.BE)

### What are you hoping to achieve by attending the ExpoReal?

Find foreign entities who want to invest in Belgium for Real Estate and guide them on the legal, tax- and accountancy regulations in Belgium.

### What are the current developments within Real Estate within your jurisdiction?

There has never been so much Real Estate development in Belgium the last five years.

### Why choose to co-exhibit with IR and your fellow members?

Not only because they are the best, but this organisation is a real benefit for all the members.



FROM GERMANY, CO-EXHIBITING WITH IR GLOBAL AT EXPO REAL 2017



## Dr. Peter Diedrich

### Managing Partner, Founding Partner

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Dr. Peter Diedrich is the Managing Partner of DSC Legal and specialises in advising national and international clients in nearly all aspects of real estate investments in Germany.

For more than 20 years, he has been advising clients in real property acquisitions, investments and financing. Peter also has experience and expertise in mergers and acquisitions, corporate law, and international arbitration. He is a double qualified lawyer with admission in Germany and Poland and appointed as notary public in Berlin.

After having successfully completed his parent house apprenticeship at Siemens, Peter studied law at Freie Universität Berlin and passed his bar exam in Berlin in 1989. From 1989 until 2010, Peter worked as an attorney-at-law and partner at law firms such as Gaedertz, Haarmann Hemmelrath, Ernst & Young and Olswang. In 1994, Peter received his doctor's degree from the Faculty of Law of Freie Universität Berlin. In 1997, Peter was officially appointed as a notary in Berlin. He is also admitted to the Polish Bar (Adwokat).

Since April 2013, Peter is Global Chair of the Real Estate practice group of IR Global, a multi-disciplinary professional services network that provides advice to companies and individuals across 155+ jurisdictions. He has served since 2001 as Chairman of the executive board of the Association of German-Polish Jurists (Deutsch-Polnische Juristen-Vereinigung).



## Dr. Istvan Szabados

### Founding Partner

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Dr. Istvan Szabados is a founding partner of DSC Legal.

He is specialized in providing comprehensive legal advice in real estate transactions and project developments including their financing in all branches (office, residential, hotel, nursing, logistics, retail). Furthermore, he advises on M&A transactions in the area of renewable energies (solar, wind). His expertise encompasses also the structuring of joint ventures and legal advice in relation to asset and property management issues.

Dr. Istvan Szabados studied law in Berlin, Kingston-upon-Thames (UK) and Sydney (Australia), and passed his bar exam in 2002. Prior to the foundation of DSC LEGAL in 2010, he has been working in law firms such as Freshfields Bruckhaus Deringer, Olswang, and FPS. Istvan received his doctor's degree from the Faculty of Law of Europa-Universität Viadrina Frankfurt (Oder) in 2013, and was appointed as a Notary in Berlin in 2017.



DSC Legal focuses on rendering legal advice and providing notary services with respect to real estate, startup & venture capital, banking & finance, property construction, and renewable energy projects.

We are highly experienced in the aforementioned areas and have special expertise in advising national and international clients, which we have gained in the course of working as professionals in large and medium-sized international law firms for many years.

Clients value our efficiency, fast reaction time, high-quality advice and trusted relationship. They value in particular the consistent engagement of our partners and advisory team throughout the client relationship.

As a modern law firm, DSC Legal is obliged by the highest professional values for the clients' benefit. We combine the ability to find legally sound solutions with entrepreneurial thinking, personal integrity and intercultural sensitivity. In

other words: our clients feel that they are in good hands with us! Based on this motto, the team of DSC Legal has been efficiently and successfully advising clients, including numerous national and international institutional investors, real estate companies and high net worth individuals, for many years.

➤ [WWW.DSC-LEGAL.COM](http://WWW.DSC-LEGAL.COM)

## What are you hoping to achieve by attending the ExpoReal?

ExpoReal is an ideal opportunity to meet with our clients from Germany and around the world, as well as to develop new relationships. As the premier international forum for the real estate industry, no other event brings together as many players at one place and time.

## What are the current developments within Real Estate within your jurisdiction?

We see interest in German property from domestic and international investors continuing for some time. Between low bond yields and Germany's role as a safe haven from instability around the world, competition among investors for German property will likely intensify. Office, logistics, hotels and other alternative properties offer good opportunities for stable returns. Transaction volumes in logistics – driven by online retailing – and in the care sector – driven by ageing demographics – have seen all-time highs. While yields will likely remain low for the foreseeable future, solid opportunities abound for savvy investors.

## Why choose to co-exhibit with IR and your fellow members?

For clients in the real estate sector seeking the attentiveness of a boutique law firm combined with technical excellence, IR Global offers an alternative to the large, international law firm. With one member in a client's home jurisdiction serving as their primary advisor and liaising with top-caliber attorneys from around the world, we can provide an integrated service worldwide. We are excited to be co-exhibiting with IR and our fellow members in order to tell this story.



FROM US - NEW YORK, CO-  
EXHIBITING WITH IR GLOBAL



ROSENBERG & ESTIS, P.C.

## Michael E. Lefkowitz

### Partner

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Michael Lefkowitz specializes in representing clients in commercial real estate transactions throughout the US with a concentration on deals in New York City. For years he has been representing lenders and borrowers in completing complex financing transactions and also in the workout of troubled loans. Since joining Rosenberg & Estis, he has greatly expanded the firm's expertise in the representation of private commercial lenders in making first mortgage and mezzanine loans, as well as lender to lender participations and note financings. Mr. Lefkowitz has a national practice representing lenders, sponsors and equity investors in the purchasing, sale, financing and leasing of real estate in all types of asset classes.

His broad skill set provides him with the knowledge of the numbers behind a deal, the real value of a project, and whether a transaction truly makes sense.



In its forty plus year history, Rosenberg & Estis has made its mark on the New York skyline. From the outset, the firm's concentration has been solely on real estate, giving its lawyers a vast breadth of knowledge, expertise and a stronger perspective when representing its clients' interests.

Rosenberg & Estis provides representation and advice throughout every aspect of a real estate transaction, from performing due diligence and evaluating financing to handling joint ventures, acquisitions and leasing. In addition to bringing significant intelligence about the New York real estate market and real estate law, the firm's lawyers have deep experience performing as thought partners for owners, developers, not-for-profit corporations, educational institutions, deal sponsors, equity investors and lenders in both the real estate transaction and in all courts, from landlord-tenant, State Supreme Court, Federal District Court and through all applicable appellate courts.

The firm is known for its tenacious representation in every aspect of commercial and residential real estate litigation, transactions, administrative law proceedings and appeals. The firm's comprehensive real estate practice rewards clients with thoughtful and agile lawyers that provide continuity of representation no matter what issue they face, in

one of the most expensive and competitive markets in the country.

With over 80 attorneys, Rosenberg & Estis topped The Real Deal Magazine's list of the biggest real estate practices in New York for two years running. Built on long-term relationships and results, these lawyers win and maintain the respect of clients and peers alike based on excellence and outcomes.

[WWW.ROSENBERGESTIS.COM](http://WWW.ROSENBERGESTIS.COM)

### What are you hoping to achieve by attending the ExpoReal?

To heighten the exposure internationally of Rosenberg & Estis, P.C. as the premier law firm practicing real estate law and litigation in New York City and throughout the United States.

### What are the current developments within Real Estate within your jurisdiction?

A significant current development is that New York City has re-established a real estate tax benefit program so that developers of market rate rental housing can receive real estate tax breaks by agreeing to create a percentage of units as affordable housing units.

### Why choose to co-exhibit with IR and your fellow members?

It is a collaborative and cost-effective way to brand Rosenberg & Estis, P.C. internationally with peer firms.



FROM CANADA, CO-EXHIBITING WITH IR GLOBAL AT EXPO REAL 2017



## Jayson Schwarz

### Senior Partner

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Jayson Schwarz LLM is the founder and senior partner of Schwarz Law LLP and in almost 40 years of practice has acted for clients at every level of complexity and size. The bulk of his practice is devoted to solving commercial and real estate puzzles.

Whether it is organising a land acquisition and the necessary financing or assisting in a complex estate planning scenario, Jayson excels in out of the box solutions and creative thinking, that lead to economic success, tax savings and personally satisfying the needs of his clients. Experience in the real estate industry on a personal level is bolstered by his close relationships with many of the largest builders and land developers in Ontario.

Jayson has been a member of BILD (the "Building and Land Development Association") for many years; has lectured for the Ontario Government Taron Warrant Program to new homebuyers; is the resident real estate legal writer for numerous commercial and residential real estate magazines with many published articles and is often asked to quote by National publications, and television on real estate matters.

Under his aegis, the firm has been involved in many international commercial transactions, involving various American, Caribbean, South American, African and European jurisdictions.



## Evonne Finnegan

### Partner

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Evonne graduated from the Law Society of Ireland in 2007 having previously obtained an LL.B in Law and European Studies from the University of Limerick, Ireland. Evonne was also admitted to practice law in Northern Ireland in 2011 and in England and Wales in 2014. Evonne was called to the Bar of Ontario in 2015. Evonne is a member of the Canadian Bar Association and the Ontario Bar Association.

Evonne has practiced extensively, as a senior lawyer, in the areas of Commercial and Residential Real Estate Law, Commercial and Residential Real Estate Litigation, Estates and Administration Law, and Family Law in Ireland and Northern Ireland. Evonne is a member of the Business Network International referral group.

Evonne joined the team at Schwarz Law LLP in April 2015 and is a Partner, practising primarily in the areas of Commercial and Residential Real Estate Law and Estate Planning Law.





Schwarz Law LLP has the expertise to serve you in a variety of practice areas. Our goal is to provide our clients with the best possible representation. Backed by years of experience, our lawyers are dedicated to providing guidance for growth; whether personal, professional or as part of your business team.

Schwarz Law LLP is a full service real estate and business boutique law firm capable of truly assisting clients in achieving their desired results. For anyone wishing to invest in, joint venture, acquire, sell or be involved at the simplest or most complicated level of real estate or business transactions domestically (Ontario, Canada) or internationally, Schwarz Law LLP is the perfect partner to satisfy all of their legal needs.

➤ [WWW.SCHWARZLAW.CA](http://WWW.SCHWARZLAW.CA)

### What are you hoping to achieve by attending the ExpoReal?

As a boutique Canadian law firm we hope to extend our reach across the ocean to assist Europeans and other attendees in taking advantage of the stable, lucrative real estate market in Ontario. It is our hope that the opportunities that occur at ExpoReal can be turned into relationships.

### What are the current developments within Real Estate within your jurisdiction?

Our market remains on the upswing. In the Greater Toronto area there is remarkable opportunity for growth in commercial and residential development. Outside the GTA, there is remarkable opportunities to invest in agriculture and forestry for those with a long term world view.

### Why choose to co-exhibit with IR and your fellow members?

Enhancing the relationships between law firms leads to a more comfortable environment where our cross referrals are made in confidence. By being able to offer a comprehensive solution to our clients we encourage commitment. There is a certain strength that projects itself to clients when they see what appears to be an international consortium totally capable of servicing all of their needs in a one stop approach. The group that has made this commitment will hopefully grow closer and in so doing have the strength of many as opposed to one.



FROM US - ARIZONA, CO-EXHIBITING WITH IR GLOBAL AT EXPO REAL 2017



## Todd Skinner, CPA

### Principal

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Todd is principal with Skinner + Company, a widely recognised accounting firm. A CPA, he has practiced in Phoenix for 30 years working with clients in a variety of industries that include real estate, healthcare, and manufacturing. Although Arizona based, Skinner + Company, through Todd's contacts, serves clients throughout the US and in many jurisdictions outside the US.

Todd oversees tax planning and compliance for the firm and consults with businesses and individuals on a variety of tax and accounting issues, including income tax, real estate transactions, estate and gift planning and compliance and trust design, international issues, and business acquisitions and dispositions.

Todd earned his Masters of Accountancy-Tax from Brigham Young University, where he also received his Bachelor of Science Degree. He is a Certified Public Accountant in the State of Arizona. He is a member of both the American Institute of Certified Public Accountants (AICPA) and the Arizona Society of Certified Public Accountants (ASCPA).

Todd believes in giving back to the community. He serves on the board of A New Leaf, a not-for-profit organization that provides a broad spectrum of support services to help individuals and families in crisis, and as a co-founder of Lucky Sevan, teaching leadership skills to help impact and shape youth.



## Evan Rogers

### Principal

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Evan leads the business development and marketing efforts at Skinner + Company, ensuring new and existing clients receive the professional services they expect. He graduated with his degree in Industrial Engineering from Arizona State University and leverages his knowledge and expertise by tending to the firm's operations. Evan's days are filled with perfecting initiatives and internal processes that ensure continual exceeding of clients' expectations, identifying new clients to serve and finding new talent to join the team. He is also fluent in Spanish and has resided in Argentina in addition to the United States.

Evan is active in his community, having served on the Tempe Elementary School Board as a Governing Board Member and as an alumnus of Tempe Leadership's Class XXX in Arizona. In 2006, he helped start and continues to operate a youth outreach foundation called Lucky Sevan where youth learn life and leadership skills each summer, through the unique experience of surfing.

When not working, Evan can be found at home with his wife and four children. When not with his family, you'll find him outdoors on a trail, either running or mountain biking, training for his next triathlon, or if he's really lucky, in the ocean surfing on his favorite long board.

## **SKINNER + COMPANY**

Skinner + Company was established in 1987 as an Arizona premier CPA firm providing accounting and tax services, planning and management advisory to businesses and individuals.

We recognize that each of our clients is unique and has their own particular set of circumstances, challenges and goals. Our highly trained advisors work closely with our clients to gain an intimate knowledge of their affairs in order to help them attain their goals while easing the burden of coping with tax rules and regulations. The firm services clients around the globe in a wide variety of industries that include real estate, healthcare and manufacturing.

Skinner + Company works with clients investing in the United States and helps to guide them through the intricacies of the U.S federal and local tax systems. As advisors, we look for ways to turn the complexities of the environment into opportunities. The firm also works with U.S. clients investing overseas to assist with the myriad of U.S. income

tax challenges they face. The firm has fluent Spanish and German speakers on staff.

Skinner + Company also believes deeply in service to its communities. Several of the staff are board members or otherwise participate in various nonprofit organizations. The opportunities to give back to the community have helped build lasting relationships and strengthened our ability to help our clients succeed.

 [WWW.SKINNERCPAS.COM](http://WWW.SKINNERCPAS.COM)

### **What are you hoping to achieve by attending the ExpoReal?**

We are seeking opportunities to assist real estate investors entering the United States. Our direct assistance is US tax advice in connection with their investments and operations. Our indirect assistance is building the team of other professionals to assist them in all aspects of their investment.

### **What are the current developments within Real Estate within your jurisdiction?**

The commercial and residential real estate industry in the US, and especially in the Southwest, continues to recover from the crisis of 2008. The industry is now built on a firmer financial foundation and is experiencing steady growth

### **Why choose to co-exhibit with IR and your fellow members?**

We believe in the mission of IR as a worldwide group of professionals whose purpose is to provide outstanding service to clients, wherever their needs may lie. We are not participating as co-exhibitors on our own account, but represent all US and North American professionals who are part of the IR family. With our fellow members, we present IR as a professional group that has the breadth, reach and commitment to client service superior to any other group.



FROM PORTUGAL, CO-EXHIBITING WITH IR GLOBAL AT EXPO REAL



## João Valadas Coriel

Managing Partner

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João Valadas Coriel was admitted to the Portuguese Bar in 1995. He is an experienced trial lawyer with a reputation for solid, clear and convincing argumentation and as an aggressive and effective cross examiner. João pleads frequently to the Portuguese Supreme Court as well as the five Portuguese Regional Appeal Courts.

João handles personally the high-profile cases for major clients and regularly advises CEO's and top directors of Portuguese and foreign companies on a range of sensitive subjects.

João is also a member of the IBA Real Estate Committee and has deep knowledge of the Portuguese and international real estate market, from planning to licensing, through construction, financing to closing the deals.



## Hugo Martins Braz

Partner

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Hugo was admitted to the Portuguese Bar in 2001 and became a Partner of VCA in 2010, coordinating the Litigation and Labour Departments.

Hugo directly worked with two Portuguese hotel brands, dealing with labour contracts and disputes as well as managing inspection and penalties from regulatory bodies.

Formerly at Garrigues, Hugo has large experience in matters of international, civil, commercial, criminal and administrative litigation.

Hugo is an advisor for the two largest listed Portuguese companies.



## Rita Tigeleiro Afonso

Partner

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Rita was admitted to the Portuguese Bar in 2005 and became a Partner in the Tax and Corporate Department of VCA since January 2017.

Rita has significant practice in legal advice to a number of Portuguese and multinational companies in connection with tax, corporate and commercial law.

Rita is an active element of the negotiation teams in matters of tax, commercial, corporate, real estate, financial, civil law, international investments and other law firm's practice groups and she actively takes part in legal and tax due diligences.

Rita has a vast experience in due diligence and real estate transactional work.



## Vera Chalaça

Partner

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Vera Chalaça was admitted to the Portuguese Bar in 2005 and became a Partner of VCA in January 2017 in the Litigation & Arbitration practice group.

Vera has been actively working in permanent arbitration in construction contracts, from the perspective of the proprietors, construction companies and surveyors.

Vera has been leading a team in real estate licensing and particularly on hotel licensing. Clients much appreciate Vera's decisiveness and ability to keep it simple.

Former adviser to the Ministry for Local Government, Vera is also reputed for being a sharp negotiator, able to mediate between extreme positions.





**VALADAS CORIEL & ASSOCIADOS**

Here is a brief summary of the real estate practice of Valadas Coriel & Associados:

- We are problem-solvers: Our practice and experience allows us to assist clients with various and complex needs.
- We have deep knowledge of the real estate market and environment in Portugal.

### Mixing with the best:

- We work for top-end clients
- Alongside top-end law firms
- We earn referral work from several law firms from other countries
- Work spans contentious and non-contentious real estate deals, planning, architecture, civil engineering, construction and licensing
- We have a broad range of clients – including hotel chains, developers, high-net-worth investors, private equity firms and institutional investors

### We are especially well known for:

- Real estate investment for high-net-worth clients and family offices
- Hotel sector clients
- Litigation
- Administrative law, property licensing etc
- Mid-market transactions...
- ...Plus experience of matters in the €50 million-€100 million range, which is high-end for the Portuguese market

▶ [WWW.VALADASCORIEL.COM](http://WWW.VALADASCORIEL.COM)

### What are you hoping to achieve by attending the ExpoReal?

We are a lean full-service law firm in what concerns real estate; we deal with construction, architecture, planning, licensing with the support of an outside team of architects and engineers. We also deal with the transactional and financing aspect of the real estate deals. Finally, we are very good at disputes. We hope to show investors, promoters, contractors, peers and everybody else in the real estate business that we as part of IR Global can offer a worldwide quality and cost-effective service to all the players in this field.

### What are the current developments within Real Estate within your jurisdiction?

Real estate in Portugal is experiencing a massive recovery from the crisis in 2009, investors are flocking in and there are plenty of opportunities. We need robust construction companies, specialized sub-contractors and finance. Prices in Portugal are still one of the lowest in southern Europe, both in the residential, commercial or office sectors. We are currently in a sellers' market since there is not enough quality assets on offer..

### Why choose to co-exhibit with IR and your fellow members?

Every cross-border investor will need advice both from his domestic perspective and from his target market. IR Global provides a unique capacity to put together cross border multidisciplinary teams. I believe the IR brand will help enhance our domestic firms profile.



FROM THE NETHERLANDS, CO-EXHIBITING WITH IR GLOBAL AT EXPO REAL 2017



## Edo Smid

Advocaat/attorney at law

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Edo's areas of expertise are; real estate investments & joint ventures, corporate commercial matters (including litigation and dispute settlement), tax and corporate (re-)structuring, investment funds.

Edo also handles shareholder disputes and litigation at the Enterprise Chamber at Amsterdam (Ondernemingskamer). He is well appreciated for his input as a sparring partner in board room matters and strategic legal issues.

His clients include fund managers, real estate developers and professionals, high growth companies, investors and private wealth.

Edo is fluent in English and German and maintains a wide professional network.

Edo is a co-founder of Lexence advocaten en notarissen in Amsterdam and an alumnus of Allen & Overy and Loyens & Loeff in Amsterdam.



## Wilfred Groustra

Advocaat/attorney at law

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Wilfred studied at Erasmus University Rotterdam and followed several courses at Leiden University. He worked as a deputy registrar for the District Court of Haarlem and is now member of the Board for Legal Counsel from the Ministry of Justice.

He was admitted to the Dutch bar as an attorney-at-law in 1989.

Wilfred graduated in 1997 with honors 'cum laude' from the Grotius Academy, the most prestigious post-academic education in Real Estate in the Netherlands.

With a focus on the civil law aspects of real estate and an extended expertise in civil procedures in court: rent/lease contracts, project development, service contracts, purchase, et cetera, Wilfred likes to seek strategic solutions in complicated legal disputes. Based on nearly 30 years' experience in court he focusses on challenging but realistic outcomes. He sees it as a challenge to find an opening where others quit.



## Marlies van Schoonhoven-Sloot

Advocaat/attorney at law

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Marlies van Schoonhoven-Sloot admitted to the Dutch bar in 2002. She advises on Dutch commercial lease law serving mid-size and stock exchange listed real estate investment companies, project developers and strategic parties owning and/or using substantial real estate portfolios such as retail companies, logistics companies and warehousing. A large part of her practice consists of litigating and advising on all landlord and tenant law related aspects, such as the maintenance enforcement provisions, renovations, lease termination, new lease agreements, rent review and substitutions.

Marlies is a member of the editorial staff of Tijdschrift voor Huurrecht Bedrijfsruimte, a journal that focuses on the leasing of commercial premises. In addition, she regularly publishes articles on landlord and tenant law topics.



## Bart Kasteleijn

### Advocaat/attorney at law

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Attendee Bio: M. Bart Kasteleijn is a Dutch attorney-at-law and member of the Netherlands and Amsterdam Bar Association. He is an associate partner at Wintertaling law firm in Amsterdam.

After his education at University of Utrecht law school, he was admitted to the Amsterdam Bar, practicing in the international sections of several Dutch law firm, prior to joining Wintertaling.

Bart specializes in corporate & commercial law and banking & finance law. He teaches at several universities and is a regular speaker at law conferences. He is fluent in Dutch and English and conversant in German and French.

Born and partially raised in China (Hong Kong), Bart has a special focus on China which he visits frequently. He sits on the Advisory Board of the Dutch Chinese Chamber of Commerce and on the Arbitrators Appointment Board of the Chinese European Arbitration Center in Hamburg.

## WINTERTALING | ADVOCATEN & NOTARISSEN

Founded in 2006, Wintertaling Advocaten & Notarissen is a firm of lawyers on de Zuidas, Amsterdam's business and financial district. Although many of our partners originate from large law firms, they have deliberately chosen to join a firm that puts people first. In fact, providing a personal and highly professional one to one service for a reasonable price is central to everything we do.

Team and services: Wintertaling has a diversified international legal practice with a team of over 25 experienced attorneys and civil-law notaries. We are specialist in the field of corporate | M&A, real estate, administrative law, civil and tax litigation, employment law and estate planning. We bring our large expertise and experience to the case, whether you require advice on a contentious or non-contentious issue.

Where needed, we can also bring in high caliber specialists from our extensive national and international network.

Clients and Community: Since 2006, we have established a large client base covering a broad range of sectors. Our clients include large Dutch businesses and multi-nationals, family businesses, institutional and other investors, wealthy individuals, housing associations, building contractors, architects, project developers, and local government.

Equally important to us is being able to share some of our success by supporting new creative talent within the local community and since 2014 Wintertaling has been helping to promote a local artists' collective, BK49 (BoerhaaveKunst).

[WWW.WINTERTALING.NL](http://WWW.WINTERTALING.NL)

### What are you hoping to achieve by attending the ExpoReal?

Profile for Dutch attendants; foreign investors into Dutch property (green field/brown field), development and investment / fund transactional, international contacts, referral work.

### What are the current developments within Real Estate within your jurisdiction?

To pre 2008 crisis levels. Booming investment – we work on transformation, solar, offices, residential, hotels and logistics – prices are increasing – contractor see shortage of qualified workers, etc.

### Why choose to co-exhibit with IR and your fellow members?

Just give it a try and see what happens – Expo is a great venue.

## Contacts

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