

INBLF - International Network of Boutique and Independent Law Firms
One Day Fly In - Vienna 2022

Date: June 3, 2022 (Friday)
Dinner: June 2, 2022 (Thursday), for those, who arrive the day before
Location: *downtown Vienna*
Time frame: 10.00am to 4.00pm
Attendees: if possible, more than one person per law firm, ideally one for each working group + additional guests e.g. from Germany
Costs: USD 150
Aim: To generate more work, especially between the European partners

<u>Programme</u>		
<u>Time</u>	<u>No</u>	<u>Topic</u>
	I	<u>Introduction (plenary session)</u>
10.00 am	1	Introduction of Law Firm and lawyers (approx. 40 minutes)
	1.1	Name of lawyers
	1.2	Full service?
	1.3	Fee earners?
	1.4	Inbound (Main countries) / outbound (Main countries): What kind of work?
10.40 am		Coffee break and networking (approx. 20 minutes)

II		Market and business opportunities (working groups)	
11.00 am	1	Cross border (approx. 1.5 hours)	
11.00 am	1.1	M&A working group	<ul style="list-style-type: none"> • Market, main investors • Restrictions for foreign investors? • Interesting investment possibilities? • What are possible deals? • What return can be achieved? • How high are the borrowing costs? • Are asset or share deals more common? • Are there areas where anti-trust regulations are problematic, particularly because of their existing market density?
11.00 am	1.2	Real Estate working group	<ul style="list-style-type: none"> • Market, main investors • Restrictions for foreign investors? • Interesting investment possibilities in commercial or residential real estate? • What are possible deals? • What return can be achieved? • How high are the borrowing costs? • Current situation <ul style="list-style-type: none"> ○ Observable changes to the market ○ especially: COVID-19 & ESG
11.00 am	1.3	Litigation working group	<ul style="list-style-type: none"> • quality standard of local courts (independence, length, costs etc), same chances for foreigners? • Advantages and disadvantages of litigation / arbitration / other out of court dispute resolution • Virtual court hearings (e.g. via ZOOM?); which court hearings and which parts of court hearings can be executed this way? <ul style="list-style-type: none"> ○ witness questioning? ○ party questioning? ○ criminal / civil law?
12.30 pm		Lunch break and networking (approx. 1 hour)	



	III	<u>Legal approach in different countries (plenary session)</u>
2.00 – 3.00 pm	1	Data storage and cyber security: Cloud vs own server (approx. 20 minutes)
	1.1	Differences in various countries
	2	Employees and office spaces: Open space vs traditional law office vs home office (approx. 20 minutes)
	2.1	Current situation and how to acquire (and hold onto) “heroes”
	3	Use of legal tech / artificial intelligence (approx. 20 minutes)
	3.1	What are practical uses of legal tech tools?
3.00 – 4.00 pm	IV	<u>Exchange on (potential) cases and business opportunities</u>