**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 of dinner**: Kunz Wallentin firm – Porzellangasse 4, 1090 Vienna

**Location of Fly-In**: Stadtwirt Wien, Viaduktgasse 45, 1030 Vienna

**Time**: 10.00am-4.00pm

**Attendees**: If possible, more than one person per law firm, ideally one for each working group + additional guests

**Costs**: USD 165.00

**Aim**: To generate more work, especially between the European partners

Ein Bild, das Gebäude, draußen, Himmel, hoch enthält.

Automatisch generierte Beschreibung



**June 2, 2022**

Dinner at Kunz Wallentin law firm

Porzellangasse 4, 1090 Vienna

www.kunzwallentin.at

In case of any questions, please contact

**Ulrike Wittmann** – [ulrike.wittmann@kunz.at](mailto:ulrike.wittmann@kunz.at)

+43 699 126 09 312



**June 3, 2022**

Vienna Fly-In

at Stadtwirt Wien

Viaduktgasse 45, 1030 Vienna

www.stadtwirt.at

**Our team and presenters at the Vienna Fly-In**

Ein Bild, das Person, Wand, Kleidung, Anzug enthält.

Automatisch generierte Beschreibung

**Dinka Kovačević**

*Partner at kp&s* (Croatia)

* M&A/Corporate
* Restructuring & Insolvency
* Labour Law
* Real Estate

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Automatisch generierte Beschreibung

**Peter Kunz**

*Conference Chair*

*Founding partner at Kunz Wallentin* (Austrian INBLF member)

* M&A/Corporate
* Real Estate
* Trusts and Successions
* Italian Desk

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Ein Bild, das Person, Anzug, Mann, drinnen enthält.

Automatisch generierte Beschreibung

**Clive Lee**

*President of the European Chapter INBLF*

*Partner at DMH Stallard* (British INBLF member)

* Litigation
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* Fraud recovery

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**Arnie Lutzker**

*President of INBLF*

*Senior Partner at Lutzker & Lutzker* (Washington INBLF member)

* Copyright Law
* Trademarks and Brand Protection
* Internet and Social Media
* Privacy, AI and Cybersecurity

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Ein Bild, das Person, Anzug, stehend, darstellend enthält.

Automatisch generierte Beschreibung

**Claudia S. Mathiasen**

*Managing Partner at Winslow* (Denmark)

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Automatisch generierte Beschreibung

**Sebastiaan Moolenaar**

*Vice-President of the European Chapter INBLF*

*Partner at AKD Benelux Lawyers* (Dutch INBLF member)

* Transport & Trade
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Automatisch generierte Beschreibung**

**Thomas Seeber**

*Partner at Kunz Wallentin* (Austrian INBLF member)

* New Technologies
* Real Estate
* Banking & Finance
* Italian Desk

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Automatisch generierte Beschreibung

**Peter Vocke**

*Partner at HKLW* (Germany)

* Real Estate
* Property Management

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| **Programme** | | |
| **Time** | **No** | **Topic** |
|  |  | **Introduction (plenary session) by Peter Kunz** |
| 10.00 am |  | **Introduction of Law Firm** and **lawyers** (approx. 40 minutes) |
|  |  | Name of lawyers |
|  |  | Full service? |
|  |  | Fee earners? |
|  |  | Inbound (Main countries) / outbound (Main countries): What kind of work? |
| **10.40 am** | **Coffee break and networking** (approx. 20 minutes) | |
|  |  | **Market and business opportunities (working groups)** |
| 11.00 am |  | **Cross border** (approx. 1.5 hours) moderated **by Peter Kunz and Dinka Kovačević** |
| 11.00 am |  | M&A working group   * 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 |  | Real Estate working group moderated **by Thomas Seeber and Claudia S. Mathiasen**   * 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   + Observable changes to the market   + especially: COVID-19 & ESG |
| 11.00 am |  | Litigation working group moderated by **Sebastiaan Moolenaar**   * 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?   + witness questioning?   + party questioning?   + criminal / civil law? |
| **12.30 pm** | **Lunch break and networking** (approx.1 hour) | |
|  |  | **Legal approach in different countries (plenary session)** |
| 2.00 –  3.00 pm |  | **Data storage and cyber security**: Cloud vs own server  (approx. 20 minutes) presentation by **Sebastian Böhm (technical expert) and Arnie Lutzker** |
|  |  | Differences in various countries |
|  |  | **Employees and office spaces**: Open space vs traditional law office vs home office (approx. 20 minutes) moderated by **Peter Vocke** |
|  |  | Current situation and how to acquire (and hold onto) “heroes” |
|  |  | **Use of legal tech / artificial intelligence**  (approx. 20 minutes) TS |
|  |  | What are practical uses of legal tech tools? |
| 3.00 – 4.00 pm |  | **Exchange on (potential) cases and business opportunities**  **Moderated by Clive Lee and Sebastiaan Moolenaar** |