

## 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>
	<b>I</b>	<b><u>Introduction (plenary session)</u></b>
10.00 am	<b>1</b>	<b>Introduction of Law Firm and lawyers</b> (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?
<b>10.40 am</b>		<b>Coffee break and networking</b> (approx. 20 minutes)

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

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