



29th - 30th September 2017

SOFIA - BULGARIA

AUTUMN

Conference

Grand Hotel, Sofia

1, Gurko Str.,

1000 Sofia

Bulgaria

Tel: +359 2 811 0811

Dear All,

I am very much looking forward to seeing many of you in the beautiful city of Sofia. Thank you to Kostadin and his team at Manev and Partners for hosting this Autumn conference which, I am quite sure, will have the usual wonderful mix of educational discussion topics as well as a very entertaining and overflowing social agenda!

Given our strong European-centric membership, we are maintaining our focus on Europe and the issues that will affect many of us. In this conference, we are concentrating on the very live topic of Chinese Investment into Europe through Bulgaria. Adding to this, Julia Charlton of Charltons Law, our Hong Kong member will be presenting on China's One Belt Road Initiative. China's grand scheme for knitting a network of roads, ports, railways and other links from East China through Southeast and South and Central Asia all the way to Europe exceeds both in scope and ambition the Marshall Plan used to rebuild Europe after World War II. The "belt" of land-based links is paired with a 21st century "Maritime Silk Road" stretching from Australia to Zanzibar. Chinese President Xi Jinping launched the OBOR initiative in 2013, two years after then-U.S. President Barack Obama initiated the Trans-Pacific Partnership (TPP) trading bloc across the Pacific region. Now that Obama successor Donald Trump has carried out his pledge to withdraw from the TPP, the expectations are that Chinese-backed strategies like the OBOR will gain momentum.

As well as the Chinese investment into Europe, we will also be looking at the potential effect of the effect of the Bulgarian Presidency of the Council of the EU, due to commence in January 2018.

We also have a packed social agenda to unwind from the heavy discussions of the conference, which includes our usual gala dinner to take place in a highly acclaimed restaurant "Chef's Live" in one of the central City hotels, Hotel Sense. Saturday afternoon offers both wine tasting session – something that I am personally very excited about - followed by a sight seeing walking tour of Sofia, and then our farewell party with traditional Bulgarian music. Phew! I think we will all need a holiday after the weekend.

Additionally, for those of you who would wish to make some contacts through Manev and Partners for potential business opportunities in the jurisdiction, we would ask that you contact Kostadin to explore any potential meetings. We have put together a powerpoint presentation as a guideline of the type of information that you would like to give to potential clients and which contains some basic information about Avrio as well as the Avrio logo and any relevant marketing information. This powerpoint is available on the "Members Only" section of the website and I would ask that you contact Kostadin directly to discuss such opportunities further.

As always, can I ask that you complete the attached booking form AS SOON AS POSSIBLE and, in any event before Friday 15th September and return it to Heather at info@avrioadvocati.com. We are maintaining the procedure followed at Edinburgh for the collection of money for the events through the Avrio Bank Account. As per the previous conference, please transfer the money for the events at the time that you return the booking form, ticking the confirmation on the booking form that the funds have been transferred and how much has been transferred. This process should hopefully make things easier and may also assist those who require evidence of payments for events for internal company procedures.

Finally, I wish you all a safe travel to Bulgaria and should you have any queries please contact Heather on 0044 7802 882152 and for all queries in Bulgaria, please get in touch with Kostadin Manev at kmanev@manevandpartners.com.



Kind regards
Philip Gilliland
Chairman

Friday Evening

Gala Dinner: Start 1930/2000



Our gala dinner will take place in Hotel Sense. This is a highly acclaimed restaurant and the rooftop bar has beautiful panoramic views of the City.

Cost: €41 for four course meal plus €10-€15 for wine.

www.sensehotel.com

Saturday Afternoon

Wine tasting and lunch at Arena di Serdica Residence Hotel: Start 1400

We can take time to wind down from our conference with a light lunch and wine tasting at the beautiful Arena di Serdica Residence Hotel. Wine production has a long history in Bulgaria and, in the 1970's, Bulgarian wine enjoyed huge popularity before suffering a decline in the market due to the inroads made by wine producers in countries such as Chile and Argentina. However, Bulgaria's New Wave Wine producers are making a huge comeback and hence the chance to taste some of these wonderful wines should not be missed.

Degustation and light lunch will commence at 1400 at a cost of €33 per person.

www.arenadiserdica.com

Sightseeing Walking Tour of Sofia: Start approx 1630

Having sampled the wines, what better way to walk off the food and alcohol than by joining in a walking tour exploring the sights of this beautiful City. Manev and Partners have very kindly agreed to cover the cost of the guides for this tour however we do need to know numbers in advance so please indicate on the attached booking form whether you wish to attend.

Saturday Evening

Manev and Partners will be ensuring that we experience the full culture of Bulgaria with a traditional meal and music at the very popular restaurant, Izbite. The time will be confirmed at the conference but will be at approximately 2000.

The cost is €30 which includes ½ bottle of white/red wine.

www.izbite.com



AVRIO ADVOCATI AUTUMN CONFERENCE
29th – 30th SEPTEMBER 2017
SOFIA, BULGARIA

FRIDAY 29TH SEPTEMBER

0830 – 1200: AVRIO BOARD MEETING

1200 – 1300: LUNCH FOR BOARD MEMBERS

1330: REGISTRATION COMMENCES FOR DELEGATES AT GRAND HOTEL SOFIA

1400: CONFERENCE COMMENCES

1400-1405: PHILIP GILLILAND, CHAIRMAN:
INTRODUCTION TO CONFERENCE

1405-1415: KOSTADIN MANEV, PARTNER:
INTRODUCTION TO HOST FIRM

1415-1730: CHINA – EUROPE - BULGARIA
THE AFTERNOON SESSION WILL TAKE PLACE AS A SERIES OF SHORT PRESENTATIONS FOLLOWED BY A PANEL DISCUSSION. THE THEME FOR THE AFTERNOON WILL BE THREE INTER-RELATED TOPICS:

CHINESE INVESTMENT INTO EUROPE THROUGH BULGARIA;
EFFECT OF BULGARIAN PRESIDENCY OF COUNCIL OF EU; AND
CHINA'S ONE BELT ROAD INITIATIVE

THE SPEAKERS AND PANELISTS ARE:

MR. KRASSIN DIMITROV – FORMER DEPUTY MINISTER OF ECONOMY;
MR. LATCHEZAR DINEV - A CHAIRMAN OF THE BULGARIAN-CHINESE CHAMBER OF COMMERCE AND INDUSTRY;
MR. STANISLAV MINCHEV - PRESIDENT AND MS. NIA YOTOVA, BUSINESS DEVELOPMENT MANAGER AT MOBISYSTEMS, INC.
MS. DILYANA SLAVOVA - PRESIDENT OF THE EXTERNAL RELATIONS SECTION OF THE EUROPEAN ECONOMIC AND SOCIAL COMMITTEE; AND
MS. JULIA CHARLTON - CHARLTONS LAW

WE WILL HAVE A COFFEE/NETWORKING BREAK AT 1500-1545

SATURDAY 30TH SEPTEMBER

0930-0945: PHILIP GILLILAND, CHAIRMAN
OPENING OF THE DAY TWO OF THE CONFERENCE

0945-1030: SOCIAL MEDIA IN LAW FIRMS
OPEN FLOOR DISCUSSION

1030-1115: COFFEE AND NETWORKING

1115-1145: SOCIAL MEDIA FOR AVRIO – DELEGATES TO PROVIDE INPUT

1145-1245: AVRIO INTERNAL MATTERS (FINANCIAL AND CONSTITUTIONAL)

1245 -1300: PHILIP GILLILAND AND KOSTADIN MANEV

CLOSE OF SATURDAY'S CONFERENCE



**AVRIO ADVOCATI AUTUMN CONFERENCE
SOFIA, BULGARIA - 29TH MAY – 30TH SEPTEMBER 2017**

LAW FIRM:

DELEGATE NAME:

MAIN AREA OF PRACTICE:
(FOR EXAMPLE – DISPUTE RESOLUTION, COMMERCIAL TRADE ETC...)

SPOUSE/PARTNER NAME (IF ACCOMPANIED):
(IF YOU ARE NOT BEING ACCOMPANIED, PLEASE ALSO STATE THIS ABOVE)

ACCOMMODATION IN SOFIA:

DATE AND TIME OF ARRIVAL:

DATE AND TIME OF DEPARTURE:

CONTACT CELLPHONE NUMBER:

	ATTENDEE NAME	ATTENDEE NAME	TOTAL COST (€)	DIETARY REQUIREMENTS
FRIDAY EVENING GALA DINNER			41.00 PER PERSON	
SATURDAY LUNCH/ DEGUSTATION			33.00 PER PERSON	
SATURDAY LATE AFTERNOON WALKING TOUR			NO CHARGE	
SATURDAY EVENING TRADITIONAL MEAL AND PARTY			30.00 PER PERSON	
TOTAL AMOUNT DUE:				

Please transfer the total amount due and owing to the following bank account.
ING Marnix (Brussels, Belgium) / IBAN: BE92 3630 6995 4723 / SWIFT: BBRU BE BB

I hereby confirm that in returning this Booking Form I have transferred the requisite funds to the above bank account and understand that this payment is non-refundable.

Signed: Date:

PLEASE RETURN THIS BOOKING FORM AS SOON AS POSSIBLE TO INFO@AVRIOADVOCATI.COM AND MAKE PAYMENT TO THE BANK ACCOUNT SIMULTANEOUSLY. WHEN MAKING PAYMENT, PLEASE STATE IN THE PAYMENT TRANSFER FORM "PAYMENT IN RESPECT OF SOCIAL EVENTS FOR SOFIA CONFERENCE FROM"

PLEASE NOTE THAT IF FOR VALID REASONS TRANSFER OF THE MONIES INTO AVRIO BANK ACCOUNT CANNOT BE MADE, PLEASE RETURN THE BOOKING FORM AS NORMAL AND PAY THE AMOUNT TO HEATHER WHEN REGISTERING FOR THE CONFERENCE IN SOFIA. THE AMOUNT SHOULD BE IN EUROS AND IN A SEALED ENVELOPE BEARING YOUR NAME AND THE LIST OF EVENTS WHICH YOU ARE ATTENDING.