



# PARIS

3-5 November 2016

Westin Paris - Vendôme  
3, rue de Castiglione  
75001 Paris, France.

# WHY & HOW INVEST IN FRANCE



**All you ever wanted to know about France but never dared ask!**

- The role of the Business France agency – What its tasks are - Political climate in France
- US companies investing into France - What makes France so special to US companies - Expectations and fears
- Perspectives from US and UK lawyers
- Labor market regulations – Social climate – Taxes
- Tax standpoint : grants, tax credit - CICE, CIR – Productivity of French workers
- Benefits of recent structural reforms – Facilitating investment – Conflict of laws – Principle of subsidiarity
- How is France seen from the Netherlands
- Civil code / case law – European laws
- What makes France / Europe so different from Asian Countries
- Arbitration and dispute resolution
- Corporate laws / tax laws
- What distinguishes France / Belgium / Switzerland / Luxembourg – So close but so different
- The Quebec experience

hosted by

**DELSOL** | **AVOCATS**  
LA QUALITÉ DE LA RELATION

In conjunction with  
**USLAW**  
NETWORK, INC.

# WHY & HOW INVEST IN FRANCE



GENERAL MEETING

## PARIS

3-5 November 2016

We are delighted that DELSOL Avocats will host this year's TELFA Annual Meeting in Paris on November 3-5, 2016.

This opportunity comes during a period when France is experiencing the benefits of recent structural reforms aimed both at facilitating investment in French businesses and exporting their growth. As a major European platform offering stable and easy access to EMEA markets, France is today the leading European country in the area of production, particularly in the agri-food, chemical, car and mechanical machinery, and equipment industries. Moreover, Paris recently ranked as the world's 3rd leading city for investment projects after London and Shanghai (Global Cities Investment Monitor/KPMG, 2015).

The wonderful France image, which includes a mix of creativity and seriousness, technology and inventiveness, is gaining in global appeal, as evidenced by the recent spur of investments and the latest boom in entrepreneurship and startups.

Come join us in Paris on November 3-5, 2016 to learn more about recent economic developments and understand why foreign investors are increasingly attracted to France to set up their businesses and invest in France's new generation of dynamic entrepreneurs, engineers, designers and other talented people.

We look forward to welcoming you in November!  
Kind regards,



Amaury NARDONE  
Chairman of the board

ABOUT DELSOL AVOCATS  
LA QUALITÉ DE LA RELATION

DELSOL Avocats (Delsol) is a French law firm with 95 lawyers (and about 170 professionals) practicing at both the Paris and Lyon Bars, but involved in matters throughout the French territory.

Delsol's ambition is to meet its clients' legal needs in connection with transactional projects and disputes.

Driven by a strong sense of conviction, the firm advises and defends a wide range of clients, including industrial corporations, international groups, medium-size companies, financial institutions, investment funds, not-for-profit organizations and public authorities. The firm's eight specialized departments (Corporate-M&A-contract, tax, employment law, non-profit organization, real estate, intellectual property and litigation, life sciences, public law), regularly cooperate to form multidisciplinary practice groups to address complex transactions and successfully complete them.

ABOUT TELFA  
TRANS EUROPEAN  
LAW FIRMS ALLIANCE

The Trans-European Law Firm Alliance (TELFA) was founded in 1989, born out of the growing need for mid-sized law firms to serve clients doing business across Europe. Through the constant commitment of its members, TELFA has become a strong alliance of independent law firms in Europe. The fact that the member firms of TELFA are independent offers clients a flexible alternative to the global law firm model, in which internal pressures sometimes compete with the needs of client service. TELFA's focus is on client service and providing quality legal advice, to the benefit of clients both with their jurisdictions, as well as those seeking advice in foreign jurisdictions. Through its affiliation with the USLAW NETWORK "USLAW", member firms of TELFA and their clients also have access to recognised and trusted legal advisers throughout North and South America and Canada.

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### Thursday 3<sup>rd</sup>

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14.00 - 16.00

**TELFA-USLAW Joint Board Meeting**

Venue: DELSOL Avocats Office

4 bis, rue du Colonel Moll - 75017 PARIS

17.00 - 19.00

**TELFA Nordic Group Meeting**

Venue: DELSOL Avocats Office

4 bis, rue du Colonel Moll - 75017 PARIS

20.00

**TELFA-USLAW Board Dinner**



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## Friday 4<sup>th</sup>

8.30 - 11.30

**Membership Committee Meeting**  
**Meeting of the TELFA Programme Committee**  
Venue: Westin Vendôme

11.30 - 13.30

**TELFA Board of Directors Meeting**  
Venue: Westin Vendôme

14.00 - 14.30

**Welcome coffee and registrations**  
Venue: Westin Vendôme

14.30 - 17.30

**Conference with Business France Agency  
and American Chamber of Commerce in  
France.**  
Venue: Westin Vendôme

### Special guests :

- Ms Muriel PENICAUD,  
Ambassador for International  
Investments, Business France  
CEO
- Ms Caroline RYAN, Managing  
Director, American Chamber of Commerce in  
France (AmCham France)



### Why and How Invest in France

**All you ever wanted to know about France but  
never dared ask!**

- The role of the Business France agency –  
What its tasks are - Political climate in France  
– Respond later to some questions.
- US companies investing into France - What  
makes France so special to US companies -  
Expectations and fears - respond to some  
questions
- Perspectives of US and UK lawyers / response  
from of French attorney
- Labor market regulations – Social climate – taxes
- Tax standpoint : grants, tax credit - CICE, CIR –  
productivity of French workers

19.30 -23.00

**Reception at DELSOL Avocats Office**  
4 bis, rue du Colonel Moll - 75017 PARIS



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# Saturday 5<sup>th</sup>

8.00 - 9.30

### Practice groups meeting

- Corporate Group
- Employment/ Labour Group
- Real Estate Group
- IP/IT Group meeting

Venue: Westin Vendôme

10.00 - 10.45

### Social media for lawyers

by Lydia Rochelle and Gus Sellitto of Byfield Consultancy

10.45 - 11.30

### Directories & Rankings

Relevance of the rankings in today's world and, how to handle the ranking process,  
by Karin Wiig of Elliott & Markus

11.30 - 12.15

### Up dates and views on US Elections and the UK Brexit vote

12.15 - 13.30

### TELFA General Meeting

Venue: Westin Vendôme

12.15 - 13.30

### Lunch (open to Accompanying Persons)

Venue: Westin Vendôme



14.00 - 17.00

### Social Activities

Activities include:

#### - Paris Behind the Scenes in... a Citroën 2CV!

Discover the secret places of Paris, anecdotes and unexpected stories that have marked and made them so endearing. The place Vendôme, the Kiosque of Party People, the Cannonball of the Hôtel de Sens, the port of the Arsenal... Participants will be given a map of Paris, a travel book and an instant camera. Step by step they will have to answer a series of questions, searching for clues to photograph and gather information to solve the final riddle... € 180 /Pax

#### - Cooking Class at «Le Pavillon Elysee Lenôtre»

Come and learn how to make the famous «macarons» in the most prestigious «Pâtisserie» of Paris «La Maison Lenôtre». € 100 /Pax

#### - Private Segway tour round Paris

A three hour private tour around Paris. Do not be afraid of the weather, as Segway tours are held all around the year. Just come with warm clothes... € 100 /Pax

19.00 - 23.00

### Gala Dinner at the Tour Eiffel

(transfers from the Westin Hotel by coach)



# Westin Paris - Vendôme



## RESERVATION AND REGISTRATION

TELFA has booked a block of rooms at € 320/night for single use and € 340/night for double use including breakfast. Rooms will be allocated on a first come first served basis.

**Please refer to the registration page  
no later than 15 October 2016.**

The Westin Paris - Vendôme, hotel close to Place Vendôme, Paris

The Westin Paris - Vendôme is centrally located in Paris' first arrondissement and makes it easy for guests to combine a shopping, sightseeing and business visit. The hotel is only a 10 minutes walk to Concorde, the Louvre Museum and the Place Vendôme.

Including breathtaking city views over the Tuileries Garden or the Eiffel Tower, each of our rooms and suites combine Parisian flair with modern design and technology.

Le First, restaurant boudoir Paris welcomes you for all meals, from breakfast to a savoury gastronomic dinner. Experience a haven of tranquility on the Terrace, or an afternoon tea in the Tuileries bar.



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ALL CONFERENCE REGISTRATIONS  
MUST BE RECEIVED BY 15 OCTOBER 2016

Please send your registration form to:  
info@telfa.be

Questions? Contact  
Giancarlo Agace  
info@telfa.be  
Tel: + 32 644 02 42  
Mobile: + 32 479 38 99 36



## HOTEL RESERVATIONS

TELFA has booked a block of rooms at 320€/night for single use and 340€/night for double use, including breakfast.

ARRIVAL DATE

DEPARTURE DATE

ROOM TYPE REQUESTED

## CONFERENCE PARTICIPANT - ATTORNEY REGISTRATION

FULL NAME (E.G., JOSEPH A. SMITH)

NICKNAME ON BADGE

TITLE

FIRM NAME/COMPANY NAME

ADDRESS

CITY, COUNTRY, CODE

PHONE

FAX

EMAIL

PLEASE SELECT THE EVENTS YOU AND/OR YOUR SPOUSE/SIGNIFICANT OTHER PLAN TO ATTEND:

Thursday	TELFA-USLAW Joint Board Meeting TELFA Nordic Group Meeting TELFA-USLAW Board Dinner	<input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend	
Friday	Membership Committee Meeting TELFA Board of Directors Meeting Conference Reception at DELSOL Avocats Office	<input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend	<input type="checkbox"/> My Spouse/Significant other will attend
Saturday	• Corporate Group • Employment/ Labour Group • Real Estate Group • IP/IT Group meeting Social media for lawyers Directories & Rankings Up dates and views on US Elections and the UK Brexit vote TELFA General Meeting Lunch Gala Dinner at the Tour Eiffel	<input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend <input type="checkbox"/> I will attend	<input type="checkbox"/> My Spouse/Significant other will attend <input type="checkbox"/> My Spouse/Significant other will attend

TELFA IS SEEKING ACCREDITATION FOR MCLE

SPOUSE/  
SIGNIFICANT  
OTHER

FULL NAME

NICKNAME ON BADGE

## REGISTRATION & FEES

Registration and Fees for Client Conference – 3-5 NOVEMBER

TOTAL

Attorney (€ 500 each)

€ \_\_\_\_\_

Attorneys' Spouses (€ 250 each)

€ \_\_\_\_\_

## Evening Activities

FRI 4 NOV

Reception at DELSOL Avocats

INCLUDED

## Spouse/Significant Afternoon Activity

SAT 5 NOV

Lunch & Dinner

INCLUDED

Paris Behind the Scenes

€ 180

€ \_\_\_\_\_

Cooking Class at the Pavillon Lenôtre

€ 100

€ \_\_\_\_\_

Segway Tour

€ 100

€ \_\_\_\_\_

GRAND TOTAL DUE:

€ \_\_\_\_\_

## PAYMENT INFORMATION

☐ VISA ☐ MasterCard

☐ Wire Transfer – Giancarlo Agace

Av du Pesage 79, 1050 Brussels, Belgium. IBAN BE20 3630 2775 3356, BIC: BBRUBEBB

CARD NUMBER

EXP DATE

CARDHOLDER NAME

SIGNATURE

## SPECIAL NEEDS

Please list below any special needs (i.e., diet, accessibility, etc).