

Subject: King & Spalding Second Annual Global Real Estate Investments Forum

From: "King & Spalding Middle East" <events@kslawmail.com>

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King & Spalding lawyers in our London, Frankfurt, Paris, New York, Dubai and Riyadh offices have vast experience representing Middle Eastern investors acquiring real estate around the world. Join us for an engaging workshop to gain insights from a globally experienced team on the latest developments and legal issues concerning those who invest in or manage international real estate investments. You will learn how a Middle Eastern investor typically structures real estate investments in the UK, France, Germany, Russia, the USA, the UAE and Saudi Arabia, optimal holding structures, tax issues relating to making, holding and disposing of real estate investments and how real estate investments are typically financed on a conventional and *Shari'ah* compliant basis.

We welcome you to join us for a cocktail reception afterwards where you can meet the presenters and fellow attendees to network, exchange ideas and talk more about global real estate and market trends.

Registration is free of charge; however, spaces will be limited to 70 guests.

Workshop:

Thursday, 16 January 2014

2:00 p.m. – 6:00 p.m.

Location:

King & Spalding Offices
Al Fattan Currency House
Tower 2, Level 24
Dubai International Financial Centre
Telephone: +971 4 377 9900

**Photo ID will be required by the building reception for your visitor pass.*

Cocktail reception 6:00 p.m. – 7:30 p.m.

Venue:

Ritz-Carlton DIFC

Agenda:

- 2:00 p.m. – 2:15 p.m. Welcome
- 2:15 p.m. – 4:15 p.m. Presentation – Overview of structuring issues and tax issues faced by a Middle Eastern investor acquiring European and US real estate.
- 4:15 p.m. – 4:30 p.m. Coffee break
- 4:30 p.m. – 6:00 p.m. Workshop – interactive workshop during which presenters and guests will discuss an actual acquisition of real estate in Europe, the USA and the Middle East by a Middle East investor. The workshop will cover investment structuring (including optimal holding structures), taxation issues and typical financing arrangements (both conventional and *Shari'ah* compliant).
- 6:00 p.m. – 7:30 p.m. Reception

Presenter Details:



Benoît Marcilhacy, Partner, Real Estate – Benoît Marcilhacy is a partner in the Capital Transactions and Real Estate practice in the Paris office. Mr. Marcilhacy's practice includes a variety of corporate real estate work, and is centered on the acquisitions and sales of structured real estate portfolios, sales and leasebacks and the establishment of real estate funds (SIIC, OPCI...) as well as complex development deals. [[View Full Profile](#)]



Pascal Schmitz, Partner, Real Estate – Pascal Schmitz is a French qualified partner based in the firm's Paris office. Mr. Schmitz has more than 20 years experience in all aspects of commercial real estate and real estate finance, including corporate and investment property acquisitions and disposals, acquisition financing and joint ventures. [[View Full Profile](#)]



Mario Leissner, Real Estate and Managing Partner of the Frankfurt office – Mario Leissner is Managing Partner and founder of King & Spalding's German office in Frankfurt am Main and a partner in the firm's Real Estate Practice Group. With over 15 years of experience, Mr. Leissner specializes in international and German real estate transactions, regulatory and investment law as well as fund structuring. His practice also involves international taxation, corporate and financing work. [[View Full Profile](#)]



Nigel Heilpern, Partner, Real Estate – Nigel Heilpern is a real estate partner resident in King & Spalding's London office, and head of the London-based real estate practice. Mr. Heilpern's practice covers real estate law and he has extensive experience in complex real estate finance deals, both on the equity, banking and restructuring side of the transactions. He represents real estate opportunity funds as well as major investment banks on their European real estate investment programs; advises on the formation of funds as well as financing of real estate and general development work. [[View Full Profile](#)]



Kevin Conway, Partner, Tax – Kevin Conway is a partner in King & Spalding's Tax Group based in the London Office. Mr. Conway advises on the UK and international tax treatment and structuring of UK and cross-border corporate and real estate investments, restructurings and disposals for private, corporate, partnership, funds, family office and sovereign fund investors on an equity, finance (including *Shari'ah* compliant financing) and structured basis. [[View Full Profile](#)]



Axel Schilder, Partner, Tax – Axel Schilder is a partner in King & Spalding's Frankfurt office and a member of the firm's Tax Practice Group. Dr. Schilder advises companies, funds and individuals in Germany, Luxembourg, the United States, the United Kingdom and France on all German and international tax aspects of their fund formation, inward and outbound investments, real estate and corporate transactions as well as financings (including NPL-transactions). He advises closed- and open-ended German and international real estate funds as well as multinational corporations on international and investment tax issues arising from cross-border and fund investment. He also advises on VAT optimization structures, tax audits and tax fraud. [[View Full Profile](#)]



Isam Salah, Global Head of the Islamic Finance Practice and a senior finance partner in King & Spalding's New York and Dubai offices – Mr. Salah's practice covers a broad range of international and domestic finance and investment matters, with particular emphasis for the past fifteen years on the structuring of *Shari'ah* compliant finance and investment transactions. [[View Full Profile](#)]



Stephen Kelly, Partner, Real Estate and Development – Stephen Kelly is a partner with King & Spalding, based in the firm's Dubai office. Mr. Kelly is widely recognised as one of the leading real estate development specialists in the region and has extensive experience advising master developers, developers, hotel operators, service providers and other players in the development and real estate industry with respect to all development and real estate related matters. [[View Full Profile](#)]



Nabil Issa, Partner, Middle East and Islamic Finance Practice – Nabil Issa is based in the Dubai and affiliated Riyadh offices. Mr. Issa is particularly known for his development of innovative *Shari'ah* compliant CMA funds and investment structures for real estate and private equity investments in Saudi Arabia and the UAE. [[View Full Profile](#)]



Michael Rainey, Partner, Middle East and Islamic Finance Practice – Michael Rainey is resident in the London office. Mr. Rainey has significant experience in advising banks and borrowers in connection with their real estate lending and investment activities in Europe and the Middle East on both a conventional and *Shari'ah* compliant basis. [[View Full Profile](#)]

Olga Kozyr, Partner, Corporate and Real Estate law – Olga Kozyr is a partner in the



firm's Moscow office and practices in the areas of corporate and real estate law. Ms. Kozyr provides general real estate advice, including development and construction projects. She represents international companies engaged in investment in industry in Russia, as well as Russian companies. [[View Full Profile](#)]

Moderator Details:



[Jawad Ali, Global Deputy Head, Islamic Finance Practice and Managing Partner of the Middle East offices](#) – Mr. Ali has substantial experience in representing clients in the development and implementation of complex, cross-border *Shari'ah* compliant real estate financing and investment structures. [[View Full Profile](#)]

[Click Here to Register](#)

For questions about this event, contact Hoda Mana at hmana@kslaw.com or +971 4 377 9959.

We hope you will be able to join us.

If you are not alberto.brugnoni@assaif.org, register by clicking [here](#).

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