CorporateINTL

Who's Who Adviser Handbook 2014



The definitive guide to individual advisory excellence

Welcome to the Corporate INTL Who's Who Adviser Handbook 2014



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The Corporate INTL Who's Who Adviser Handbook 2014 is the definitive guide to individual advisory excellence, detailing the services on offer from professional advisers all around the world.

The handbook profiles a diverse cross section of lawyers with a wide array of areas of expertise, separated into four regional sections: Africa & the Middle East, The Americas, Asia & Oceania, and Europe. In addition, the handbook includes a separate Listings section after the profiles, featuring the essential contact details for a wide variety of experts.

The handbook also includes a full alphabetical index of the individuals involved, arranged by surname for easy reference.

The Corporate INTL team hope that the Who's Who Adviser Handbook 2014 proves an invaluable resource for all our readers.

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The Importance of Choosing the Right Adviser

Choosing the right adviser for your specific business requirement can be a difficult task. Therefore, it is important to assess all of the information available to make the right decision. Even the experienced businessman can struggle to make sense of jargon, and this, coupled with fear of not supplying the right documents, can make the process daunting.

But why is it so important to select the right type of advice? The process of finding a suitable adviser can become a protracted one; it is therefore better to find the right adviser from the onset so that you don't waste time and money. Also, naturally you will wish to ensure the best possible outcome of your case, as well as the least amount of stress for yourself and your company. If you know that your business problem is in good hands, you can get on with your business as well as your life.

The Corporate INTL Who's Who Adviser Handbook 2014 is designed as the ideal reference source for management, in-house counsel and investors when choosing their advisers. It covers the regions: Africa & the Middle East, The Americas, Asia & Oceania and Europe.

At some point, all business owners will require legal advice. Lawyers have different areas of expertise, and can help you with a range of issues at any stage of your business lifecycle. Legal experts offer guidance in:

- Choosing your business structure;
- Licensing and complying with regulations;
- Drafting and understanding contracts and legal documents;
- Protecting your intellectual property;
- Resolving disputes;
- Debt and bankruptcy;
- Insurance and finance;
- Ending your business.

This Handbook profiles legal advisers in a multitude of practice areas, including:

Corporate Law

The practice of corporate law involves general corporate matters such as incorporation of companies, directors' and shareholders' rights, articles of association, board meetings, secretarial matters and public listing or delisting of companies among other things. It can be divided into corporate governance and corporate finance.

Corporate finance refers to the way a corporation is directed, administered and controlled. This involves balancing the interests of stakeholders in a company, including shareholders, management, customers, suppliers, financiers, government and the community.

Corporate governance refers to acquiring assets and how capital is used. This also extends to the acquisition and disposal of businesses.

A corporate lawyer deals mainly in business transactions. They specialise in several aspects of the law and how it relates to businesses, including matters affecting the creation, operation or dissolution of a corporation. One of the fundamental roles of a good corporate lawyer is helping the client achieve their objectives. They must be able to determine what a client needs, which is not always what they want. Often, clients seeking an adviser will know what they want, without adequately identifying what they require – or recognising what qualifies as an objectively 'good' outcome. This is one of the roles of the adviser.

Creativity is another crucial trait of a corporate lawyer. They must be able to think 'outside of the box', and be confident in their abilities. Good judgement and problem-solving skills are also important as they are likely to come up against various complications.

Dispute Resolution, Arbitration & Litigation

Dispute resolution refers to the methods used to resolve disputes between parties. It can be separated into litigation and alternate dispute resolution (ADR).

Litigation is the specific process of taking a case through the courts. Most courts require the parties to attend a settlement conference to determine if the case can be resolved before the trial. If a settlement is not reached, litigation continues to trial.



ADR is an alternative to using litigation to settle disputes, including arbitration, mediation, negotiation and collaborative law. Its rising popularity can be attributed to the increasing caseload of courts, the lower cost compared with litigation and a greater emphasis on client confidentiality.

In arbitration, participation is usually voluntary and there is a third party who imposes a resolution. Arbitrations often occur because parties to contracts agree that any future dispute concerning the agreement will be resolved by impartial individuals. Retired judges or private lawyers are able to re-train as arbitrators or mediators; however, trained and qualified non-legal dispute resolution specialists form a growing body within the ADR field.

It is important for a lawyer to be able to choose the best method of dispute resolution for their client. Litigation can be a costly and unnecessary route for a case that can be solved through one of the ADR processes. However, sometimes a case must be taken through court. Therefore, a good dispute resolution lawyer must also be able to handle litigation.

Intellectual Property Law

Intellectual Property (IP) covers the legal property rights over creations of the mind – artistic and commercial – and the corresponding fields of law. Common types of IP include copyrights, trademarks, patents, industrial design rights and trade secrets. IP is an extremely valuable asset for many businesses. Therefore, choosing the right representative to assist them is vital.

Intellectual property law is highly complex and should only be handled by a specialist IP lawyer. A regular lawyer will possibly have basic IP law knowledge, but an IP lawyer will have specialised knowledge of IP law as they tend to practise exclusively within that area.

Experience is very important when choosing the correct IP lawyer for your case. The main things to research are their years of experience and if they have experience handling cases similar to yours. In addition, attorneys must have a certain educational background. Particularly regarding patent law, they must have passed an examination in order to be admitted to the Patent Bar Association.

Tax Law

Tax law covers the rules and policies that oversee the tax process. It refers to charges on estates, transactions, property, income and licences, among others, by the government, as well as duties on imports from foreign countries and all compulsory levies imposed by the government upon individuals for benefit of the state.

If you require assistance regarding tax law, a specialist tax attorney is the most prudent option. If your tax issue involves IRS, you should choose a tax attorney who is licensed to represent clients before the IRS. They should also have a good reputation with the bar association of your jurisdiction.

Other things to consider when choosing a tax attorney are if they will be personally handling your case; how many cases they have handled; the ratio of cases that went to trial to those that were settled; and the outcomes of those cases.

The main thing you have to remember is that you will be sharing personal and confidential information with your chosen tax attorney. Therefore you must be comfortable with them and feel that they can be trusted to represent your interests.



Legal & Finance Issues (Including Private Equity / Venture Capital and Investment Funds, etc)

Financial planners advise clients on how best to save, invest and grow their money. They can assist clients in tackling a specific financial goal or give them a macro view of their money and the interplay of their various assets. Some specialise, while some others consult on a range of financial matters.

When choosing the right financial adviser, many of the same considerations apply as when selecting a legal adviser. The field of investment funds is particularly multi-faceted, as it is an area that can be looked at from many different angles, each with their own unique considerations. A financial adviser will be specialised in the structuring of a new fund, and the advantages or disadvantages inherent in more cross-border-based solutions. They may also assist with monitoring and supervising the financial risks involved in pooling monies into a mutual fund (which might be an option that is only available for larger investors).

Meanwhile, a legal adviser in the investment funds field will be best placed to advise on matters of legal liability applicable to a collective investment undertaking – as jurisdictions invariably have their own unique regulatory and legal requirements.

On a more general level, a financial adviser can help you to develop an overall financial strategy for your business. Your financial adviser's job is to collect detailed information about your financial situation and provide advice that encompasses investing, superannuation, retirement and succession planning, risk management, insurance and tax.

Considerations when Choosing an Adviser:

- What you want them to assist with – what kind of adviser;
- Their specific experience areas / specialisations – years of experience;
- Legitimate qualifications – i.e., when they were admitted to the bar;
- Past cases – success rate;
- Price for services – cost effective: what you can afford;
- Whether they are a boutique or a large firm.

According to online resource Essortment, what really matters when choosing a lawyer is the person – common sense, someone who knows what they are talking about. A key factor that you should check for is discretion – is this lawyer discreet in his or her business? Make sure you obtain references and check them. Make sure the lawyer you have chosen is appropriate for the circumstances. An excellent real estate lawyer could make a very poor divorce lawyer.

Nicholas Tate, founder of www.personalinjurylawyers.co.uk, noted: "Choosing the correct legal adviser or law firm for your business can be a tricky area to deal with. It is inevitable that all businesses, no matter what their size, will have to seek legal advice at one point or another; whether this be relating to employment law, disputes or simply drawing up contracts or legal agreements. It is therefore extremely important to make sure you find the correct solicitor or law firm to suit your needs. Choosing the wrong person or firm to deal with your business can cause a headache, and you may find yourself having to fork out extortionate costs for a solicitor or firm that simply isn't right for you."

"It is therefore extremely important to make sure you find the correct solicitor or law firm to suit your needs."



Africa & the Middle East



The Middle East and North Africa (MENA) is one of the most difficult regions to assess in terms of logistics investment and services. Large differences exist between rapidly growing markets serving a global customer base on the one-hand and countries torn apart by war on the other. Therefore, generalisations are impossible.

Job markets in almost all countries in the MENA region are segmented with a sharp division between the protected and the excluded. Taxing regulations put new and small firms at a disadvantage and labour markets are skewed toward public sector jobs. World Bank estimates show that approximately 28 million jobs are needed in the next seven years to keep the unemployment rate from rising. While income inequality has remained low and in some cases the incomes of the bottom 40% have been growing at higher rates than the average, vulnerability has increased and a large segment of the population could fall into extreme poverty in the event of an adverse shock.

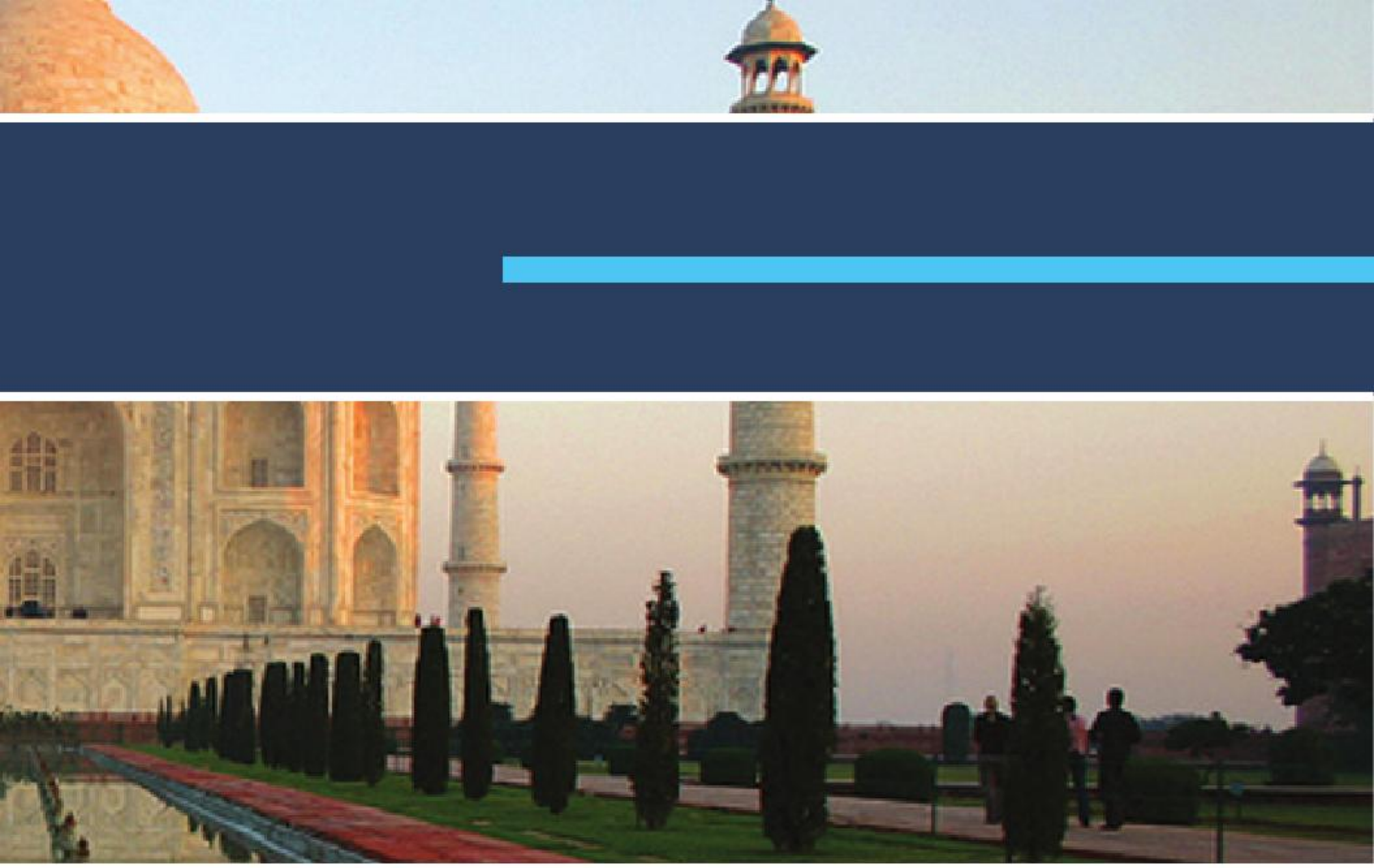
The World Bank Group's latest regional economic update projects growth in MENA region to accelerate from an average of 2.6% in 2013 to 4.6% in 2015. With the global economy set for a rebound, 2014 seems hopeful and 2015 could be a turning point for countries in the region as they will start to benefit from stronger external demand in the high-income economies.

Inger Andersen, World Bank Regional Vice President for the Middle East and North Africa, noted: "Positive advances in the political climate of the transition countries could likely set the stage for gradual improvements in economic prospects. Persisting with the necessary economic and structural reforms will undoubtedly help countries in the MENA region tackle problems that have previously prevented them from moving to a higher and sustainable growth path."

According to Transport Intelligence's analysis, the growth for contract logistics across the region is more than 7% in 2014, but this disguises major qualitative changes in the market. The demand for production-orientated logistics is likely to grow at an enormous rate; if for no other reason than present demand is low. Similarly the latent demand for logistics in the retail sector is substantial, with market dysfunction retarding growth. Better roads and recognition by governments of the importance of logistics suggests that markets may open up to the possibility of a much deeper presence by global LSPs as well as the more sophisticated local players.

Oil and gas still dominates many of these economies. The direct impact of these resources has an enormous effect on the region's logistics markets. The infrastructure is vast, as are the markets for services such as shipping. It also has the indirect effect of driving demand for air services in many locations; it is also the force behind the development of the growth of the chemical sector in these economies. The effect is to skew logistics provision towards heavy industrial, capital intensive operations.

The outlook for the economies in the MENA region is cautiously positive. Higher global demand is expected to boost exports of energy and manufactured products in those countries that trade with high-income countries. The oil exporters in the MENA region, especially the GCC countries, are expected to lead the regional recovery with growth reaching 3.5% in 2014 and 4.8% in 2015.



Other important factors for Africa's medium-term growth prospects include increasing domestic demand – particularly from a growing class of new consumers associated with urbanisation and rising incomes – and improvements in economic governance and management. A moderate growth recovery in 2014 in emerging and developing countries, led by China, and projected improvement in major developed economies should also stimulate growth in Africa, through increased trade, investment and capital flows.

"Positive advances in the political climate of the transition countries could likely set the stage for gradual improvements in economic prospects."

Compared with developed economies, most developing countries and economies in transition have a better fiscal position in terms of budget deficits and public debt. However, their fiscal position has deteriorated measurably in 2013, with a number of low-income countries experiencing high budget deficits. The fiscal deficit has deteriorated in much of Africa, as governments across the continent are under continuous pressure to increase spending on public services, wages in the public sector and provision of subsidies on food and fuel. The deterioration is largely due to lagging revenues in oil-importing countries, while oil-exporting and mineral-rich countries have sizeable fiscal surpluses.

Shanta Devarajan, World Bank Chief Economist for the MENA region, commented: "The global recovery is still fragile and downside risks, including continued low inflation in high-income economies and the escalation of conflict in Ukraine, remain. The biggest risk to economic recovery in the MENA region, is that long-standing structural problems do not get resolved."

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Amine Ghellal
Founding Partner

Amine Ghellal, the founding partner of Ghellal & Mekerba, has 44 years of experience and is considered as one of Algeria's leading law practitioners. He is said to know the Algerian business framework "like the back of his hand".

Dr Ghellal has a wide knowledge of all aspects of Algerian law regarding investment, corporate, financing, exchange control, tax and customs law.

He is an international arbitrator and a member of the International Arbitration Institute. Dr Ghellal has a perfect knowledge of contractual mechanisms and precautions governing dispute resolution. He acts as an arbitrator before the International Chamber of Commerce (CCI) and the Algerian Chamber of Trade and Industry (CACI).

Dr Ghellal is also currently seen as one of Africa's leading gas and oil practitioners and regularly advises major international firms on all the intricacies of energy regulation. He has counselled the Algerian Ministry of Energy and has also headed Sonatrach's "International Legal" and "International Negotiation" departments. Between 1979 and 1981, he was Algeria's legal expert within the OPEC and the OPAEC.

Dr Ghellal is a graduate in both public and private law and in political sciences. He studied in France and obtained a Higher Diploma in Public law with Magna Cum Laude, a Higher Diploma in Political Sciences with Magna Cum Laude and a PhD with Summa Cum Laude and praises of the examination board. He also taught public law, both in France and Algeria, for many years, and has published many articles.

Dr Ghellal is a member of the Algerian Bar Association, a member of the International Bar Association, a member of the International Arbitration Institute (IAI), a correspondent of the World Bank in Algeria, an honoured Member of the International Who's Who of Professionals and of Project Finance, a member of the International Lawyers Club (Head Office in France), and a member of the International Lawyers Association "Mackrell International" (Head Office in Great Britain).

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Philip Forsang Ndikum is a Barrister-At-Law in England and Wales, called from the Honourable Society of Lincoln's Inn, London and a Barrister and Solicitor of the Supreme Court of Cameroon, called from the Court of Appeal, Douala, Cameroon, Africa.

He is founder of Ndikum Law Group: Ndikum Law Offices Limited, England, United Kingdom; and Ndikum Law Offices, Douala, Cameroon, Africa; and Ndikum Publications, London, England.

Mr Ndikum was a research and graduate assistant at the University of Minnesota Human Rights Center. He clerked (foremost LL.M. Programme, University of Minnesota, USA) for the honourable judge Nancy D. Dreher, United States Bankruptcy Court, Minneapolis, Minnesota, USA. He has worked in Law firms in Douala, Cameroon; Paris, France; England, United Kingdom; and Minnesota, USA.

Mr Ndikum is currently a lecturer in OHADA Law at the Cameroon-European Union Cooperation Programme d'Appui au Secteur de la Justice (PAJ). His major publications are 'Focus on Emerging & Developing Economies' (2005, Trafford Publishing, USA) and the four volume compendium of 'Encyclopaedia of International Aviation Law' (2014, Trafford Publishing, USA) which is the first of its kind ever internationally and in Cameroon in particular.

He is featured in the Who's Who in America for outstanding achievements and is featured in the Who's Who: American Law Students for outstanding academic achievements.

Mr Ndikum obtained an LL.M. honours degree in Banking Law and Financial Regulation from the London School of Economics and Political Science (LSE). Before joining the LSE, he obtained a post graduate diploma in Professional Legal Skills from City University London and obtained the BVC at the Inns of Court School of Law.

He obtained a Juris Doctorate degree from William Mitchell College of Law, Saint Paul, Minnesota, USA. In addition, he obtained an LL.M. with distinction from the University of Minnesota Law School, Twin Cities Campus, Minneapolis, Minnesota, USA.

He was a distinguished law student at the University of Luton Law School where he obtained an LL.B (Hons). He also obtained a diploma in International Human Rights and Human Rights from Strasbourg, France. Prior to this he studied at École Nationale de l'Aviation Civile, Paris, France.

He is a graduate of Cameroon Protestant College Bali (commonly called Bali College or CPC), Bali, Cameroon, Africa.

He is a member of: London Court of International Arbitration (LCIA); American Bar Association; Association of Trial Lawyers of America; Minnesota Black Lawyers Association; National Black Association; Bali Old Boys Association; and Cameroon Bar Association.

Mr Ndikum has a deep understanding and experience in all aspects of banking and financial regulation, maritime/aviation and corporate and commercial law and has counselled on countless major transactions and litigation.



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M&A

EY (Ernst & Young)

All other aspects related to transactions (Due Diligence, Valuation, Project Finance)

Ethiopia



Zemedeneh Negatu
Managing Partner EY Ethiopia and Head of Transaction Advisory Services

Building a better working world

Zemedeneh Negatu is the managing partner of EY Ethiopia and Head of Transaction Advisory Services. He is widely recognised as one of Africa's top business leaders and was recently selected amongst the "100 Most Influential Africans of 2013" by the international magazine - New-African.

A trusted advisor to decision makers in the private sector as well as governments, Mr Negatu has advised clients in the Americas, Middle East and throughout Africa. For example, he led the transaction advisory team which successfully transformed Ethiopian Airlines which has since become the biggest in Africa and in 2013 was more profitable than all African airlines combined. In 2012 he was the transaction advisor to Diageo plc of the UK, the world's leading premium drinks company, in one of its largest acquisition investments in Africa. More recently, Mr Negatu led the team which advised on a US$4 billion transaction in Africa, with financing led by one of the largest Wall Street private equity funds.

Mr Negatu has received numerous global awards including "Pioneer Diaspora Business Person of the Year 2012" in Washington DC and "Managing Partner of the Year 2013" from a major UK business magazine. He has been interviewed numerous times by the global media such as CNN, BBC and Bloomberg and was recently a "Power Lunch" guest on CNBC television discussing FDI in Africa. Moreover, Mr Negatu was featured on the December 2013 cover of one of the most prestigious international corporate finance magazines published in the UK.

Mr Negatu has a business degree from Howard University, Washington D.C. and completed the LSE programme at the Harvard Business School and is a US CPA.

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John Ffooks

John W Ffooks & Co

Commercial and Business Law

John W Ffooks & Co. is a multilingual international law firm, covering Francophone Africa. It specialises in commercial and business law, including finance, project finance, intellectual property, minerals, mining, oil & gas, environmental law, privatisation, telecommunications and banking law. The firm regularly advises on all aspects of these areas within each country in the region.

With offices in London and Madagascar, and associated offices throughout the region, John W Ffooks & Co. is able to meet to clients' needs at every level, from operational matters on the ground to meeting and discussing the issues face to face at the client's head office. The firm aims to service clients in their host country and home jurisdiction.

It has particular experience advising foreign investors who invest in Francophone Africa, as well as local clients looking for international expertise and vision. The firm uses its extensive international expertise and detailed knowledge of local law and practise to offer the best international advice tailored for each individual country.

John W Ffooks & Co. is highly accustomed to working closely with lawyers from other jurisdictions. It has worked with lawyers across Europe and the UK, as well as with law firms from North America, South Africa, Australia and Asia. The firm's lawyers speak fluent English and French, as well as local languages where appropriate, and can communicate proficiently in English with correspondents from overseas.

John Ffooks, John W Ffooks & Co. senior partner, leads the firm with his 20 years of experience, and advises on everything from broad strategy to detailed transactions. He is familiar with the specific legal and business cultures across Francophone Africa (including OHADA countries), and has extensive experience of French-based legal systems along with the ability to communicate any issues arising simply and clearly to English speaking clients.



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Francophone Africa

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Preis, Baharav & Co. has been awarded Finance Law Firm of the Year 2013 in Israel due to its prominent position in the Israeli market. The firm represents leading banks, financial institutions and corporations in complex finance transactions due to its highly esteemed professionalism, expertise, reputation, experience and service.

Preis, Baharav & Co., was founded in 2011 by Ronen Baharav and Dr Ziv Preis as an elite boutique law firm in the areas of banking & finance, corporate and mergers & acquisitions, based on its partners' core values of partner level service and dedication, commitment to excellence, efficiency and teamwork.

The Banking and Finance team led by Ronen Baharav has a vast experience and reputation in successfully handling complex domestic and international finance transactions, as well as providing regulatory advice to Israeli and international banks and financing institutions operating in Israel.

Ronen Baharav has been involved from the earliest stages of his legal career, in the top edge of the finance realm in Israel, personally representing parties to the largest financing transactions in Israel in the last ten years. He has personally drafted, negotiated and handled some of the financing agreements for the largest financing transactions in Israel, and built his reputation as one of the true leading banking lawyers in Israel. Ronen Baharav has worked closely with all major Israeli banks and financial institutions as well as with the largest Intentional banks.

Since the establishment of the firm, Preis, Baharav & Co. has been representing leading corporations in their finance activities (lenders and borrowers alike), including, among others, Israel Discount Bank Ltd., Origo Leverage Fund, Altshuler Shaham Provident Funds, Meitav Provident Funds, Helman Aldubi Finance, Hadas Arazim Investments, the Azrieli Group, the Tnuva Group, and the Histadrut, Israel's largest labor union.



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Kwame Asante & Associates (KAA), established in June 1991 under Ghana's companies code 1963, Act 179, is a three-partner firm of chartered accountants and auditors based in Accra, the capital of Ghana. It is a professional services firm offering accounting, audit, tax, business advisory and specialty consulting services.

Richard Kwame Asante, the firm's founder and managing partner, has around 35 years of broad professional experience covering audit, taxation, corporate governance and integrated financial management systems. He has an MBA and is a member of the Institute of Chartered Accountants in Ghana.

Rita Sraha, the business consulting partner, has 17 years of professional experience in corporate management, organisational planning, analysis of financing needs and training. She also has an MBA.

Arnold Okai is the assurance and business advisory partner. He is a fellow of the Association of Chartered Certified Accountants (ACCA) and a member of the Institute of Chartered Accountants (Ghana). He has 22 years of professional experience in accounting, audit, tax planning and investment advisory services.

KAA focuses largely on audit work, including statutory, tax, forensic, performance, procurement and payroll audits. Consulting services represent another important area of the firm's work, including business process reviews, organisational restructuring, capital restructuring, business valuation and economic and market studies. It also provides accounting, tax consulting and company formation services. The client base covers a diverse range of sectors from public services and banking, through communications and hospitality, to agriculture and energy.

The firm's journey, since 1991, has been a combination of enterprise, vision and good corporate governance attributes. This saw it selected to represent the former Andersen Consulting (at the time Arthur Andersen and Andersen consulting), in 1996, and then the former Arthur Andersen until 2003, in Ghana.

KAA's consultants aspire to, and continue to deploy, global best practices while offering the best value to its clients. The firm employs accountants, consultants and other professionals who have provided quality services and contributed to the success of local professional services firms, and who are able to successfully compete with the international firms within.

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Dr David E Tadmor, Tadmor & Co. managing partner, specialises in antitrust, regulatory, mergers & acquisitions, and arbitration and litigation. His practice includes the representation of leading multinational clients in a large variety of industries, as well as many of Israel's largest industrial and holding companies, financial Institutions and energy companies.

Tadmor & Co., established by Dr Tadmor in 2005, is a premier Israeli law firm with lawyers favoured by clients operating in all sectors of the Israeli economy. The firm comprises of a highly skilled and professional team of around 70 lawyers and trainees. Many of the lawyers are multilingual and have studied or are admitted to practise in overseas jurisdictions. The firm provides insightful and strategic commercial advice to a diverse range of clients both in Israel and internationally. Tadmor & Co. has a reputation for excellence and brings its clients the best results through tailor-made solutions and top quality service.

Dr Tadmor is recognised as a leading expert in the area of competition law. He served as the Director General of the Israel Antitrust Authority (IAA) between February 1997 and February 2001. During this time in office the IAA trebled in size, legislative amendments were introduced and much of the foundation for Israel's competition law and enforcement policies was laid. Dr Tadmor introduced the IAA to the competition committee of the OECD. He was also the driving force behind the cooperation agreement between the United States and Israel in the area of competition.

Dr Tadmor is also a leading expert on regulatory matters in Israel, representing major clients in administrative and legislative procedures, before governmental committees, and in connection with proposed regulation and legislation. He also represents clients in large-scale arbitration proceedings and in administrative and commercial litigation proceedings. His experience in the area of mergers and acquisitions spans over more than 20 years. He has extensive experience also in the area of energy, where he represents Israel's largest gas and energy companies. He also has extensive experience in the health and telecom sectors.

Dr Tadmor is active in various charitable organisations and maintains a diversified pro bono practice.

In the past, he was a senior partner at Caspi & Co., a leading mergers and acquisition firm in Tel Aviv. Prior to becoming Director General of the Antitrust Authority, Dr Tadmor was a member of the Antitrust Court in Israel. Previously He was a corporate attorney with the New York law firm of Wachtell, Lipton, Rosen & Katz. Dr Tadmor is a graduate of the Hebrew University School of Law (LL.B.) and NYU School of Law (LL.M., S.J.D.).

Dr Tadmor is an adjunct professor at the Tel Aviv University School of Law (Antitrust Law). In the past he was also an adjunct professor at the Hebrew University of Jerusalem (The Law and Practice of Privatization), the Interdisciplinary Center (Antitrust Law) and Tel Aviv University School of Law (Telecommunications Law, Corporate Law).



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Nir Cohen, Leshem & Co. is a law firm engaged in complex litigation, mainly in the fields of commercial law, corporate and securities law, class action suits, banking law and antitrust. The firm was founded in 1994 by Nir Cohen and David Leshem. It has represented leading entities in the Israeli economy such as banks, insurance companies, credit card companies and other financial institutions, public and private companies, and individuals from the business sector.

In the area of corporate and securities law, Nir Cohen, Leshem & Co. handles shareholders' disputes, control disputes, directors and officers' liability proceedings, derivative suits, oppression of minority suits, proceedings against governmental and regulatory authorities, etc.

Nir Cohen, Leshem & Co. represents defendants in various areas in which class actions are filed in Israel, such as corporate and securities law, consumer law, banking law and antitrust law.

Nir Cohen, Leshem & Co. represents banking institutions in complex litigation matters, including large cases against customers, principal cases against capital market authorities, and disputes with other financial institutions.

In the field of antitrust, Nir Cohen, Leshem & Co. handles proceedings filed with judicial authorities involving issues of significance in this field.

Nir Cohen graduated from the Tel Aviv University (LLB cum laude) in 1985, and was admitted in Israel in 1986.

Israel

Pupi Ariely

PR Consultancy

Stern Ariely Public Relations



Pupi Ariely
Director

STERN ARIELY
Experts in Communications

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Stern Ariely Public Relations (SApr), founded in 1994 by Ronit Stern and Pupi Ariely, offers a holistic approach to PR, working in conjunction with advertising and BTL agencies, lobbying groups and marketing teams.

SApr specialises in brand and corporate media relations and strategic marketing communications. With more than 70% of its portfolio consisting of global brands, it is highly experienced in managing international brands while adjusting to local market needs and demands.

The firm provides PR expertise in four practice groups – healthcare; lifestyle and consumerism; technology and communication; education and NGOs.

The firm offers three additional services to its clients:

- Ethnic Segments: a dedicated department for segments communication including the Russian, Arabic and Orthodox media in Israel.
- Social Media: a dedicated department for social media and digital initiatives as well as content-driven PR for the Internet, TV and print.
- Issues and Crisis: a dedicated team of media consultants specialising in issue management and crisis intervention and management.

Israel's pharmaceutical industry is a very active and developed market influenced by medical, social, economic, cultural and political elements. The media activity in the pharmaceutical, bio-technological and OTC markets requires high sensitivity to regulator, labour union and NGO demands. Alongside media relations SApr helps clients like Medtronic and Bayer, to develop corporate responsibility programmes, issue and crisis management plans and marketing communications targeted to specific patient sectors.

The firm's professional reputation is deeply rooted in marketing and consumer-related issues with extensive marketing communications experience for consumer products in a range of industries – from toiletries and personal care such as Always and Pantene, to fashion such as Louis Vuitton, food and beverage, electronics, technology, among others. SApr is committed to developing programmes that support the business objectives of it clients.

Israel

Ehrlich & Fenster is Israel's leading patent attorneys firm, offering premier expertise in all matters concerning the protection and prosecution of intellectual property. The firm and its team are renowned for excellence in both the local and international professional arena. The synergism between highly personalised service and unrivalled expertise in all technological fields has made Ehrlich & Fenster the most reputable IP firm in Israel.

The firm's extensive professional knowledge and experience, along with scientific insight, enable it to offer an optimal intellectual property strategy and assist in managing the intellectual property portfolio for clients in light of their business strategies – be it in licensing, investment, financing and buyout exits as well as deals amounting to billions of dollars.

Dr Gal Ehrlich, Ehrlich & Fenster founder and manager, leads a large team of highly experienced patent attorneys and technical advisers, most of whom have PhDs and are licensed to practise directly before the Israel and / or US Patent Offices as well as the UK, Europe and elsewhere. His areas of expertise include: biotech, immunology, agro technology, bioinformatics, pharmacology, biochemistry, chemistry, physics and electronics.

The firm's unique structure is organised around four distinct pyramids in biotech, including agro tech; pharmacology; physics, including mechanics; and electronics & communications, ensuring that each file is handled at some stage by its most senior staff, including Dr Ehrlich himself, without compromising on the level of personal service. The quality of service is also enhanced by the firm's unique custom-made computer programs, which include leading edge docketing, billing and accountancy systems as well as an innovative task management system that optimises efficiency.

Ehrlich & Fenster's thousands of clients in Israel include all of the country's universities and colleges as well as their technology transfer companies, leading high-tech, biotech and pharmaceutical firms, as well as start-ups, technological incubators and private individuals. The firm also acts for major international companies on matters relating to patents, trademarks and designs. Ehrlich & Fenster combines corporate and private practice experience to manage IP portfolios for the benefit of each client. All clients obtain a global perspective of intellectual property management, while larger corporate clients maintain the insight required for communicating with individuals or their smaller clientele.

The firm helps clients identify, determine and broaden the protection scope of their core intellectual property. This is achieved by analysing and assessing the potential business opportunities that may emerge from the client's innovative technologies and areas of invention. Ehrlich & Fenster's strategic advantage is in its ability to identify the individual or multi-core technologies often hidden within a development. It pursues all the potential business directions available to a client including buying, in-and-out licensing, selling and international expansion.



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Mohammad S. Beiruti

Energy & Infrastructure Projects

Beiruti Attorneys & Counselors at Law, Amman

Finance, Corporate, Dispute Resolution and Asset Recovery

Jordan



Mohammad S. Beiruti
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Mohammad S. Beiruti is the managing partner of Beiruti Attorneys and Counsellors at Law. He has extensive experience in corporate law, concessions, finance, mergers and acquisitions, industrial projects and general commercial law and dispute resolution. He has particular experience in the energy sector, having worked on some of the largest energy projects in Jordan.

Mr Beiruti has acted as team leader for innumerable legal assignments that involve private and public sectors as well as international clients, and has been invited by foreign courts to submit a number of expert opinions on Jordanian Law. He was involved in numerous disputes involving local and international high profile litigants.

Mr Beiruti is recognised among the leading Jordanian law practitioners by Chambers Global, Legal 500, and IFLR1000.

Beiruti Attorneys & Counselors at Law is one of the leading law firms in Jordan, founded in 1962. The firm provides a full range of business legal services and litigation, and conducts a national and international general legal practice.

The firm offers comprehensive and integrated legal advice and assistance to local and international clients, ensuring responsible and efficient services based on a full understanding of clients' needs and clear view of the best approach.

Throughout its 52 year history, Beiruti Attorneys and Counselors at Law has grown progressively by attracting and retaining high calibre professionals. The firm has been distinguished by its commitment, experience, efficiency, communication and partnership with its clients.

Alexandra Kontos

Corporate and Commercial

Walker Kontos

Mergers and Acquisitions

Kenya



Alexandra Kontos
Senior Partner

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Walker Kontos, founded in 1988, is one of Kenya's leading commercial law firms. It has grown to comprise seven partners, six associates and more than 30 support staff. The firm's focus lies in corporate and commercial law in Kenya and the region, with particular emphasis in banking and securitisation, project and corporate finance, mergers and acquisitions and conveyance and property law. It has also built up a substantial practice in commercial litigation as well as corporate and debt recovery.

Alexandra Kontos, Walker Kontos senior partner, has qualified as an advocate in three jurisdictions and has practised in Kenya as a corporate and commercial lawyer since 1979.

She initially trained initially in civil law, then switched to a common law jurisdiction, and now specialises in corporate and commercial work, with particular emphasis on banking and corporate finance. She has advised on all kinds of banking and financial transactions such as project financing, loan syndications and loan securitisation. She also specialises in mergers and acquisitions, particularly those involving transactions relating to banks operating in Kenya.

Walker Kontos has acted in M&A transactions across a number of sectors as diverse as aviation, horticulture, pharmaceuticals and edible oils. It has also acted in most of the recent M&A's involving banks and financial institutions in Kenya.

The firm has advised on a number of M&A transactions, both as counsel to the vendor and as counsel to the purchaser. In the latter function, the firm has the capacity to undertake pre-bid and pre and post acquisition due diligence exercises, where it merges its expertise on all matters of applicable and relevant legislation and regulatory requirements.

Walker Kontos' M&A work also extends to advising on joint ventures, partnerships and equity participations, again within a wide range of business sectors.

Nadia Kettani

Kettani Law Firm

Business Law

Kettani Law Firm (KLF) is a major Moroccan business law firm founded in 1971 by Professor Azzedine Kettani. It covers the whole spectrum of financial and business activities. The firm acts for banks and other financial institutions, international businesses, major public and private companies and government departments. It has 20 lawyers, and a total of 50 staff.

Nadia Kettani, Kettani Law Firm partner, practises in the areas of business law, foreign investment, international transactions and litigation. She was admitted to the Casablanca Bar Association in 1994. She also has a master's degree in business law from the University of Hassan II, Casablanca.

KLF is an acknowledged leader in the fields of corporate finance, banking, project finance, company and commercial law. The firm's other areas of expertise include: stock exchange laws; aviation laws; telecommunication regulations; labour law; and industrial property. It also has a large experience in litigation handling all forms of commercial disputes.

The firm acts as a local counsel for international public and private corporations, investments banks and financial institutions, governments and international bodies. It has handled a number of high profile projects for clients around the world. These include advising France Telecom as a potential buyer of Maroc Telecom ($2.3 billion), the national telecommunication operator, advising Telefonica for the acquisition of the second GSM line bid ($1.1 billion) and advising Imperial Tobacco in the acquisition of the Moroccan state owned tobacco company Régíe des Tabacos for approximately EUR1.3 billion.

Kettani Law Firm advises on all operations relating to the financial strategy of Moroccan and foreign companies, such as restructuring and regrouping (mergers and similar operation, joint ventures), acquisitions, take over bids, public offers of exchange, stock exchange listings and other equity transactions.



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Partner

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Kusamotu & Kusamotu

Debt Recovery Commercial Law

Intellectual Property, Information Technology

Ayodele Musibau Kusamotu attended the University of Lagos where he obtained his LL.B. (Hons) in 1997. He worked with Clarke, Parko & Associates as well as Abdulai Taiwo & Co., (Solicitors) as an associate before joining the firm.

Mr Kusamotu is a consummate professional with an exceptional eye for detail. He is a director of the Internetbar.org (USA), the brain behind the One-Laptop-Per-Lawyer scheme of the Lagos NBA, a driving force in the One-Laptop-Per-Child program in Nigeria and has also been in the forefront of enhancing Creative Commons awareness in Nigeria.

Mr Kusamotu was the pioneer chairman of the Information and Communication Technology Committee of the NBA and a Director of the OHADA CLUB OF NIGERIA (Organisation pour l'Harmonisation en Afrique du Droit des Affaires – a system of business laws and implementing institutions adopted by sixteen West and Central African Insitutions). He is also a fellow of the University of Massachusetts, National Centre for Information Technology and Dispute Resolution.

Mr Kusamotu is the author of several publications and articles. He brings the dynamism and freshness of new innovative thinking to the firm's practice.

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Tayo Oyetibo, SAN

Dispute Resolution

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Founding Partner and Chief Counsel

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Tayo Oyetibo & Co. is a multi-service law firm that provides legal services to a wide variety of clients, ranging from large corporations to private individuals. The firm is well-known as one of the leading law firms in Nigeria in the area of dispute resolution, particularly litigation, forensic advocacy and arbitration. It has a reputation for integrity, diligence, proficiency, professional competence and devotion to client service.

The firm's clients range from private individuals to multinational corporations. This includes banks and other financial institutions, communications companies, health institutions, manufacturing companies, oil and gas companies, government bodies and insurance companies.

The dispute resolution practice at Tayo Oyetibo & Co. benefits from the wealth of experience in dealing with complex litigations and notable cases of wide public interest and value. This allows the firm take effective steps geared towards protecting the interests of its clients even in high pressure situations.

The firm's experience and expertise from conducting matters in almost all the States of the Federation of Nigeria allows it to provide international clients with effective legal advice and representation due to its vast knowledge of the Nigerian jurisdiction.

Tayo Oyetibo has a great deal of experience in dealing with complex litigations. His work is regularly reported in renowned law reports and journals in Nigeria. He also regularly advises on a wide range of high profile commercial transactions.

Mr Oyetibo has been described, in respect of an extradition proceeding, as 'a skilful advocate with great capacity to make a success of an otherwise hopeless situation'. He was appointed by the United Nations Development Programme (UNDP) as a member of a team of consultants to the National Assembly of Nigeria to advise on the first and second amendments to the Constitution of the Federal Republic of Nigeria, which were carried out in 2010.

Dapo Akinosun

Energy

Infrastructure Projects

SimmonsCooper Partners

Nigeria



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Dapo Akinosun leads the Energy and Infrastructure Projects team at SimmonsCooper Partners. He represents clients in all energy related transactions.

Mr Akinosun provides valuable counsel in all stages of the energy and natural resources sectors including statutory and regulatory compliance regimes, negotiation and preparation of financing, structural and operational contractual documents and top-tier interaction with regulatory authorities. He also advises state governments in Nigeria on public private partnerships for infrastructure projects and has successfully advised three state governments on the issue of bonds for various infrastructure projects.

Committed to excellence and with a strong dedication to his clients, Mr Akinosun has consistently obtained outstanding results, both in and out of the court. He has litigated a wide range of commercial cases including issues relating to a large-scale and complex financial corporate fraud, oil spill and environmental damages and disputes in state and federal courts and before arbitrators.

Some of Mr Akinosun's clients include the Nigerian Gas Company, The Gas Aggregation Company of Nigeria, Vertex Energy, the Lagos State Government, the Osun State Government and the Ekiti State Government.

Norma Jackson-Steele

JACKSON, ETTI & EDU

Intellectual Property

Corporate Commercial Law

JACKSON, ETTI & EDU, one of Nigeria's leading law firms, has been rendering legal service and advice for more than a decade to a broad spectrum of local and international clients on diverse corporate and commercial matters. It has four full-fledged and functional offices strategically located in in Victoria Island (the corporate and financial centre), Ikeja, Abuja and Ghana.

The firm diverse client base ranges from individuals and small private companies, to major multinational, financial institutions and conglomerates –including philanthropic organisations for whom it renders practically pro bono PR services.

JACKSON, ETTI & EDU is a product of the integration of two highly reputable law firms, NORMA JACKSON-STEELE & CO. and ETTI, EDU & CO. It started as a medium-sized law firm, to emerge as one of the leading firms in the country today with a total staff of 100, including 40 lawyers and three consultants, one of whom assists the firm with government related issues.

The integration of the two firms has produced a unique and formidable firm that has successfully blended years of experience with a dynamic and innovative approach in the provision of qualitative legal services in the handling of substantial and complex corporate and commercial transactions.

JACKSON, ETTI & EDU is made up of proficient lawyers with a wealth of knowledge in diverse areas of legal practice. Its three main practice areas are corporate / commercial; dispute resolution practice; and intellectual property.

The firm's IP Department provides specialist IP services through a complement of experienced and seasoned lawyers who have distinguished themselves in this field. They are members of various international IP associations and institutions, who also hold international and local leadership positions and continue to act in various capacities of influence in this practice area.



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Nigeria

Centus O Macauley

Macauley, Bangura & Co.

Admiralty/Shipping Law

Intellectual Property Law, Banks and Banking, International Trade and Business

Macauley, Bangura & Co. is a relatively new player in the legal field in Sierra Leone. The firm was set up to meet the obvious gap in the provision of legal, consultancy and other services that was emerging towards the end of the conflict in 2000.

The partners have positioned themselves to meet these anticipated developmental strides in the expanding legal and private sectors in order to respond to the rapidly changing needs of clients both within and outside the jurisdiction of a new and investment-hungry Sierra Leone. Consequently, the firm is now ranked as one of the top five law firms in the country and Sierra Leone's largest.

Macauley, Bangura & Co. has grown from an initial three lawyers to now include numerous associates and legal officers, all qualified to practice as barristers-at-law and solicitors. This ensures that the firm maintains its undertaking of rapid, quality service to clients as partners and other lawyers of the firm are on call 24hours a day to attend to the needs of clients.

Macualey, Bangura & Co. prides itself on its competitive edge and maintains excellent relations with all the key players in the public, private and legal sectors in Sierra Leone, ensuring a complete service in investment, consultancies and legal matters. The firm is committed to first-class service delivery and is research-oriented, with young, dynamic, fast-paced and client focused lawyers.

The lawyers in the firm can call upon over 20 years' experience of private and institutional practice including practicing in the offices of the Attorney General & Solicitor General of Sierra Leone and other law firms prior to the establishment of Macauley, Bangura & Co.. The firm has undertaken work since its inception for clients ranging from government and quasi-government departments and agencies, corporations, foreign investors and sovereign states.

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Victor Sekese

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CEO

SizweNtsalubaGobodo
AUDIT • ADVISORY • FORENSICS
OPPORTUNITY. EXCEEDED.

SizweNtsalubaGobodo is an African firm that delivers excellence and seeks opportunities to create a global legacy. Launched in 2011 through the merger of two leading auditing firms, SizweNtsaluba VSP and Gobodo Incorporated, SizweNtsalubaGobodo has a combined legacy of 28 years and has established itself as the first fully home-grown South African practice.

While rooted in Africa, the firm's international links with leading global consulting and professional services firms enables it to meet the cross-border needs of its clients. This also gives it a broader footing across diverse industry sectors together with valuable insights into their operations in the global economy.

SizweNtsalubaGobodo is a member of Morison International (MI), a global association of leading professional service firms established to meet the international accounting, auditing, tax, legal and business consulting needs of clients around the world. With 90 individual member firms in 65 countries, SizweNtsalubaGobodo's strategic alliance with MI ensures that it has a global footprint that offers clients the audit and assurance expertise they need wherever they need it.

The firm offers the full spectrum of auditing, advisory and forensic services, providing high-value expertise to deliver solutions that support the growth of its clients, enable innovation and improve financial performance. It holds a presence in all nine provinces with 11 offices around the country.

SizweNtsalubaGobodo is the first African member firm of Protiviti, a global consulting and advisory firm. Protiviti provides solutions on a host of consulting matters to more than 35% of the FORTUNE 1000 and FORTUNE Global 500 companies. This alliance further enables SizweNtsalubaGobodo to tap into Protiviti's vast knowledge and skills base.

The firm's highly trained team of 1000 professionals locally and 3500 globally, offers a unique perspective on the challenges and risks that organisations face, enabling it to harness the opportunities that these present for innovation and development.

Victor Sekese, CEO of SizweNtsalubaGobodo, has extensive audit and consulting experience in which has various key industries such as information communication technology, transport and logistics energy and public sector.

Mr Sekese has always been very active in the accounting profession. He is the vice chairman of the South African Institute of Chartered Accountants. He is the former national president of the Association for the Advancement of Black Chartered Accountants in Southern Africa (ABASA).

The firm is a high performance organisation with high performance leadership. Its highly qualified team of professionals hold an invaluable breadth and depth of experience in key industry sectors. It serves clients in blue-chip listed companies, long-established owner-managed businesses, emerging enterprises, as well as government and state-owned entities.

In-house training and development platforms through its corporate academy enable SizweNtsalubaGobodo to build the knowledge, skills and competencies that keep it at the leading edge of the profession.

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Dr Zein Elabdeen Ali Ahmed

Elarabi Auditing and Financial Consultancy

Auditing

Elarabi Auditing and Financial Consultancy, located in Sudan, is a professional audit firm specialised in the field of accounting. Its objective is to provide the best professional services, specialised to meet the demand of clients in transparency, accuracy, sincerity and legality. It is government-approved and was granted a business licence in 1998, commercially registered according to general registration ACT.

Since its foundation, the office has contributed considerably to the rising standard of professional finance and auditing staff in Sudan. This has been done through the in-office training and membership to the firm's local associations in Arab countries, as well as internationally.

Elarabi Auditing and Financial Consultancy is a member of the Arab Association of Certified Accountants – Jordan; the Arab Organization of Expert and Certified Accountants – Lebanon; the Gulf Cooperative Council Auditing and Accountancy Corporation – Saudi; the International Islamic Corporation for Economic of Sponsorship – Saudi; and the International Accountant Association – England.

The firm maintains a good auditing relationship with other similar professional bodies and modern technology offices, offering the best services to meet its clients' demands in any other offices it has contact with or is related to. Elarabi Auditing and Financial Consultancy employs prestigious professional auditors in Sudan in the field of auditing and financial consultancy. It is also specialised in writing up feasibility studies in the related businesses of economy and commerce, financial consultancy government, taxes and staff training providers.

Elarabi Auditing and Financial Consultancy recruits the highest academic calibre of professionals and advisers, who hold postgraduate and certified / accredited accountant qualifications, which are both internationally recognised and highly reputable from an industry perspective.



Dr Zein Elabdeen Ali Ahmed
Director

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Sudan

Cephas K Birungyi

Birungyi, Barata & Associates

Tax

Commercial and Civil Litigation

Cephas K. Birungyi, a partner at Birungyi, Barata and Associates, is an advocate of the High Court of Uganda who specialises in tax matters. He has vast experience in commercial and civil litigation and has handled several matters against the Uganda Revenue Authority (URA) for local and international companies and organisations. These include: Warid Telecom; Housing Finance Bank; National Water & Sewerage Corporation; Bank of Baroda(U) Ltd; Sogea Satom; the East African Community; the Republic of Liberia; Nigeria; and Rwanda, in income and corporation tax, value added tax, import and export duty, excise duty, Pay As You Earn tax, and customs duties.

Mr Birungyi worked with URA as the head of the Quality Assurance Section of the Income Tax Department and was the chairman of the Quality Assurance Committee of the East African Revenue Authorities Technical Committee. He has negotiated several double tax treaties between Uganda and other states. He also represented the Uganda Revenue Authority (URA) in the Parliamentary Committee of Finance and advised on the drafting of the Income Tax Act 1997 of Uganda and the Tax Appeals Tribunal Act. At the time of his resignation, he worked for URA as deputy commissioner of domestic direct taxes.

Mr Birungyi is a member of the Investment Committee of the Uganda Law Society; the East Africa Law Society; the Institute of Corporate Governance; the Institute of Taxation; the International Bar Association; and the Walter Reed Board of Directors. He is also retained by International Finance Corporation, a member of the World Bank Group, as a consultant in taxation.



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Uganda

The Americas



The US has the largest and most technologically powerful economy in the world. In this market-orientated economy, private individuals and business firms make most of the decisions, and the federal and state governments buy needed goods and services predominantly in the private marketplace.

US business firms enjoy greater flexibility than their counterparts in Western Europe and Japan in decisions to expand capital plant, to lay off surplus workers and to develop new products. At the same time, they face higher barriers to enter their rivals' home markets than foreign firms face entering US markets. US firms are at or near the forefront in technological advances, particularly in computers and in medical, aerospace and military equipment; their advantage has narrowed since the end of World War II. The onrush of technology largely explains the gradual development of a 'two-tier labour market' in which those at the bottom lack the education and the professional / technical skills of those at the top and, more and more, fail to get comparable pay raises, health insurance coverage and other benefits.

In December 2012, the Federal Reserve Board (Fed) announced plans to purchase $85 billion per month of mortgage-backed and Treasury securities in an effort to hold down long-term interest rates, and to keep short term rates near zero until unemployment drops below 6.5% or inflation rises above 2.5%. In late 2013, the Fed announced that it would begin scaling back long-term bond purchases to $75 billion per month in January 2014 and reduce them further as conditions warranted; the Fed, however, would keep short-term rates near zero so long as unemployment and inflation had not crossed the previously stated thresholds. Long-term problems include stagnation of wages for lower-income families, inadequate investment in deteriorating infrastructure, rapidly rising medical and pension costs of an aging population, energy shortages, and sizable current account and budget deficits.

As a high-tech industrial society in the trillion-dollar class, Canada resembles the US in its market-orientated economic system, pattern of production and high living standards. Canada achieved marginal growth in 2010-13 and plans to balance the budget by 2015. In addition, the country's petroleum sector is rapidly expanding, because Alberta's oil sands significantly boosted Canada's proven oil reserves. Canada now ranks third in the world in proved oil reserves, behind Saudi Arabia and Venezuela.

In Central America, stronger global demand will boost tourism and exports, and US construction activity will give a lift to remittances in 2014 – already growing 6.5% year-on-year in the third quarter of 2013. For Central America as a whole, growth is predicted to rise from 2.9% to 3.2% this year. However, high public debt and budget deficits are a constraint and risk to the outlook for some Central American countries.

In the Caribbean, the tourism-dependent countries are expected to recover on the back of rising US activity; US tourist traffic to the Caribbean was up some 7% year-on-year in November. However, growth will remain low in 2014 – just 1.5%. Caribbean commodity exporters will enjoy stronger growth at 3.7%. But for some Caribbean countries, as in Central America, elevated public debt poses risks.



In South America, the picture is more mixed. For the large, financially-open commodity exporters – Brazil, Chile, Colombia, Peru and Uruguay – average growth should remain just under 4%, remaining in low gear by historical standards. The uplift from global demand will be counterbalanced by weaker commodity prices and somewhat tighter financial conditions. Among these countries, domestic conditions will matter a lot for the outlook. For example, Brazil is running up against supply bottlenecks that are constraining output and pushing up inflation, so we see its growth no higher than last year, 2.3%.

Brazil's economy outweighs that of all other South American countries, and it is expanding its presence in world markets. According to Finance Minister Guido Mantega, investment and stronger exports will see Brazil's economy improve in 2014. Although the $2.56 billion trade surplus in 2013, the lowest since 2000, was disappointing,

For other commodity exporters in the region, the picture is less favourable. In Argentina and Venezuela pressures on inflation, the balance of payments and foreign exchange markets developed in 2013. These pressures are weighing on confidence and aggregate supply.

Latin American economies continue to present relatively stable growth but continued uncertainty with regards to the duration of the commodity boom could pose threats to medium-term growth and economic development. Latin American countries face increasing competition from emerging economies across the globe particularly in manufacturing sectors. In this context of shifting wealth, it is increasingly important to foster competitiveness and connectivity.

Mexico has a free market economy in the trillion dollar class. It contains a mixture of modern and outmoded industry and agriculture, increasingly dominated by the private sector. Recent administrations have expanded competition in seaports, railroads, telecommunications, electricity generation, natural gas distribution and airports. Per capita income is roughly one-third that of the US; income distribution remains highly unequal. Since the implementation of the North American Free Trade Agreement (NAFTA) in 1994, Mexico's share of US imports has increased from 7% to 12%, and its share of Canadian imports has doubled to 5.5%.

Thanks to the US recovery, Mexico's growth rate will rise to 3% in 2014. Mexico will experience both a rise in manufacturing exports and the ongoing recovery in domestic demand, as the temporary factors that depressed demand last year continue to wane.

Growth in Mexico and Central America is expected to accelerate in 2014-2015, supported by better performance of manufacturing exports and stable domestic demand, as well as structural adjustment. Growth in the Caribbean has been hampered by weak external demand – for the tourism sector in particular – and weaker commodity prices, but is expected to strengthen in the outlook.

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Ricardo Enrique Riveiro

International Taxation and Transfer Pricing

RIVEIRO Y ASOCIADOS

Argentina



Ricardo Enrique Riveiro
Founding Partner

Riveiro y Asociados
CONTADORES PUBLICOS • CONSULTORES

RIVEIRO Y ASOCIADOS, certified public accountants and advisers, is a firm of accounting auditors and tax experts of the Argentine Republic. Founded in June 1981, the firm provides tax and accounting services, specialising in international taxation and transfer pricing.

Expertise and solid human capital composition are the pillars supporting the challenges faced by RIVEIRO Y ASOCIADOS due to rendering services of excellence; services provided to medium and large business clients, both on a national and international scale. Its partners and staff have been trained by leading international firms.

Ricardo Enrique Riveiro, founding partner of the firm and chair of the international taxation and transfer pricing departments, is a renowned instigator of articles, contributions and technical works related to taxation and counselling on international corporations. These include being author or co-author of: Tax Havens – Taxing and Corporate Aspects (Paraísos Fiscales – Aspectos Tributarios y Societarios); Transfer Pricing in the Argentine Republic Handbook (Manual de Precios de Transferencia); and International Tax Law Treaty (Tratado de Derecho Internacional Tributario).

Mr Riveiro has also been president of the International Taxation and Transfer Pricing Committee of the Professional Council of Economic Sciences of the Autonomous City of Buenos Aires since 2013, as well as an active member of both the Argentine Association of Tax Studies (AAEF) and the International Fiscal Association (IFA). He also is an avid advocate in specialised related committees belonging to the Argentine Association of Tax Studies. Further, he is a dedicated speaker and lecturer on both a national and international level in seminars and training courses.

In regards to RIVEIRO Y ASOCIADOS' 2014 Corporate INTL Global Award-winning department, the functional, economic and financial analysis it provides results in comprehensive studies rendered to the tax authorities, as well as preparation of the corresponding support documentation required by law. The department's services include rendering searches for comparable companies and agreements, drafting and auditing of affidavits regarding international transactions, a priori studies for companies starting operations with related parties, and defence and remedies at an administrative level and before the National Tax Court against claims made and adjustments imposed by tax authorities in regards to transfer pricing.

The excellence of the services provided by the transfer pricing department has led to it outsourcing its services to other accounting firms, as well as rendering specialised counselling and technical assistance to said firms. This level of recognition resulted in the provision of studies for other countries in the Ibero-Amercian region (Ecuador, Spain, Mexico, Peru, Uruguay, etc.) pursuant to each country's domestic legislation.

RIVEIRO Y ASOCIADOS is part of IECNet, a network of accountants and consultants with offices in more than 60 cities in the world, which provide international collaboration paired with local presence and expertise.

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Edmund Rahming

KRyS Global

Forensic Accounting

Litigation Support

Ed Rahming is the managing director of KRyS Global's Bahamas office. He has more than 16 years' experience in providing financial accounting services, auditing services to SEC registrants and other clients, insolvency services, and a comprehensive mix of forensic accounting services including damage calculations, fraud investigations and litigation support to clients involved in commercial disputes.

Mr Rahming has worked in the Bahamas, the Cayman Islands, the UK and the United States. He is a Certified Public Accountant, Certified Fraud Examiner and an Accredited Mediator. He holds an MBA from the University of Florida and is certified in Financial Forensics by the American Institute of Certified Public Accountants.



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The Bahamas

Mathew Clingerman

KRyS Global

Offshore and Cross Border Insolvency

Financial Investigations

Mathew Clingerman has more than a decade of offshore and financial services experience with a focus on cross-border insolvency and asset recovery. He spent eight years in the Cayman Islands before taking on the role of managing director of KRyS Global's Bermuda office.

He has led cases that have applied cutting edge and innovative offshore insolvency tools including precedent setting cross-border recognitions, international cooperation/protocol agreements, joint appointments with foreign practitioners, and the implementation of sophisticated schemes of arrangement to resolve otherwise deadlocked investor/creditor disputes.

His experiences, while diverse, have often involved the pursuit of assets across international borders and through complex offshore structures. Mr Clingerman is an advocate of leveraging the latest technologies as part of a holistic approach to financial investigations. He is a key member of KRyS Global's digital forensic and e-discovery practice.

Prior to moving offshore, Mr Clingerman worked for a top accounting firm in Chicago, US and Dublin, Ireland, managing financial statement audits for hedge funds, investment advisers and SEC-registered broker-dealers.

He is qualified as an insolvency practitioner under the Cayman Islands' Insolvency Practitioners Amendment Regulations (2010) and has acted as a court-appointed liquidator on firm assignments. He has passed the Chartered Financial Analyst (CFA), Certified Fraud Examiner (CFE) and Certified Public Accountant (CPA) examinations. In addition, Mr Clingerman is a Fellow of INSOL International.



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Bermuda



John K F Delaney QC
Senior Partner

DELANEY PARTNERS

DELANEY PARTNERS is a group of leading commercial lawyers in The Bahamas, advising financial, business and private clients. John K F Delaney QC heads the firm's insolvency practice, bringing leading counsel experience and know-how. His insolvency litigation practice spans more than 20 years.

Mr Delaney has been counsel to liquidators, receivers, creditors, shareholders and boards of directors in corporate insolvencies, as well as instructing counsel on behalf of creditors, liquidators and receivers in cross-border insolvencies.

In 2009, he undertook a period of public service as the Attorney-General and Minister of Legal Affairs, where he led comprehensive legislative action in support of the financial services industry. His strong command of this area of practice made him well suited to spearhead a modernisation of the laws of The Bahamas on corporate insolvencies, resulting in a state-of-the-art regime, which came into force on April 30, 2012.

DELANEY PARTNERS regularly advises on cross-border insolvency engagements, such as representing a receiver appointed by the United States District Court for recognition in The Bahamas; representing joint official liquidators appointed by the Supreme Court of The Bahamas over foreign entities which conducted business from The Bahamas; and advising in the liquidations of entities in an international group of companies alleged to have perpetrated a Ponzi scheme in multiple jurisdictions.

The firm's advisory services include guiding strategy development, liaising with local and foreign regulators, instructing foreign counsel, facilitating recognition in foreign jurisdictions, advising on complex issues arising in the course of cross-border investigations and representing joint official liquidators in various court applications.

The team's extensive insolvency practice experience includes the following:

- Counsel to court-appointed liquidators of investment funds, private banks and trust companies
- Counsel to petitioners of the liquidation of private banks, funds and trading concerns
- Bahamian counsel to receivers appointed by the US District Court
- Legal adviser to liquidators of a financial institution based in a neighbouring Commonwealth Caribbean jurisdiction
- Representing former directors in proceedings brought by court appointed liquidators
- Advising on issues arising in proposed pre-packaged receiverships or liquidations

A boutique commercial practice, the firm offers financial institutions, high net worth individuals, family offices, commercial enterprises dedicated and skilled legal advisers an unparalleled level of responsiveness, availability and personal attention. Its language capabilities are English, Spanish, Greek and Italian.

DELANEY PARTNERS are leading commercial attorneys providing legal solutions for business.

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Daltro Borges

Ferro, Castro Neves, Daltro & Gomide Advogados

Bankruptcy/Restructuring

Commercial Litigation

Daltro Borges is a founding partner of Ferro, Castro Neves, Daltro & Gomide Advogados, a boutique law firm dedicated to litigation, specialised in commercial litigation, with emphasis on bankruptcy and restructuring.

Mr Daltro is recognised by his peers and clients as a "think-outside-the-box" lawyer, having used several new concepts even before they were enshrined in the Brazilian bankruptcy/restructuring law. Clients often highlight his capacity to understand business and legal problems and craft customised solutions in the most diverse areas.

A leading individual in this area, Mr Daltro participates in several study committees dedicated to his area of expertise. These include one from the Institute of Lawyers of São Paulo (IASP) and one from the Brazilian Bar Association, Rio de Janeiro chapter (OAB-RJ). Mr Daltro is also a member of the Brazilian Institute of Reorganisation Studies (IBR) and the Turnaround Management Association (TMA).

Mr Daltro has acted as counsel in major insolvency and restructuring proceedings in Brazil, including ones from Varig, Arapuã, Mesbla, NET and Parmalat. He has experience acting in various situations of credit dysfunction, such as on behalf of (i) a creditor of an insolvent company on the creditors committee, (ii) the debtor, and (iii) a potential buyer. He also acts regularly as counsel for private equity funds and distressed assets funds. His most representative clients in this area are: LDC commodities (Dreyfus Group); Libra Terminais; Companhia Albertina; Banco Safra; BANCO ABC; Eneva and Prumo Logística.

Mr Daltro also has extensive experience in commercial litigation and arbitration, having acted as counsel before State and Federal Courts and in arbitration proceedings before the International Chamber of Commerce and several domestic chambers. BR Malls and CR2 are representative clients for his commercial litigation practice.



Daltro Borges
Founding Partner

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Brazil

Eduardo Romeiro

Lautenschlager, Romeiro e Iwamizu Advogados

Commercial Litigation

Commercial Arbitration, Class Actions, Anti-Trust and Corporate Litigation

Eduardo Romeiro has about 20 years of practice in the litigation area. Mr Romeiro is a managing partner of Lautenschlager, Romeiro e Iwamizu Advogados, co-founded the firm in 2005. Mr Romeiro is a member of the Brazilian Bar Association; the Institute of Attorneys of Sao Paulo; the International Bar Association; chairman of the Executive Committee of Law Exchange International; and arbitrator of the European Chamber in Sao Paulo.

Mr Romeiro has a solid background in civil and commercial complex and strategic judicial litigation, comprising cross border litigation, class actions, contractual disputes, corporate litigation, product liability and credit recovery, among others. He also has broad experience in arbitration proceedings involving commercial matters of different nature.

He has successfully acted in the following recent matters, among others:

- Cases involving contractual disputes over infrastructure projects of the Brazilian government, defending a relevant European client in the Power & Energy field – global amount over $200 million;
- Strategic litigation cases involving the subsidiary of a US manufacturer in the household appliances business in relevant product liability issues;
- $75 million litigation involving civil engineering projects and civil responsibility for alleged defects in the project;
- $50 million corporate litigation brought by shareholders against the board of directors in representation of the board;
- $200 million credit recovery for financial institution, concerning syndicated loans operations and others.

Lautenschlager, Romeiro e Iwamizu Advogados provides specialised legal services in litigation and consulting, relating to a wide range of areas and fields of law. The firm represents clients in court in public and private litigation involving the several fields of law, such as civil, commercial, corporate, bank, bankruptcy, consumer protection, antitrust, administrative law and intellectual property litigation, among other fields, before the lower courts, state courts of appeals and higher court levels.



Eduardo Romeiro
Managing Partner

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Brazil

Jose Romeu Garcia do Amaral

Corporate/M&A

J.R.Amaral Advogados

International Business Transactions, Corporate Finance and Restructuring



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Jose Romeu Amaral is the managing partner of J.R.Amaral Advogados and is responsible for the corporate/M&A area. He is a professor at Insper, where he teaches corporate law and legal aspects of corporate finance. He has a Master Degree in Corporate Law at Universidade de São Paulo, and an LLM at Northwestern University School of Law. He also has a Post-Degree in Corporate Law at Mackenzie and an MBA in Corporate Management at Unicamp.

Before setting up J.R.Amaral Advogados, Mr Amaral was a partner at Bichara, Barata & Costa Advogados; general counsel at Sadia S.A.; executive legal manager at JBS S.A., and worked at Greenberg Traurig LLP (New York office).

He is a member of the Brazilian Corporate Law Institute – IDSA, the International Bar Association, the Private Law Institute, the Brazilian Corporate Governance Institute, and is also a director and executive office of the Lawyer's Defense Movement Institute.

He was worked on several M&A deals, including local and cross-border transactions in many sectors such as: food; education; retail; textile (apparel clothing); construction; real estate; energy; environmental services; and transport.

Mr Amaral stated that the firm has differentiated its services by assisting its clients with a tailor-made and personalised approach. The firm's partners and senior lawyers are regularly involved to deliver legal solutions that are cost-effective and add value to the clients' business.

"We understand that the knowledge of the business of our clients is a key factor to provide crafted services that are suitable to their needs," he commented. "We distinguish ourselves also by having a consistent international experience, which comes from our participation in many cross-border transactions involving jurisdictions such as the USA, Canada, China, Russia, Saudi Arabia, Germany, Austria, Panama, Guyana, Chile, Uruguay and Argentina."

Roberta Jardim de Morais

Environmental Law

Milaré Advogados

Real Estate, Natural Resources



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Leading Lawyer

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Roberta Jardim de Morais is a Leading Lawyer at Milaré Advogados, a position she has held since 2007.

Academic Background:
- Postdoctoral researcher in Human Rights at the Law School of the University of Coimbra, Portugal (started in 2013);
- PhD in Legal Economic Sciences from the Law School of the University of Coimbra, Portugal (completed in 2010 – Approved with Distinction);
- Master's Degree in Economic Law from the Law School of the Federal University of Minas Gerais (completed in 2003 – Approved with First Class Honours);
- Specialist in Medical Science Law from the Law School of the University of Coimbra, Portugal (completed in 2003);
- Specialist in Competition Law from the Law School of the Federal University of Minas Gerais (completed in 2000);
- Specialist in International Trade Law from the University Institute of European Studies, Torino, Italy (completed in 1995);
- Bachelor's Degree in Law from the Law School of the Federal University of Minas Gerais (completed in 1994).

Publications:
- Author of Safety and Labelling of Genetically Modified Foods – An Approach of Economic Law (Segurança e Rotulagem de Alimentos Geneticamente Modificados – Uma Abordagem do Direito Econômico). Forense, 2004;
- Co-Author of Aspectos Controvertidos do Direito Ambiental: Tutela Material e Tutela Processual. Belo Horizonte: Editora Fórum, 2013;
- Co-Author of Novo Código Florestal, 2nd Edition. São Paulo: RT, 2013;
- Author of several articles on biosafety published in newspapers and periodicals.

Languages:
- English; • Spanish; • French; • Italian.

Delmanto Criminal Law Office, located in the city of São Paulo, was founded in 1935 by Dante Delmanto, a son of Italian immigrants who became the most famous criminal trial lawyer in Brazil, for decades. Since then, the firm has continued in the hands of his sons Celso (who passed on in 1989) and Roberto, and his grandsons Roberto, Jr and Fabio.

During almost 80 years of tradition, the firm has witnessed several changes in Brazilian society. From a political perspective, the firm has experienced two dictatorships: Getulio Vargas' regime, from 1937 to 1945; and the military regime, from 1964 up to 1985, when democracy returned.

The firm has existed through ups and downs in the economy. In the beginning, Brazil mainly exported commodities such as coffee beans and rubber. Later, the country was industrialised, bringing automotive and other industries. More recently, Brazil's economy has experienced a boom, returning to the exportation of commodities, such as iron and soy beans. At the same time, the internal market has strengthened, from civil construction, oil exploitation, an increase of airplane companies etc.

From a monetary perspective, Brazil has become an international creditor with a fairly strong currency. Brazil still has a huge social gap, however this has diminished in recent years. At the same time, in the last 15 years, the country experienced the impact of globalisation as several companies and banks, traditionally owned by Brazilian entrepreneurs, were bought by international investment funds and huge foreign companies.

Following all this, Delmanto Criminal Law Office has managed to keep up both with tradition and innovation.

Honouring the firm's 80 years of law practice, it is fully conversant with international standards of compliance. The firm compares criminal law practice with heart surgery: the client must have eye to eye contact with their lawyer, developing trust and confidence with a specialist.

The firm's partners and associates are extremely specialised in criminal law practice, like artisans. To become an associate, a lawyer of the firm spends years in direct training with one of the partners.

The partners Roberto Delmanto, Roberto Delmanto, Jr and Fabio Delmanto are co-authors of several books. The most notable of these is Commentaries on the Penal Code, which is currently in its 8th edition (Saraiva, 2010). In the last 25 years, the book has sold more than 500,000 copies among law students, judges, public prosecutors, lawyers and police authorities. It is common to see an edition of the book on a judge's desk, an achievement which makes the firm very proud and more determined to maintain a high standard in every defence it makes.

While keeping up to date with the transformation of Brazilian society, the partners noticed a huge transformation regarding international companies which face white collar crime, ecological crime and tax crime charges. As a result, based on their expertise in those areas, obtained after years of practice in every Brazilian Court, the firm wrote a specific book in which the laws regarding those crime are discussed with updated jurisprudence: Special Criminal Laws Commented (2nd edition, Saraiva, 2014).



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Maurício Zanoide De Moraes

Criminal Law

Anticorruption, Compliance

Zanoide De Moraes,
Peresi & Braun



Maurício Zanoide De Moraes
Founding Partner

Zanoide de Moraes Peresi & Braun
Advogados Associados

Maurício Zanoide De Moraes is an attorney, admitted to OAB/SP under number 107.425.

He holds a B.A. in Law, received in 1989, and a PhD in Criminal Procedural Law, received in 1999, both from the Law School of the University of São Paulo – Largo São Francisco.

Mr Moraes is qualified as a Professor Lecturer of Criminal Procedural Law, also from the Law School of the University of São Paulo – Largo São Francisco, and held an academic position as Associate Professor of the Department of Criminal Procedural Law at the university.

He has completed specialisation courses in Economic and European Criminal Law, organised by the Law School of Coimbra (IDPEE) and by the Brazilian Institute of Criminal Sciences, 2000, as well as in Procedural Law from the Law School of the University of São Paulo – Largo São Francisco, 1991.

Mr Moraes is a Former President of the Brazilian Institute of Criminal Sciences – "IBCCRIM", 2005/2006. He was a member of the Examining Board on the XVI Exam for Substitute Federal Judge of the 3rd Region-TRF 3 (2012-2013).

He has participated in a number of agencies and institutions, including: Brazilian Institute of Criminal Sciences; Institute Manoel Pedro Pimentel; Brazilian Institute of Procedural Law; Lawyers Institute of São Paulo; and Lawyers Association of São Paulo.

Mr Moraes has authored books, articles and papers published in a number of specialised journals. He has acted as a lecturer in seminars and conferences and has led classes in graduation and post-graduation programs at the University of São Paulo and other institutes.

Mr Moraes is fluent in English, Spanish and Italian.

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Licks Attorneys

Intellectual Property

Food & Drug, Life Sciences, Data Protection

Otto Licks, founder and managing partner at Licks Attorneys, has over 20 years' experience. Acting both as an attorney and law professor, he has established a solid reputation as a trial and litigation specialist, advising clients in areas such as intellectual property and life sciences in cases involving industries related to telecommunications, medical devices and information technology – among many others. Regularly working with clients to resolve matters involving data package exclusivity, regulatory compliance, international patent issues, unfair competition, misleading advertising and qui tam actions, Mr Licks has an international client roster and considerable experience when it comes to the correct interpretation and enforcement of the law, dealing with regulatory agencies and protecting clients' rights at all levels. He is an accomplished speaker in the United States, Europe, Asia and Latin America, and has published extensively in his areas of expertise.

Professional highlights:

- Recognised as one of the most notable practitioners in Brazil in the intellectual property field, "having received enthusiastic recommendations from market observers. He is particularly noted for his patent litigation capabilities", by Chambers & Partners in 2012.
- Highlighted by Análise Advocacia 500 magazine as the most admired attorney within the intellectual property area in Brazil (Out/2011).
- Identified by IAM magazine as a leading patent litigator in Brazil (2011).
- Who's Who Legal Patents and Life Sciences magazines declared him as a very sharp, absolutely terrific attorney with "in-depth expertise in intellectual property and the life sciences". (2009-2013).
- Which Lawyer magazine described him as a highly recommended attorney within the intellectual property of life sciences area (2009 & 2008).
- PLC Life Sciences magazine recognised Mr Licks as a highly recommended Brazilian attorney for his practice specialisation within life sciences (2006-2012).
- PLC Intellectual Property magazine identified Mr Licks as a highly recommended attorney within the intellectual property practice area (2008-2012).



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Carlos Vicente da S. Nogueira

Intellectual Property

Vicente Nogueira Advogados - São Paulo



Carlos Vicente da S. Nogueira
Managing Partner

VICENTE NOGUEIRA ADVOGADOS

Carlos Vicente da S. Nogueira is a registered Brazilian lawyer and managing partner of Vicente Nogueira Advogados - São Paulo. He has been involved with the IP field for more than 25 years and his practice includes all aspects of intellectual property counselling with an emphasis on trade mark prosecution, portfolio management and licensing, trade dress and related law. He has been also involved with patent and industrial designs prosecution, product labelling and advertising, unfair competition and litigation.

Mr Nogueira provides fully integrated assistance on IP rights with extensive experience on trademarks, industrial designs and patents prosecution, including clearance opinions, maintenance and portfolio management, licensing, enforcement measures and litigation.

Mr Nogueira has been rendering assistance to clients from different fields such as food, pharmaceutical, cosmetics, medical devices, entertainment, electronics, lightening, metallurgy, sanitary ware and ceramics, textile, clothing, fine gifts, firearms, software, education, insurance, financial management and consultation, architecture and design, among others.

Committed to providing his clients with effective and direct communication, rendering practical assistance and precise and clear opinions, Mr Nogueira has consolidated a solid image of knowing and understanding his client's business, always working to build a relationship based on trust and respect to their needs. Being flexible and adaptable to his client's necessities without jeopardising the quality of the services the firm provides, Mr Nogueira and his team have been seen as a trustful and respectful reference in IP law for the Brazilian jurisdiction.

Admitted to the Brazilian Bar - Section of Rio de Janeiro in 1985 and to the Section of São Paulo in 1994, Mr Nogueira has served as a member of the Board of Directors of the Brazilian Intellectual Property Association - ABPI from 2004-2007 and as a Co-Advisory Counsel at the Brazilian Industrial Property Agents Association - ABAPI from 2008-2009.

Mr Nogueira has been a member of several IP Groups and Associations, including: the Brazilian Intellectual Property Association (ABPI); International Trademark Association (INTA); Inter-American Association of Intellectual Property (ASIPI); Pharmaceutical Trade Mark Group (PTMG); American Intellectual Property Law Association (AIPLA); and the International Association for the Protection of Industrial Property (AIPPI). He has also been accepted as a Foreign Observer at the Asian Patent Attorney Association (APAA).

Mr Nogueira's law firm was selected as the winner in the Corporate INTL Global Awards 2012 in the category of "Industrial Design Law, Firm of the Year in Brazil" and Mr Nogueira personally has been recognised as a "Recommended Attorney" by Global Law Experts.

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Cristina Arantes A Berry

Deloitte

International Tax

Corporate Taxes and Indirect Taxes

Cristina Arantes A Berry has more than 24 years' experience in Corporate Income Tax, Foreign Capital Legislation, Corporate Law, Corporate Reorganisation and Tax Planning. She joined Deloitte Brazil in March 2002 and is currently based in its São Paulo office.

Ms Berry studied Law at the Faculdade de Direito da Universidade Mackenzie in São Paulo, and is a member of the Brazilian Bar Association, São Paulo section.

She has participated in numerous projects such as: advising multinational clients on tax and business related to multinational joint ventures, and counselling clients on structuring and restructuring complex national and international operations. Moreover, Ms Arantes has an extensive experience in the Telecommunications, Utilities, Consumer, Manufacturing, Pharmaceutical and Media industries.

Ms Berry states that her main characteristic as an adviser is to focus on the client to understand their individual business and tax requirements. In recognition of her service capability as a key adviser in this area, she recently received the accolade 'Tax Adviser Firm of the Year in Brazil' for the Corporate INTL Global Awards 2014.

Ms Berry also notes that the Brazilian tax environment provides and requires constant updates and advisory demands, meaning that compliance work is key. Her typical client base is composed of very well-structured entities with strong technical backgrounds and knowledge.



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Brazil

Margot MacInnis, CA, CFE, CAMS

KRyS Global

Fraud Investigation

Asset Recovery and Cross Border Insolvency

Margot MacInnis is an experienced leader and professional insolvency practitioner in the Cayman Islands, with a background in financial services, particularly in banking and alternative investments. She is responsible for the day-to-day operations and leading the Cayman practice of KRyS Global.

Ms MacInnis acts as a liquidator in compulsory and voluntary insolvencies, and directs specialised engagements involving asset tracing, forensic analysis and valuation assignments. Her experience is primarily in cross-border insolvency projects in Asia, Europe and Africa involving multi-jurisdictional issues and regulations. Ms MacInnis has worked with liquidation committees, creditors, investors and their advisers, and her practical experience and energetic and creative vision ensure results for clients



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Managing Director

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Cayman Islands

Leonardo Braune

Tax Consulting

Intercorp Group

Estate Planning, Fiduciary Structures



Leonardo Braune
Managing Partner

Intercorp Group offers global services and expert advice. The firm's team has direct access to a unique network of professionals around the world that dedicate time to develop customised solutions, aiming to meet tax planning needs and asset preservation strategies for its clients.

Intercorp Group was established under the supervision of Leonardo Braune with the objective of becoming one of the few truly international tax consulting boutiques, fully capable of providing high quality tax, estate planning and fiduciary structuring services, while delivering the most efficient and practical solutions to its clients.

Intercorp Group is a high level consulting firm specialising in tax, estate planning and fiduciary structures. The firm's team consists of professionals with extensive experience. With this, the team operates in a very unique way in addressing the issues of taxation, accounting and international transactions of its clients. Once the firm has assisted its clients in determining their needs, its primary purpose is to facilitate and coordinate the development and implementation of the steps involved in their project. The firm's initial job is to assign one of its qualified coordinators, who will act throughout the entire advisory and consulting processes.

These coordinators have access to an international network of professionals and specialists in many areas and are responsible for "playing the role of the client", being therefore extremely capable of clarifying questions and giving suggestions and practical solutions to their issues. Commitment, creativity, technicality, quality and reliability are Intercorp Group's strengths. The firm's goal is to make its clients feel confident and comfortable that the team is handling their matter properly and efficiently. With Intercorp Group, clients can have direct or indirect access to a unique global network of specialists and professionals that will work in a simple, clear and objective manner.

For over 20 years, Leonardo Braune has acted as a tax consultant in the areas of international tax, real estate planning, wealth preservation, fiduciary advice, implementation and management of international structures and project management.

Mr Braune began his career at Arthur Anderson as a trainee and quickly became senior manager of the tax consulting area, acting significantly in many segments at Arthur Anderson and working very closely with several international offices on various large global projects.

With vast experience in tax, an extremely diversified client base and a very strong global network of top specialists in many different business related areas, Mr Braune has been part of a large number of successful projects in several industries, including: oil and gas; telecommunications; real estate; international services; investment funds; and asset management.

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José Miguel Flores Acuña

Flores y Asociados Abogados

Corporate and Business Law

Bank Law, Tributary and Regulatory Law

José Miguel Flores Acuña is a University of Concepción Law School's lawyer with a Master of Laws degree in Corporate Law from the University of Pompeu Fabra in Barcelona Spain and a postgraduate degree in Intellectual Property from the Ministry of Finance in Japan. He has also studied Advanced Negotiation at Harvard University's Law School.

He is the executive director of Flores y Asociados Abogados, which is the only corporate law firm located in the two biggest Chilean cities.

Mr Acuña is an undergraduate and graduate degree teacher of Corporate Law, Corporate Governance and Advanced Negotiation at the most prestigious Chilean universities.

He is also a member of the board of directors of enterprises that develop in industrial, real estate and retail areas.

In corporate affairs, Flores & Asociados Lawyers and its director, Mr José Miguel Flores, have excelled in the creation, development and organisation of corporate governments for various companies, as well as collaborating in the processes of sale, merger, division and transformation of them.

In the development of these activities, Flores & Asociados Lawyers, has skills in the areas of negotiation, corporate, tax and financial, with a comprehensive and excellence service to its customers.



José Miguel Flores Acuña
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Chile

Alan Krausz Bitrán

Aguayo Ecclefield & Martinez

Corporate Law

Consumer Law, Commercial Law, Mergers and Acquisitions

Alan Krausz Bitrán is an associate attorney at Aguayo Ecclefield & Martinez. He holds a Master in Business Law (MBL) degree, and his post-degree education includes:

- Directors' College – University of Standford-UC, Rock Center for Corporate Governance
- Business Taxation – Thomson Reuters
- New Approaches to Corporate Advisory – Universidad del Desarrollo
- Contracts and Taxation – Universidad Finis Terrae
- International Economic Relations – Universidad Mayor

Mr Krausz's practice focuses on corporate law, commercial law, consumer law and mergers and acquisitions. He has represented a broad range of clients, including purchasers, sellers, investors, financial advisers, and others. He actively participates in various board directories as director or attorney, integrally advising the company.

Mr Krausz has particular experience in complex and sophisticated commercial and corporate transactions, including the merger, acquisition and sale of industrial, commercial, financial and service enterprises. He advises clients in all phases of asset and stock transactions, whether buying or selling, from planning and negotiating through consummation of the deal and afterwards. Representative engagements include assisting with due diligence investigations, negotiating and drafting merger, purchase and sale agreements, non-competition and confidentiality agreements and shareholder and management agreements.

Krausz was associated for over 20 years in Bitrán & Cía law firm, where he developed and headed the consumer law department, handled complex matters for clients, represented major clients in areas of product liability and general consumer law, and advised the national authority (Sernac) through the training of its staff.

Mr Krausz has actively participated as a lecturer in seminars on commercial and consumer law. He has also published several books on consumer law, including: "Tarjetas de Crédito no Bancarias y su nueva Regulación", Editorial Legis año 2006 and "IBC Prevención de la Publicidad Engañosa", Editorial Legis año 2010.

Mr Krausz is currently a professor of business law at the Universidad Adolfo Ibañez Law School (from 2004). He has also held professor positions at other Chilean universities.



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Chile

Alberto Preciado Arbeláez

Administrative Law

Civil, Commercial and Financial Law

Alberto Preciado & Asociados Abogados

Colombia



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Alberto Preciado Arbeláez is a partner at Alberto Preciado & Asociados Abogados, a position he has held since 1981. He has more than 36 years' experience in the practice of administrative, commercial, financial and family law, arbitrations and mediations.

Legal Studies:
Colegio Mayor de Nuestra Señora del Rosario, Faculty of Jurisprudence, Bogotá, 1978.

Professional experience:

- Lawyer to the Colombian Superintendence of Companies (1979-1980)
- Head of the Banking Superintendence Legal Office (1980-1981)
- Professor to the Mercantile Corporations class in the Jurisprudence Faculty of the University Colegio Mayor de Nuestra Señora del Rosario (1988-1993 and 2000-2003)
- Member of the Executive Committee of Bavaria S.A., (2002-2006)
- Arbitrator to the Panel A of the Chamber of Commerce of Bogotá (2005-today)
- Member of the Foreign Commerce Council of the Embassy of France in Colombia (2005-today)
- Member of the Colombo-French Chamber of Industry and Commerce (2006– today)
- Member of the Experts Commission in National and Foreign Arbitration (2010-2011)
- Member of the list of attorneys of the embassy of United States of America and United Kingdom in Colombia (1980-today)
- Member of the Colombo-Mexican Chamber of Commerce (2010–today)

Principal member of the board of directors of local and foreign leading companies:

- Bavaria S. A., Colombia (2000–today)
- Cervecería Andina S. A., Ecuador (2001-2006)
- Compañía de Cervezas Nacionales S. A., Ecuador (2001-2006)
- Refrescos Nacionales S. A., Panamá (2002-2006)
- Unión de Cervecerías Backus y Johnston S. A., Perú (2003-2006)
- Caracol Televisión S. A., (1998–today)
- El Espectador (1999-2002)
- Cromos (1999-2002)
- Movistar S.A., before Bellsouth S. A., (1999-2003)
- Caracol Radio S. A., (2000-2002)
- Cine Colombia S. A., (2008–today)
- Multifinanciera S. A., (1985-1992)
- Valorem S. A., (before, Valores Bavaria S. A., (2001-today)
- Caja de Compensación Familiar CAFAM (2004-today)
- Invernac S. A., (2006–today)
- Estrategias Inmobiliarias EC S. A. S., (2009-today)

Gabriel Ibarra Pardo

International Trade Law

Competition Law, Administrative Law, Customs Law

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Gabriel Ibarra Pardo, attorney, is a former graduate of Pontificia Universidad Javeriana. He holds an L.L.M. in International Business Legal Studies at Exeter University. For more than 20 years of professional practice, he has advised national and multinational companies, and organisations such as the Inter-American Development Bank (IDB), the Cartagena Agreement Board, and public entities such as the Ministry of Agriculture and the National University of Colombia.

Mr Ibarra Pardo participated as a member of the Indicative List of Governmental and non-Governmental Panellists of the World Trade Organisation, and was president of the antitrust table of the VI Business Forum of the Americas in the FTAA negotiations. In addition, between the years 2003 and 2013, he was lecturer of the Economic International Law course at Pontificia Universidad Javeriana.

Currently, he is a partner of Ibarra Abogados, and renders his services as an arbitrator of the Center of Arbitration and Conciliation of the Chamber of Commerce of Bogota.

Regarding international trade, Mr Ibarra Pardo has provided advice to industrial associations, such as agricultural, sugar and paper sectors in the negotiation of trade treaties, and has represented several economic sectors and companies in paramount requests of anti-dumping duties and safeguard measures in Colombia.

In competition law, he represents cardinal economic sectors in antitrust and unfair competition investigations held by the Superintendence of Industry and Commerce. Likewise, he has also represented several companies in mergers before the Competition Authority, such as Abocol in its merger with Yara, and has also advised and represented Linde and BOC in a merger authorisation, as well as Protabaco in a merger with BAT, among others.

Luis Fernando Vargas Rodríguez

Vargas & Vargas Abogados

Litigation

Alternative Dispute Resolution, Advice and Consultancy

Vargas & Vargas Abogados is a recognised law firm, established in Bogotá D.C., with representation in London, UK, where it is a member of the British-Colombian Lawyers Association. The firm specialises in litigation, alternative dispute resolution, advice and consultancy in areas such as, criminal law, business criminal law, human rights, civil, corporate and labour law, hydrocarbons, mining and insurance regulation, foreign investment, government contracting, among others.

When managing each one of its cases, confidentiality, responsibility and professionalism, as well as using the appropriate techniques, has allowed the firm to practise with success in the prevention and resolution of conflicts. The experience and youth of the team at Vargas & Vargas has allowed it to tackle new areas of law and given it a reputation for breaking new ground in Colombia and abroad. The firm and each of its lawyers have been recognised for their high level of professionalism, skill and commitment when handling each and every case.

One of the firm's most important practices is the proposition of a negotiated agreement, along with instances when it is not viable, whether it is for companies, organisations or persons, national or foreign.

Luis Fernando Vargas Rodríguez, Vargas & Vargas partner and director, noted: "We outline strategies directed to protect our clients' interests by analysing the legal reality of a dispute, thus determining the possibilities and probabilities of a possible litigation. Likewise, a consultancy gives us an overview of every client or business, allowing us to act before the possible controversy."

Luis Fernando Vargas Rodriguez works in the litigation area of Vargas & Vargas. He is a legal adviser with broad expertise in criminal, civil and corporate law, and has represented many companies in important litigations in these areas. He graduated in legal structuring and direction of oil industry projects.

Mr Vargas is part of the defence team of a business group against the Venezuelan State before international bodies in the matter of human rights. He is also a member of the British-Colombian Lawyers Association and the Rosario Attorney College, and an international observer in legal processes for the International Bar Association-Human Rights Institute and the British-Colombian Lawyers Association.

He commented: "The largest institution dedicated to dispute resolution is the judicial branch. This branch, through its judges, has the task of resolving disputes and conflicts among individuals, individuals and government, and among governmental institutions. This means that judges in different jurisdictions have an obligation to define cases that are brought to their attention. There are also other institutions that specialise in alternative dispute resolution, such as Commerce Chambers, which do arbitration, mediation and negotiation."

Moreover, in recent years, oral litigation has been implemented in criminal, civil, administrative and labour cases, providing clients with the principles of immeditation and concentration. New regulations have also been introduced in Vargas & Vargas' active jurisdictions, obligating judges to give rulings in shorter time periods. Mr Vargas added that this is to speed up processes, and was brought about because of existing judicial congestion.



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Camilo Valencia

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Camilo Valencia Abogados

Competition Law; Administrative Law, Public Utilities Law and Regulation

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Camilo Valencia is an attorney at law, graduated from the Universidad de Caldas School of Law, with more than fourteen years of experience in legal and regulatory issues. He specialised in Administrative Law at the same University, in Telecommunications Law at the Universidad Externado de Colombia School of Law, and obtained his Masters Degree in Communications Management (MCM) from the University of Strathclyde (United Kingdom). He also holds a PGD in EU Competition Law from King's College London and has studies in telecommunications law and regulation from the University of Brasilia (Brazil).

Mr Valencia has held the position of Secretary General at Empresa de Telecomunicaciones y Servicios Agregados Emtelsa S.A E.S.P, and was legal advisor of the Ministry of Communications of Colombia - Office of the Minister. Since 2005 he has acted as an independent adviser and practitioner in legal and regulatory issues.

He has also been a professor of telecommunications law and regulation, competition law, and public utilities law and regulation at several universities, including Universidad Externado, Universidad Javeriana, Universidad del Norte, Universidad Libre, Universidad de Los Andes, and Universidad Sanbuenaventura de Cali.

Amongst his clients are or have been: the Ministry of Information and Communications Technologies MINTIC; the Communications Regulation Commission CRC; the Television National Commission CNTV; the Superintendence of Trade and Commerce SIC (competition authority); the Fund of Information and Communications Technologies FONTIC; the Cellular Industry Association of Colombia; British American Tobacco; Comcel (América Móvil); Intel; Telefónica Movistar; People Contact Call Centre; Empresa de Telecomunicaciones de Bucaramanga; the Banking Association of Colombia; Baker & McKenzie; Avantel, Aguas de Manizales; TV Azteca; Empresa de Telecomunicaciones de Pereira; the Andean Community Companies Association; and China Great Wall Industry Corporation CGWIC.

Jesús Rodríguez Dávalos

Energy Law

Rodríguez Dávalos Asociados

Corporate Law, Finance Law, Regulatory Law

Mexico



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Jesús Rodríguez Dávalos has a law degree from the National Autonomous University of Mexico Law School. Mr Rodríguez founded Rodríguez Dávalos Asociados (RDA) in 1995, capitalising on his previous working experience in Petrolos Mexicanos and Crowell and Moring, an international law firm based in Washington DC.

Mr Rodríguez has positioned RDA as the leading consulting firm in the energy and infrastructure sectors, with a special focus on oil & gas and electricity. He has led numerous first-of-a-kind projects in Mexico, such as the first privately-owned LPG pipelines, the first compressed natural gas transportation system, the first private petrochemical pipeline and the first solar-generated operational electricity project in Mexico. These projects have provided RDA a vast cumulative knowledge of doing business in Mexico, even in a changing legal framework as was the case with the first LPG storage plant in Mexico, developed under the new Mexican regulation.

Mr Rodríguez and his RDA team have assisted and represented the interests of diverse clients in different activities such as the Mier-Monterrey natural gas pipeline, the multiple services contracts for the Burgos Basin as well as 10 blocks of the incentivised contracts bid by Pemex E&P. Similarly, RDA represents natural gas and electricity permit holders before the Energy Regulatory Commission in its various schemes: for electricity, self-consumption, cogeneration and small-scale production for natural gas and renewables; for natural gas, RDA represents over 10 natural gas distribution zones. As part of its consulting business, RDA helped financed IPP (Independent Power Producers) companies before the Federal Electricity Commission, which have a cumulative installed capacity of over 2,500 MW.

Mr Rodríguez is currently advising on the most important project of the natural gas pipeline project in Mexico, as well the Bordo Poniente Landfill (BPL) project. The BPL project consists of the collection of Mexico City waste to create electricity by biogas. Additionally, he is developing a project to export electric energy to Central America, among many other projects such as a private storage plant in the Bajío, all of which prove his professionalism and extensive experience in the sector.

Martín Michaus

Basham, Ringe y Correa, S.C.

Intellectual Property

Franchises, Licensing, Litigation

Martín Michaus has been a partner at Basham, Ringe y Correa, S.C. since 1993, working in the intellectual property area in Mexico City. He is a member of the Executive Committee of the firm and focuses on intellectual property, franchises, licensing, litigation and ownership of names.

Mr Michaus is former president of the Inter-American Association of Intellectual Property (ASIPI), since November 2006, and a member of the International Association for Intellectual Property Teaching and Research (ATRIP). He is also former president of the Mexican Association for the Protection of Intellectual Property (AMPPI) and of the Mexican Group of the International Association for the Protection of Intellectual Property (AIPPI).

Mr Michaus is a panel member of the WIPO on trademarks, domain names, and arbitration disputes, and of the Independent Film and TV Association (IFTA). He is also a former coordinator of the Mexican Bar Association.

He has collaborated on various national and international publications specialising in intellectual property, and has acted as a lecturer and speaker on intellectual property at various national and foreign universities.

Mr Michaus graduated from the Universidad Iberoamericana and has a master degree in Comparative Law from the University of Illinois. He is currently a candidate for a doctorate in law from the Universidad Panamericana.

Mr Michaus is fluent in Spanish and English.



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Ismael Bustamante Samano

B&B Global Consultores SC

International Taxes

Audit and Transfer Pricing

Ismael Bustamante Samano is CPA, MBA, and a PhD candidate in taxes.

B&B Global Consultores located in Mexico City advises a large variety of clients, domestic and transnational, in different economic sectors and in a wide range of specialised fields. The firm provides tax, accounting services, payroll, finance, audit, specialising in international taxation and transfer pricing.

Ismael Bustamante Samano has advised domestic companies and multinational companies in connection with cross-border transactions, application of transnational double tax treaties.

Mr Bustamante is member of the Public Accountants Association of Mexico ("CCPM") and current member of board of IECnet an international association of accounts.

B&B Global Consultores is member of IECnet, which is an international association of accountants, auditors and tax consultants. All IECnet's members are professionally qualified under the laws of their respective jurisdictions.

The network has over 65 members and, due to its medium size, extensive personal contacts have been established and strengthened between the members for their benefit and, more importantly, for the benefit of their clients. With members located in six continents, IECnet can support its clients in all their international as well as local business requirements to an exceptionally high standard.



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Michelle Oteiza de De la Guardia

Banking and Finance

Icaza, González-Ruíz & Alemán

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With more than 30 years of experience, attorney Michelle Oteiza de De la Guardia provides legal advice to major Panamanian and international companies and has been recognised as a leader within the Banking and Finance sector. She holds an LL.B degree from the University Santa Maria La Antigua, Panama (Cum Laude, 1983). Her thesis titled 'The Nationality of Corporations under Panamanian Law and in Comparative Law' and its publication was recommended by the grading jury.

Mrs De la Guardia has served at Icaza, González-Ruíz & Alemán since 1983, acting as a partner of the firm since 1993. Since 1991 she has been legal counsel to multiple companies in the structuring of public offering of securities and legal advisor to local and foreign banks. As well as merger and acquisitions of local and foreign banks.

She was in charge of the formation in 1996 and surveillance of Icaza Trust Corporation, a fiduciary wholly owned by the firm since 1996.

In 2012, provided legal advice to one of the bank involved in the issuance of 20 million common shares of Retail Peru Corp., subject to Regulation 144A and Regulation S of the Securities Act of 1933 of the US. In 2011 was involved in the securitisation of toll revenues of a highway, via the issuance of US$395 million in securities by a trust also under regulation S and 144A.

Mrs De la Guardia provides legal consultancy to JP Morgan, Bancolombia, Banco Internacional de Costa Rica, Global Bank Corporation, Progreso (private pension funds) and other private companies for the issuance of bonds and preferred shares with its corresponding registration in the Superintendence of the Securities Market.

Her memberships include: the Panama Bar Association, founding member of the Panama's Chapter of Women Corporate Director, an international community of women who serve on boards of directors.

Anne Aikman-Scalese

Trademark and Domain Names

Lewis Roca Rothgerber LLP

Copyright, Licensing, IP Dispute Resolution

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A member of the IP practice group, Anne Aikman-Scalese is a transactional attorney focusing on a wide variety of commercial matters with special emphasis on branding, trademark registration and enforcement, copyright, and licensing.

Ms Aikman-Scalese is currently responsible for worldwide trademark clearance, prosecution, and enforcement for a Fortune 150 defence industry manufacturer, a mass market supplier of back-to-school paper goods and toys, and a federally-recognised Indian tribe with casino and entertainment operations. Ms Aikman-Scalese also conducts trademark clearance, prosecution, and enforcement for the athletics department of a state university in Arizona. She represents clients in US Trademark Trial and Appeal Board proceedings with a view toward settlement, negotiating trademark consent and co-existence agreements as needed. Her experience includes management of a global trademark dispute involving supervision and coordination of litigation counsel in over 20 countries and leading to a successful settlement with a Fortune 100 company.

As an active member of the Internet Committee of the International Trademark Association and the ICANN Intellectual Property Constituency, Ms Aikman-Scalese is well-versed in domain name matters, including the new unlimited generic top level domains ("gTLDs"). She has been an invited speaker on this topic as well as the topics of IP licensing (PLI Advanced Licensing Seminar) and extensions of trademark protection under the Madrid System (WIPO Forum at the Ministry of Foreign Affairs in Mexico City). Ms Aikman-Scalese has particular expertise in the comparative international law of genericism.

Recommendations from her peers include: "Anne is a truly excellent and exceptional trademark attorney and, in my opinion, one of the very best in her field. She is highly professional, extremely talented and possesses outstanding legal skills coupled with a vast knowledge of both US and international law." (Avi Ordo, S. Horowitz & Co, Tel Aviv)

Jeffery J Makeever

Reinhart Boerner Van Deuren P.C.

Intellectual Property

International, Patents and Intellectual Property Litigation

Jeffery J Makeever is a shareholder and chair of Reinhart Boerner Van Deuren's Intellectual Property Practice and the managing partner of the firm's Rockford office. He serves a wide range of corporate clients in a variety of industries, including aerospace, consumer products and components, industrial equipment, medical research and equipment, C4ISR and warfare aerospace systems, and consumer software. Mr Makeever's clientele includes multinational corporations and organisations headquartered in the United States, Europe, Asia, and Australia, as well as research universities.

Mr Makeever's significant experience as a design and research engineer in the aerospace industry, together with his background as in-house counsel, has given him a special understanding of the needs and challenges of his corporate clients. Because of his prior engineering experience, Jeff is able to work closely with engineering design personnel to deeply understand the patent landscape and help them pre-empt costly design changes after product release, which could otherwise result from infringement of existing intellectual property. He also functions as a trusted advisor to senior management and to clients' in-house counsel, providing advice on forward planning and the training of engineering and marketing personnel.

An experienced and enthusiastic presenter, Mr Makeever frequently speaks to business and technical audiences on a variety of intellectual property topics of practical importance.

In 2013, Mr Makeever was named one of Rockford's "Twenty People You Should Know." He is president of the Board of Directors of the Winnebago County Bar Association, and has held leadership roles on the boards of several other professional, educational and cultural organisations in the Rockford area. Mr Makeever has been named a "Top IP Lawyer" and "Chicago Area Top Lawyer" by Leading Lawyers Network, and to Irish American Magazine's "Irish Legal 100." He has also been named "International IP Attorney of the Year in Illinois" by Corporate INTL 2014.



Jeffery J Makeever
Shareholder, Chair - Intellectual Property, Managing Partner - Reinhart Rockford Office

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Lowell D. Yoder

McDermott Will & Emery LLP

International Tax Planning

Lowell D Yoder is a partner in the law firm of McDermott Will & Emery LLP and is based in the Chicago office. He is head of the US & International Tax Practice Group.

Mr Yoder's practice focuses on international tax planning for multinational companies. He handles cross-border acquisitions, dispositions, mergers, reorganisations, joint ventures and financings. He advises concerning multi-jurisdictional business structures and the use of special purpose foreign entities. He also works with an extensive network of foreign lawyers on developing structures that minimise foreign taxes of US multinationals without adversely affecting their US tax position.

Mr Yoder was listed in the latest, as well as previous editions of Chambers Global: The World's Leading Lawyers for Business, Chambers USA: America's Leading Lawyers for Business, International Tax Review's World Tax Directory, The Best Lawyers in America, PLC Which Lawyer?, The International Who's Who Of Corporate Tax Lawyers, The Legal 500 United States, The International Who's Who of Business Lawyers, Who's Who Legal: Illinois and Euromoney's Guide to the World's Leading Tax Advisors and Best of the Best USA. Lowell has also been named an Illinois Super Lawyer by Law & Politics.

Mr Yoder is a frequent lecturer. He has spoken on a variety of international topics for the Tax Executives Institute, American Bar Association, The University of Chicago Law School's Annual Federal Tax Conference, International Bar Association, GWU Annual Institute on International Taxation, Chicago Tax Club, Practising Law Institute, BNA Tax Management Advisory Board and the International Fiscal Association. Mr Yoder was an adjunct professor at the Northwestern University School of Law, where he taught Advanced International Taxation and a frequent contributor to a blog dedicated to corporate taxation on Forbes.com. He chairs Practising Law Institute's International Tax Issues conferences, is the editor-in-chief of CCH's International Tax Journal, has authored four BNA portfolios on the tax treatment of US controlled foreign corporations and published numerous artitcles on international topics.



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Z Peter Sawicki

Patents

Westman Champlin & Koehler

Trademarks, Copyright, Licencing and Other Agreements

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Z Peter Sawicki has been a patent attorney since 1980. During that time he has obtained extensive experience in the preparation and prosecution of patent applications throughout the world. His domestic and international patent practice has included: chemical; biotechnology; human food and animal feed; immunology; laser delivery systems; nanoparticle counters; radiotherapy; polymers; and mechanical arts. He has provided counselling and opinions in patentability, patent validity, product clearance searches, patent infringement matters, and patent portfolio management, analysis and strategy. He has represented clients in Reissue and Re-examination proceedings in the US Patent Office.

In addition to his patent focus, Mr Sawicki is also experienced in the clearance and registration of trademarks in the United States and throughout the world. He has represented clients in contested proceedings in the US Patent and Trademark Office and has supervised contested patent and trademark proceedings in jurisdictions outside of the United States.

In his representation of clients in both patent and trademark matters, he has negotiated and drafted licenses, joint venture, joint collaboration, joint development and other agreements in a variety of technologies both domestic and international situations.

Mr Sawicki has authored a number of articles, including: Patenting Biologicals; Myriad Issues and Options in the Wake of Myriad, Bench & Bar of Minnesota, September 2013; and Cancer Therapy Based on a Mechanism of Action for Controlling the Immune System and the Resulting Patent Portfolio, Recent patents on Endocrine, Metabolic & Immune Drug Discovery, January 2013.

He is a member of: American Intellectual Property Law Association; International Trademark Association; Minnesota Intellectual Property Law Association; Minnesota State Bar Association; Licensing Executives Society; and American Chemical Society. He is a past board member of Minnesota Intellectual Law Association.

His exemplary patents include: U.S. 8,679,841 - Allogeneic cell compositions with cross-linked CD3/CD28 (Chemistry and Biotechnology); U.S. 8,591,979 - Multiphase oil continuous flavour and ingredient delivery system (Food and Feed Science).

John H Vogel

Corporate Finance

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John H Vogel has enjoyed a successful career in law. A Princeton University graduate, he completed the University of Michigan Law School, after which he was awarded a Fullbright Scholarship to Belgium where he worked as a legal attaché in the Legal Section of the European Union. After returning to the US, he worked for two years at Lord, Day & Lord in New York City. In 1971, Mr Vogel relocated to Washington, DC and became an associate with Patton Boggs LLP.

Mr Vogel is a senior partner at Squire Patton Boggs LLP with a focus on domestic and international corporate financial transactions. He represents sovereign wealth funds and European financial institutions in their US investments, and assists US clients with overseas project financing. He is responsible for procuring and servicing clients, and works with the firm's governance committees with respect to associate development, recruitment and financial matters. Mr Vogel is the senior attorney practicing in the area of Islamic financial transactions and coordinates with his firm's attorneys and clients in the US, Europe and the Middle East.

In addition to working with his firm, Mr Vogel also teaches Islamic Finance Law at Georgetown Law School and previously taught the same course at the University of Pennsylvania Law School. He writes extensively on this subject and appears on professional panels throughout the world.

Mr Vogel is an active member of the International Bar Association and the Union International des Avocats, both significant international law societies. He is a member of the Bars of New York, Maryland, the District of Columbia and the Supreme Court.

Mr Vogel is President and Chairman of the Board of Directors of the US Fullbright Association, sits on the board of EDGE and is part of the "Lawyers Committee" of the Shakespeare Theatre in Washington, DC.

CARTNER & FISKE, LLC is a law firm practicing worldwide. The firm has three principal practices. It speaks law with lawyers and explains engineering and speaks engineering with engineers and explains law. It works within the commercial parts of the marine business including contentious and non-contentious matters. Its United States emigration practice assists those companies and natural persons who wish to leave the United States permanently.

CARTNER & FISKE, LLC / SHIPMASTERLAW attorneys are experienced engineers and engineering-trained master mariners and senior retired naval officers in ships and their design, building, repair, conversion and claims thereon; marine structures and ocean engineering; marine operations; marine environment and pollutions; salvage and salvage engineering; naval engineering; naval architecture and marine engineering.

Its lawyers are quite experienced in the commercial matters of shipping such as charter parties, cargo and claims, insurance and defense and maritime criminal law. The firm is internationalist in orientation and has licensed lawyers as well as enrolled solicitors.

The laws of emigration are scattered and in the past have rarely been used except in taxation matters in the United States. This has changed and likely permanently and any person or entity contemplating emigration from the United States should seek professional legal advice and counsel from an experienced firm such as Cartner & Fiske before making this serious and long-term decision. The firm can assist in matters as residency, citizenship, taxation, renouncement and other acts necessary to leave the United States and live elsewhere without harassment from its government. Cartner & Fiske have affiliates worldwide who work with it interpreting local laws and customs to facilitate emigration and resettlement.

Bar Admissions:

John A. C. Cartner is enrolled in the Law Society of England& Wales; member of the District of Columbia Bar Association; admitted to all Article III and Article I courts in the District of Columbia and the International Court of World Trade in New York as well as the 10th US Circuit Court of Appeals and the Supreme Court of the US.

Education:

Thomas Jefferson School of Law, LL.M. (magna cum laude), Diamond Program in International Taxation with Thesis; Thurgood Marshall School of Law, The University of Maryland, J.D. (by conversion), Common Law 1992 – 1996

Other law training: The Columbus School of Law, the Catholic University of America, Washington, D.C.,U.S.A.; J. Mack Robinson College of Business, The Georgia State University M.B.A. (with hons.),Finance; U. S. Army Research Institute Post-doctoral Research Trainee, Human Factors Engineering 1975 – 1978; The Graduate School of Arts and Sciences, The University of Georgia M.Sc., Ph.D., (Quant. Meths.; Phil.)1971 – 1976; United States Merchant Marine Academy B.Sc., 1965 – 1969.

Professional Associations & Memberships:

IBA, ABA, MLAUS, CMLA, MLAANZ, MTS, SEALI, NI, IFSMA, CAMM, etc. Licensed by US Coast Guard as Master of Steam and Motor Vessels of any Gross Tons upon Oceans with all relevant endorsements; chartered engineer (UK); Eur. Ing. (E.U.).



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Asia & Oceania



"China is set to become the world's largest economy."

Asia is the largest continent in the world, located entirely in the eastern hemisphere, east of Europe and northeast of Africa. Oceania includes Australia, New Zealand and a host of island nations, stretching from Asia's east coast to parts of the South Pacific in the western hemisphere.

According to Global Economics' Asia/Pacific Regional Outlook, market participants are increasingly focused on Chinese economic data as the nation's importance as a global growth driver continues to increase. Indeed, China has now become the world's largest merchandise trader ahead of the US, while trade and investment linkages continue to deepen between China and almost every other country in the region.

Global Economics estimates that China's economy will advance by more than 7% this year, followed by a 7% gain in 2015. China is set to become the world's largest economy (measured in purchasing power parity terms) by the end of the decade; nevertheless, its economic structure is changing. The adjustment process will result in gradually lower output gains in the coming years as the economy transitions to a new stage of development that relies more on productivity improvements than factor inputs.

In 2013, Japan stood as the fourth-largest economy in the world after second-place China, which surpassed Japan in 2001, and third-place India. The new government will continue a longstanding debate on restructuring the economy and reining in Japan's huge government debt, which is exceeding 230% of GDP. To help raise government revenue and reduce public debt, Japan decided in 2013 to gradually increase the consumption tax to a total of 10% by the year 2015. Japan is making progress on ending deflation due to a weaker yen and higher energy costs, but reliance on exports to drive growth and an aging, shrinking population pose other major long-term challenges for the economy.



East Asia continues to be adversely affected by relatively weak external demand from developed economies, as well as an adjustment to slower growth in China. A moderate pickup to 6.1% is forecast for 2014 and 2015, mainly driven by a gradual recovery in export growth amid improving conditions in developed countries.

Growth in South Asia is forecast to pick up moderately to 4.6% in 2014 and 5.1% in 2015, supported by a gradual recovery in domestic demand in India, an end to the recession in the Islamic Republic of Iran and an upturn in external demand. However, in most economies, growth will likely remain well below the level prior to the global financial crisis.

Western Asia is estimated to accelerate to 4.3% in 2014. While the member countries of the Gulf Cooperation Council (GCC) have been on a stable recovery path, continuing political instability, social unrest, security incidents and geopolitical tensions have hampered a number of other economies in the region. The subdued cross-border economic activities – including trade, investment and tourism – between GCC countries and the rest of Western Asia continue to fail to bring intraregional positive spill-over effects. The stagnation of private capital inflows put Jordan, Lebanon and Yemen under moderate foreign exchange constraints. Further, Turkey continues to face financial pressures, with its currency depreciating and interbank interest rates rising as a result of the decline in international capital inflows.

The Australian economy has experienced continuous growth and features low unemployment, contained inflation, very low public debt, and a strong and stable financial system. Demand for resources and energy from Asia and especially China has grown rapidly, creating a channel for resources investments and growth in commodity exports. The high Australian dollar has hurt the manufacturing sector, while the services sector is the largest part of the Australian economy, accounting for about 70% of GDP and 75% of jobs.

Australia will maintain a relatively fast rate of economic growth in comparison to many other advanced economies in 2014. The real GDP growth is estimated to pick up to an average of 2.8% in 2014-15. The economy expanded by 0.8% q/q (2.8% y/y) in the final quarter of 2013 following a 0.6% (2.4%) gain in the prior three months.

Over the past 20 years, New Zealand has been transformed into an industrialised, free market economy that can compete globally. In 2012, New Zealand's economic increase reached a four-year high. This is the highest increase in GDP since March 2008, when the economic recession began. The government plans to raise productivity growth and develop infrastructure, while reining in government spending.

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Tony Symons is the founder and managing director of Clarendon Lawyers, a specialist corporate and commercial law firm based in Melbourne, Australia. Mr Symons has almost 20 years' experience in corporate law, mergers and acquisitions (especially of a cross-boarder nature) and general commercial law, including 10 years at Clarendon Lawyers, four years in Hong Kong working with Linklaters, and before that as a member of Freehills' M&A team in Melbourne.

During his time with Linklaters, Mr Symons worked extensively throughout Asia and advised on some of Asia's largest and most innovative deals, many of which involved multiple jurisdictions.

Shortly after returning to Melbourne, Mr Symons co-founded the predecessor firm to Clarendon Lawyers, whose clients now include: Eurofins; Best Friends Pets; Amari Metals; Fletcher Building; Funtastic Limited; The Mathieson Group; Witchery Fashions; ITW Australia; kikki.K; private equity funds; family office groups; professional firms; and numerous SMEs and their shareholders.

Mr Symons has gained his extensive experience from a wide range of mainstream corporate transactions, including:

- the sale of the national wholesale car and truck parts business, Australia Truck and Auto Parts Group, and national franchise network of 53 brake, steering and auto repairs specialists to Metcash Limited;
- advising Eurofins Scientific Group, a Belgium company listed on NYSE Euronext and the world leader in food, pharma and environmental laboratory testing, in respect of its separate acquisitions of mgt-Labmark and Agrisearch;
- advising ASX listed Funtastic Limited in relation to various acquisitions.

Mr Symons holds a Bachelor of Commerce degree and a Bachelor of Laws degree from the University of Melbourne. He is admitted to practice in Victoria and Hong Kong.

Robert Toth

Franchising

Wisewould Mahony Lawyers

Business Law, Corporate Law

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Wisewould Mahony is a highly regarded mid tier law firm established in 1853 operating a modern legal practice offering clients fixed fees and fees based on scope of services. The firm operates with clients in an open and transparent manner and offers clients fixed fees based on scope of works. This provides its clients with certainty and the ability to monitor and budget for their legal costs.

Robert Toth is an accredited business law specialist with expertise in the following areas:

- Franchising – acting for franchisors (local and international, franchisees, master franchisees, area developers;
- Dispute resolution – mediations - solutions and strategies;
- Company and business law;
- Mergers and acquisitions of small to large businesses;
- Retail leasing, property and development projects, joint venture syndicates;
- Establishing businesses and companies in Australia for foreign companies and acting as a resident director/officer;
- Licensing and distribution, commercial and contractual agreements, software licensing and development agreements;
- General commercial, corporate advice and consultancy, shareholder/unitholder agreements and buyouts;
- Corporate law – directors duties and corporate compliance;
- Pharmacy law – advice to pharmacists and pharmacy representative organisations such as Pharmaceutical Defence Limited (PDL);
- Contract – tenders and Australian consumer law (Competition and Consumer Act 2010);
- New energy law – solar – regulation requirements;
- Liquor licensing and gaming.

Mr Toth holds the following memberships and associations.

- Franchise Council of Australia (FCA);
- International Franchise Lawyers Association (IFLA);
- Franchise Association of New Zealand (FANZ);
- US Commercial Service;
- Public officer, registered agent and company director for a number of foreign companies in Australia;
- Advisory board member to franchisor clients.

Rick Mitry, Mitry Lawyers co-founder and partner, specialises in criminal law, but has also practised in commercial litigation and advisory services and international law. He has practised as a barrister and as a solicitor, being involved in several high profile cases in a variety of fields.

Mr Mitry has acted in several public inquiries and matters involving issues of international law and diplomacy. He has represented clients in a range of indictable matters, including murder trials, major drug offences and assault matters, as well as summary offences.

He has published several legal and business articles, including 'Business Law of the Middle East', 'The Law of Diplomacy and the Rules of Protocol' and 'Discrimination in the Australian Legal System'.

Mr Mitry has led a number of political and business delegations to the Middle East and was the founder of the Australian Lebanese Chamber of Commerce in 1985, as well as a local chapter of the International Association of Lions Clubs.

Mitry Lawyers, founded in 2009, has had significant wins in the last 12 months in the area of private and public international law, particularly cases involving diplomatic immunity and foreign state immunity. These cases have demonstrated that there is no unimpeachable immunity for governments, diplomats and consuls. Mr Mitry would like to build on these successes to give the firm a more global reach. He commented: "To remain competitive, it will be important to expand and make the firm more accessible to international clients. It is imperative to provide personal, immediate and effective service."

Richard L Mitry, also co-founder and partner at the firm, practises in the field of commercial litigation and advisory, mortgage and banking law, insolvency and media law. He has worked at top-tier and boutique firms in Australia and in the United Arab Emirates, and has been involved in several start-up businesses.

He has experience in advising corporate and individual clients in litigation and insolvency matters at all levels of the Australian court system. He advises businesses of all sizes in relation to their commercial dealings.

In the entertainment field, he represents producers, production companies, performers and writers, talent agents and managers in a range of advisory and litigation matters. He also advises corporate and individual clients in relation to mortgage and possession matters.

He has also acted in matters of corporate crime and government anti-corruption enquiries. He believes that it is important to "always put myself in a client's shoes, and then to consider the direction forward".

His work has been published in the Law Society Journal of New South Wales, including 'No guarantee in guarantees', regarding personal guarantees by parents for loans given to children; and 'Liquidators to recover sums paid to the Australian Taxation Office'.





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Charlotte Caulfield has worked in insolvency, fraud investigation, restructuring and recovery for 18 years. She is licensed by the British Virgin Islands Financial Services Commission as a Licensed Insolvency Practitioner and is a director at KRyS Global.

Prior to joining KRyS Global's BVI office in 2009, Ms Caulfield practised in London, UK. She holds the UK Joint Insolvency Examination Board qualification, together with the Certificate of Proficiency in Insolvency. As an insolvency specialist, Ms Caulfield has gained substantial experience dealing with insolvent and solvent liquidations, administrations, independent business reviews and receiverships. She has been appointed in respect of all types of insolvency appointments, dealing with everything from defunct hedge funds to large complex cross-border engagements as well as high profile personal bankruptcies and everything in between.

She is a member of R3, the Insolvency Practitioner's Association (England), INSOL, the American Bankruptcy Institute, the Restructuring & Insolvency Specialists Association (BVI) and the Women's Offshore Network (BVI).

China

Mark Ho 何敏智

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Mark Ho received his legal education both in China and USA in the late 1980s and the early 1990s respectively. He started his legal career at one of the largest US firms – O'Melveny & Myers – where he spent over six years. He then became McDonald's in-house counsel for five years before going back to private practice with a Shanghai firm in 2005. He joined Zhong Lun in 2011.

Mr Ho represents foreign clients in China and provides legal advice and counsel on: M&A transactions; distribution and logistics; international trade; outsourcing; and compliance matters such as environmental, labour, customs and FCPA. Mr Ho has assisted foreign clients acquiring Chinese assets, setting up business operations and conducting transactions. For example, he assisted Ford in acquiring a 29% equity interest in Jiangling Motors through a secondary share offering; assisted Pillsbury Company in setting up Häagen-Dazs' distribution channel and negotiating a JV deal with Shanghai Foods to set up a food manufacturing factory in Shanghai; and represented Baxter in setting up its first intravenous solution factory, the process of which involved environmental, labour, land, construction and GMP factory and distribution licenses. In addition, Mr Ho represented McDonald's in developing more than 700 stores in over 100 Chinese cities including McDonald's franchising business.

Mr Ho has assisted clients in dissolution and liquidation proceedings. He sits on the arbitrator panel of the Shanghai Arbitration Commission and represents clients in different dispute resolution proceedings in China. For instance, Mr Ho represented a US client in a CIETAC arbitration proceeding to win a contract dispute case worth US$15 million. He also represented a Finnish client in a shareholders dispute case in Jiangxi Province and won several court proceedings to successfully compel the majority shareholders to take actions in favour of the Finnish client.

Chun Fai (CF) Lui

Stephenson Harwood

M&A

Antitrust, Media and Advertising

Chun Fai (CF) Lui has wide-ranging experience in China, Hong Kong and South-east Asian mergers & acquisitions, joint ventures, private equity, venture capital and ensuring antitrust and regulatory approvals and compliance.

Mr Lui has also helped Chinese and Asian companies in numerous "outbound" investments in Latin America, Southeast Asia, Europe and the US, combining finance skills (with an MBA from Wharton School) with legal experience to enable clients successfully negotiate deals. He has a diverse range of sector experience in: chemicals; automotive; industrial; food and agriculture; healthcare; retail; hi-tech; mining and resources; energy; financial services; and logistics.

His recent experience includes representing a leading digital advertising firm in an M&A with Aegis Dentsu, and counselling a global energy company on completing an auction sale under tight time frame, and ensuring compliance with antitrust, employment and other regulatory issues. In mid-market M&A, he has assisted a Fortune 500 industrial company in acquiring a Chinese manufacturer in a transaction involving complex security structures and financial covenants. Mr Lui has acted for an Asian company in a successful US$100 million outbound investment in Brazil in the resources sector. He has assisted clients in successfully completing more than 100 cross-border transactions, including regional M&A involving multiple jurisdictions in China, Hong Kong and Singapore.

Mr Lui graduated from: National University of Singapore with an LLB (Honours); China Institute of Law and Politics with a Certificate Business Law; Wharton School of University of Pennsylvania with an MBA; and a Master of Arts in EU Competition Law from King's College, London.

He has published extensively on Chinese regulatory developments, including in Euromoney, International Financial Law Review, Global Competition Review and International Trade Law & Regulation. He speaks regularly at conferences for the US-China Business Council, LexisNexis and China Economic Review.



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Kirit Javali

Jafa & Javali, Advocates

Banking

Finance & Capital Markets, Corporate/M&A, Dispute Resolution

After completing LLB (Hons.) from the University of Leeds, U.K., Kirit Javali was called to the Bar from Grays Inn in 1996. Thereafter, he underwent a stint of six months pupillage with Grays Inn Chambers (Milton Grundy) London, U.K. and also trained with the City law firm of TLT Solicitors, London, U.K. Upon his return to India, he worked with the Mumbai law firm of Crawford Bayley & Co.

Mr Kirit S. Javali is also co-founder of JAFA & JAVALI, Advocates, a New Delhi based Indian law firm and has associated law offices in Bangalore and Mumbai, India's leading commercial centres. Jafa & Javali's three partner strong corporate/commercial team encompasses a wide area of practice, including foreign direct investment, real estate, banking, biotech, dispute resolution, international arbitration apart from acquisitions and mergers, banking, company, and commercial laws, intellectual property rights, information technology and life sciences.

Being the litigation unit head Mr Kirit S. Javali also acted for many Indian and multinational companies in various arbitration proceedings in India, including international arbitration proceedings conducted in London, U.K. He regularly appears and argues matters in the Supreme Court of India, including various High Courts in the country.

He is also a member of the Honb'le Society of Gray's Inn, General Council of the Bar of England & Wales, Bar Council of Delhi, India International Law Foundation and the Indian Council of Arbitration, Supreme Court Bar Association and the Delhi High Court Bar Association.

In acknowledgment of Jafa & Javali's very strong client service commitment, Jafa & Javali is rated by the Asia Pacific Legal 500 www.legal500.com as a leading law firm for Corporate/M&A, Banking, Finance and Capital Markets, Intellectual Property, Projects and Energy and Real Estate. Jafa & Javali has also been chosen as the winner of the Corporate Intl Magazine practice award for 'Best Law Firm in India for Dispute Resolution work 2009'.



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Hardeep Sachdeva is a partner of AZB & Partners, a firm with offices in Delhi, Mumbai, Bangalore, Hyderabad and Pune. With more than 19 years' experience in corporate and M&A, he advises Indian as well as international clients and is consistently rated as India's leading corporate and M&A lawyer.

A leading practitioner in the field of M&A and corporate law advisory across several sectors, including real estate, hospitality, retail, health care, technology, education, infrastructure, insurance, alcoholic beverages, automotive components and other industrial products, Mr Sachdeva has been associated with several landmark M&A and private equity investment transactions in such sectors and has done pioneering work.

Mr Sachdeva has actively advised on various acquisitions, joint ventures, private equity investments and other funding transaction including listed debt securities within and outside India in both listed and unlisted companies across various industries and sectors. He has advised private equity and other investors on their investment strategies in India and has been involved in drafting and negotiating transaction documents for such investments and re-structuring of companies.

Mr Sachdeva has been ranked as leading lawyer in India by some of the most credible publications including the Legal 500 – Asia Pacific, the Chambers – Asia, the Expert Guide, the Who's Who Legal, Finance Monthly and others.

Mr Sachdeva has been a member of governmental and other industry committees. He is an economic graduate from Shri Ram College of Commerce, Delhi University. Mr Sachdeva was admitted to the Indian Bar in 1995. He is a member of the Bar Council of Delhi and Delhi High Court Bar Association.

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At Saraswat & Co., the practice of law is driven by the practice of the firm's ideology, which incorporates the values by which it serves its clients and strengthens its entire law firm community.

Saraswat & Co.'s professionals have experience in a range of industries, such as: pharmaceuticals and biomedicine; software and technology; banking and financial institutions; construction; franchise; and real estate. Within these and other industries, the firm's attorneys focus on more than 43 different practice areas under the aegis of its six departments including: Business & Finance; Litigation & Dispute Resolution; and Intellectual Property & Technology. The firm serves both national and international clients.

Saraswat & Co. delivers innovative business solutions and result-oriented counsel for corporations at all stages of the growth cycle, from the challenging demands of financial transactions and securities to the disciplines of intellectual property management. A close collaboration between the firm's practice areas ensure that Saraswat & Co. is well-positioned to serve all of its clients' needs.

The firm continues its tradition of excellence by remaining dexterous, working collaboratively together as a team, with esteem and professionalism, and by integrating this philosophy into its clients relationships.

Saraswat & Co. attributes this commitment to the firm to great relationships, an excellent workplace atmosphere, and continuing prospects to gain insight and experience through ongoing mentoring and professional development. The firm provides these opportunities for both attorneys and staff, who are valued as vital participants in the client relationship process.

Delano Furtado

Trilegal

Strategic M&A/JV

Private Equity; Corporate & Debt Restructuring and Corporate Litigation

Delano Furtado is a partner in the Mumbai office of Trilegal and is part of the corporate practice group. His primary practice areas are mergers and acquisitions, joint ventures, corporate restructuring and disposals, private equity and venture capital.

Mr Furtado has worked with several domestic companies and multinational corporations in the context of both inbound and outbound acquisition transactions. Mr Furtado has also advised private equity funds and venture capital investors in connection with their financial investments in listed and closely held Indian companies.

He specialises in strategic M&A and has broad experience in complex, cross border M&A transactions involving clients from Europe, the U.S. and Latin America and has advised them on various Indian law issues impacting their entry and exit strategies.

Some of the international clients that Mr Furtado represents include: Hochtief AG; Brisa – Auto-Estradas-de-Portugal; Vulcabras Azaleia S.A; the Andrade Gutierrez Group; Lauren Engineers and Constructors; Imerys, Heineken N.V.; Alliance Boots; Heidelberg AG; TietoEnator Corporation; Giorgio Armani Spa; and Qingtongxia Aluminium in connection with their acquisitions and joint ventures in India.

Some of the large Indian clients that Mr Furtado represents in connection with their inbound and outbound investments and acquisitions include: the Godrej Group; Tata Power Company Limited; Larsen and Toubro; and Mumbai International Airport Limited.

The private equity and venture capital funds represented by Mr Furtado include: JP Morgan; Goldman Sachs; Imerys Asia Pacific Pte Limited; Abraaj Capital; NEA Venture Partners; Bessemer Venture Partners; Clearstone Venture Partners; and Milestone Capital in connection with their equity investments in India.

Mr Furtado has been awarded the 'Young Lawyer of the Year 2014 (Male)' by IDEX Legal Awards.

Mr Furtado recently advised Vulcabras Azaleia on its India debut. This deal was awarded as the M&A and Joint Venture Deal of the Year in India Business Law Journal's 2012 Deal of the Year Awards and Qatar Investment Authority's Hassad Foods Co acquisition. This deal was awarded as the M&A and Joint Venture Deal of the Year in India Business Law Journal's 2013 Deal of the Year Awards.



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India

Bansidhar S. Mehta

Bansi S. Mehta & Co

Taxation

Transaction Advisory & Valuation, Accounting & Assurance, Corporate Advisory

Bansi S. Mehta & Co was founded in 1958 by the firm's chief mentor, Mr Bansidhar S. Mehta. Since then, the firm has grown and currently has a dedicated team of about 100 members including qualified assistants, articled trainees and other support staff. Its partners specialise in taxation, mergers & acquisitions, accounting & assurance and corporate advisory.

The firm operates in Mumbai from two locations. It also has a presence in Delhi through an associate firm, named B.S.M. Associates.

Bansi S. Mehta & Co enjoys the reputation of uncompromised ethical standards, integrity and quality deliverables in an efficient and timely manner. The firm has always kept its clients' interests at the forefront and delivered efficient path-breaking solutions though out of the box thinking.

Bansi S. Mehta & Co has provided integrated solutions through team efforts and derives the best of each specialised niche through active interactions within the organisation.

In the light of the training provided, the firm takes pride in producing successful professionals. Over time, it has earned many awards and accolades for its services.

Bansi S. Mehta & Co has the wisdom of experience and the vigour of youth, which have resulted from an optimum mix of experienced and young partners.



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Michiya Iwasaki's practice is focused on employment, insolvency and general corporate. He was admitted to the bar in 1999 and since then has been engaged in many litigations, including employment cases on behalf of a wide range of companies, both domestic and foreign based. He has advised companies on issues related to employment including producing rules of employment, changing working conditions, restructuring with employee reduction, etc. Mr Iwasaki has also been involved with a number of bankruptcy cases, including corporate reorganisation cases, civil rehabilitation cases and bankruptcy cases.

His previous legal experiences regarding employment include:

- Representation in defending action claims for withdrawal of disadvantageous modification of work rules and collective agreements;
- Representation in defending action claims for damages for death and injury during employment;
- Representation in defending action claims for withdrawal of dismissals for poor performances and behaviour issues;
- Representation in negotiating with labour unions in collective bargaining sessions;
- Advice on the adjustment of the gap of working conditions and construction of a new system, resulting from M&A;
- Advice on the incentive package plans and dismissals for adjustment;
- Advice on mental health issues during employment.

Education:

The University of Tokyo (B.A., 1994)

Bar Admissions:

Japan (Daini Tokyo Bar Association)

Career:

- Kusunoki & Iwasaki (Tokyo) (December 2012 – current);
- Atsumi & Sakai (Tokyo) (November 2007 – December 2012, January 2010 – as Partner);
- Financial Services Agency of Japan (April 2005 – October 2007);
- Kamo Law Office (Tokyo) (April 1999 – February 2005)

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Masahito Nakai started his practice on March 1992 in Tokyo and is widely recognised as one of the leading immigration lawyers in Japan. Mr Nakai has been a lecturer and speaker on immigration law issues on numerous occasions, including at an American law school; Tsukuba University; Nagoya University; the India IT Club; and the Chamber of Commerce of England, Germany, Australia, New Zealand and the United States in Japan. He is the co-author of the Guidebook for International Marriage; a book most Japanese immigration lawyers retain on their shelves as a useful reference.

Mr Nakai is a member of Gyoseishoshi Lawyers Association and International Bar Association. In addition he founded JILPA (Japan Immigration Law Practitioners Association) or ImmiKen in August 2011 and is co-chair of the Global Visa Forum in Tokyo bimonthly. Not only immigration lawyers but also researchers from universities and HR personnel from corporations participate in the workshops of ImmiKen JILPA to study and discuss immigration law practice of jurisdictions other than Japan.

He is currently the Managing Partner of Nakai Immigration Services LPC, which is well-known in the foreign community in Japan. The law office has been providing extensive quality services to thousands of corporate clients, including more than 300 listed companies worldwide and Tokyo offices of leading foreign law firms. The firm has an office in Tokyo and Osaka, and its staff members include Europeans and Australians who are capable of communicating in English, German, Spanish, Chinese, and other languages. Mr Nakai has also handled a range of complex cases including deportation and denial of landing permission to high-profile individuals, with no other lawyer being able to help such individuals in a speedy and efficient manner.

Seiji Ohno

Ohno & Partners

Intellectual Property Litigation

Licensing and Opinion Works

Seiji Ohno is a managing partner of Ohno & Partners. Mr Ohno is a licensed lawyer in Japan and New York, and a patent lawyer in Japan. Mr Ohno specialises in intellectual property law and handles the full range of intellectual property matters, including licensing, client counselling and litigation in various areas of advanced technology and trademark, design right, utility model, copyright, unfair competition, etc., especially in biotechnology, pharmaceuticals, semiconductors, computer and information technology.

Mr Ohno has lectured on litigation and licensing under Japanese law before various groups in Japan and abroad, and has published many articles discussing several issues of Japanese patent law, trademark, utility model, copyright and unfair competition matters. Mr Ohno was an adjunct professor at the law and economics faculty of Chiba University between 2001 and 2002; at the Masters programme of Tsukuba University in 2003; at the pharmaceutical faculty of the University of Tokyo from 2004 to 2007; and at Keio Law School, in intellectual property law, since 2007 to present. Mr Ohno has been an adjunct staff of the Ministry of Economy, Trade and Industry from 2005 to 2008.

After studying sciences at the College of Arts and Sciences of the University of Tokyo, Mr Ohno received his LLB from the same university in 1985, and his LLM in patents and intellectual property from George Washington University Law School in 1995. He was a visiting attorney at Finnegan, Henderson, Farabow, Garrett & Dunner LLP, in Washington, DC, from 1995 to 1996.



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Japan

Seiichi Yoshikawa

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Seiichi Yoshikawa is a senior partner at Koga & Partners, Tokyo, which represents major Japanese and multinational corporations. He has been involved in numerous international litigations and arbitrations, involving matters such as: commercial contracts, competition law, IP, libel and security fraud.

He attended Tokyo University (LL.B., 1963) and University of Washington Law School (M.C.L., 1969)

Mr Yoshikawa was: a vice president (1993) and chair of the Board for International Activities (2002) of Japan Federation of Bar Associations; president of the Daini Tokyo Bar Association (1993); a member of the Legislative Council to the Minister of Justice (1999); and Councillor of the International Bar Association (2007).

He is a member of: the Japanese-American Society for Legal Studies; the American Bar Association; and the Law Association for Asian and Western Pacific.

Mr Yoshikawa has published many articles for law journals, including How to Deal With International Civil Disputes. He is the author of The English Legal Profession, 2011, and the translator (into Japanese) of The Warren Court, by Archibold Cox (Translation), 1970, and Fair Trade Commission vs., MITI: History of the Conflict between the Antimonopoly Policy and the Industrial Policy in the Post War Period of Japan, Case Western Reserve Journal of International Law, Vol. 15, 1983.

Mr Yoshikawa has also spoken on international dispute resolution in lectures sponsored by the Japanese Institute of International Business Law, from 1992 to the present.

He is fluent in Japanese and English.



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Japan

Tatsuya Sawada

Patent Prosecution

IP Litigation, Client Counselling

SUGIMURA International Patent and Trademark Attorneys

Japan



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Mr Sawada has significant experience in providing legal advice to international clients concerning IP rights in Japan. He is often sought to consult on the important differences between Japanese IP law from and the clients' domestic IP laws, application and enforcement procedures, and infringement suit representation. Mr Sawada also oversees all of the firm's international operations, including the prosecution and enforcement of Japanese patents, designs, and trademarks for international clients.

Mr Sawada holds particular expertise in patent prosecution, client counselling, and IP litigation with an emphasis on mechanical, electrical, optical, and food engineering technology. Mr Sawada devotes much of his time to counselling SUGIMURA's multinational clients Japanese IP portfolio management and prosecution strategy. He led hand-selected teams in the counselling, prosecution, and litigation of international corporations in the semiconductor, optical, and plastic manufacturing fields. Prior to joining SUGIMURA, Mr Sawada was a plant engineer for a food and beverage company where he developed and implemented fully-automated manufacturing facilities. He also spent two years at the University of Guelph in Ontario, Canada as a visiting researcher.

Mr Sawada's high level of technical expertise, extensive knowledge of the Japanese patent practice, and experience in cross-cultural communication uniquely enable him to provide the best possible advice on Japanese IP matters to SUGIMURA's international clients in a manner that is understandable and familiar to those clients.

In 2011, SUGIMURA opened its regional Silicon Valley office in Palo Alto, California. Mr Sawada has been instrumental in building and leading the SUGIMURA team in Palo Alto. There, the team offers international clients the personalised care of a boutique firm and the resources of its global counterpart. Through the Silicon Valley office, SUGIMURA is able to mitigate language, cultural, time-zone, and location barriers that are often common in cross-border transactions and international business.

Masashi Yanagida

Prosecution of Patents

Designs and Trademarks, Searches; Opinions on Validity and Infringement

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- Patent Attorney Registration No: 7318
- Passed Patent Bar: 1969
- Registered as Patent Attorney: 1969
- Qualified to handle IP related Infringement Litigation: 2004
- Vice President of Japan Patent Attorneys Association 1986
- Director General of International Activity Center of JPAA 2008-2009

Credentials:
- Lecturer, CLE International (USA)
- Grade 1 of EIKEN (Test in Practical English Proficiency)

Main practice areas:
Prosecution of patents; designs and trademarks for domestic and foreign clients; searches; opinions on validity and infringement; litigation

Main areas of expertise:
Physics; electronics; mechanics; trademarks; designs; general machinery; measurement apparatus; cameras and other optical devices; medical devices; office appliances; selected electives for patent bar exam; mechanics; optics; precision measurement.

Education:
- Aichi Prefectural Asahigaoka High School
- B.S. in Applied Physics, School of Engineering, Nagoya University

Professional Experience:
- Patent Department, Fuji Photo Film K.K. (April 1966 - December 1970)
- Nakamatsu Patent Law Officesn (January 1971 - August 1973)
- Yanagida & Associates (September 1973 – present)

Mazhar Bangash

RIAALAW, Advocates & Corporate Counsellors

International Trade Law

Labour, Tax and Corporate Advisory

Mazhar Bangash is head of the firm's International Trade Law Department and is also the executive vice president of RIAALAW Kabul.

Pakistan: Mr Bangash has extensive experience of trade remedy instruments including anti-dumping, countervailing and safeguard measures; tariff and non-tariff assistance/ protection; customs; trade policy and WTO dispute settlement. Mr Bangash has successfully negotiated and devised policy incentives for three major export oriented sectors of Pakistan in order to improve their competitiveness and promote exports.

As his prime area of expertise, Mr Bangash has been actively involved in trade remedy investigations either on behalf of domestic industry or defending the foreign exporters/ producers. He has and presently is representing the Government of Thailand and exporters from Spain, Korea, Thailand, Saudi Arabia, UAE, Indonesia, China, Netherlands, Ukraine, Japan, Taiwan etc., in various anti-dumping and countervailing investigations.

Mr Bangash has also been involved in drafting laws including the Trade Remedies & Arbitration Laws of Pakistan.

Afghanistan: Since joining RIAALAW in 2009, Mr Bangash has advised the firm's Afghanistan based clientele on: aviation; oil & gas; international trade; tax, labour; banking; telecommunication; investment laws of Afghanistan; and corporate matters including registrations/incorporations, government approvals, licensing, good governance and compliance with regulatory requirements. He has also conducted extensive reviews of the civil & commercial, telecommunication, energy and public procurement laws of Afghanistan.

Mr Bangash's involvement in recent and prominent transactions in Afghanistan includes:

- IFC – Roshan Transaction – Lead counsel for IFC in acquisition of 3G license by Telecom Development Company Afghanistan.
- IFC – DABS – Lead counsel for IFC in introducing a private sector operator to the electricity sector of Afghanistan.
- Pearl Aircraft Corporation – Carried out a detailed due diligence of Pamir Airline for Pearl.

Mr Bangash is fluent in written and verbal communications in English, Pashto and Urdu.

He is the author of: Domestic Judicial Review of Trade Remedies, Part of Cambridge International Trade and Economic Law; Brochures: Anti-Dumping Law and Practice in Pakistan.



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Christopher Anand Daniel

Commercial Litigation and International Commercial Arbitration

Advocatus Law LLP

Competition, Employment

Christopher Anand Daniel is the managing partner of Advocatus Law LLP. He was a member of the 1994 Philip C Jessup International Law Moot Court Competition team from the NUS Law School, which emerged World Champions. Christopher obtained an LL.M. from the University of Pennsylvania Law School in 1999.

Mr Daniel has been in practice since 1995. Prior to establishing Advocatus, he was a partner and director in Allen & Gledhill LLP and Drew & Napier LLC, respectively. Mr Daniel has an active court and arbitration practice. He has conducted litigation and arbitration matters, at all levels of courts in Singapore and before other tribunals as lead counsel, including the Court of Appeal, Singapore's highest court. His areas of practice include arbitration, banking, professional negligence, shareholder disputes, competition, employment, construction, contract, tort and white collar crime. Mr Daniel has successfully acted for Singapore statutory authorities, Singapore government linked companies, financial institutions, conglomerates and multi-national corporations.

Education

LL.B. (Hons) (National University of Singapore)

LL.M. (University of Pennsylvania Law School)

Bar Admissions

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Linus Ng is a partner and co-head of the Robert Wang & Woo LLP Business Practice Group.

Mr Ng is involved in corporate finance and advisory work in relation to assets and projects financing for both local and cross-border bilateral, syndicated and mezzanine loan transactions, and has been advising on these transactions in excess of transactional aggregate of US$6.9 billion thus far. He is particularly active in representing financial institutions in assets and vessels financing transactions and has spoken at international conferences on these topics, including the International Maritime Conference 2012 held in Singapore.

Mr Ng also advises on the various aspects of equity financing in the capital markets including reverse takeovers of listed companies in the local stock exchange, convertible bonds and notes issues, private equity and fund management advisory work. His experience also encompasses mergers and acquisitions transactions for local and foreign corporations, corporate advisory, compliance and transactional work for corporations in the shipping, retail, information technology, transportation, logistics, manufacturing, construction, pharmaceutical and service industries.

Mr Ng has acted for and advised corporations on the commercial and legal implications in relation to the ancillary issue of employment. He was a speaker at a public lecture on the subject on behalf of the Law Society of Singapore during the Law Awareness Week 2013.

Having headed his previous firm's Representative Office in Shanghai and coming from a magic circle international firm, he works closely with his extensive network of foreign advisors for foreign corporations seeking to invest in China, and for Chinese companies in their overseas expansions, in particular into Asia. In addition, he is also actively involved in advisory work in connection with on-shore and off-shore investments by Singapore and foreign corporations in emerging economies in the ASEAN region, and has been giving regular talks in China on these subjects.

Lisa Theng

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Lisa Theng heads the Corporate Advisory & Corporate Commercial Practice Group and the Myanmar, Indonesia, Vietnam and Malaysia Focus Groups at Colin Ng & Partners LLP.

Ms Theng has been in practice since 1991 and has vast experience in corporate litigation prior to focusing her practice in the areas of corporate advisory and corporate and commercial services. She has developed a strong and successful practice in this area.

In the area of corporate and commercial law, Ms Theng has advised both Singapore and foreign companies in major mergers and acquisitions and disposal transactions. She has also advised on investments, foreign direct investments into Singapore and in Asia.

She has advised oil and gas, manufacturing, exhibition, trading, publishing, food and beverage, healthcare, technology, and leisure and entertainment companies on a range of issues. These issues include restructurings, investments, joint ventures, corporate governance and compliance, and acquisitions.

In the area of corporate advisory, Ms Theng has advised listed companies and their audit committees and boards in relation to potential disputes, irregularities, fraud and issues involving directors and shareholders.

Her other experiences include cross-border joint ventures, mergers and acquisitions in the region with a focus in Myanmar, Indonesia, Malaysia and Vietnam. She also advises on international sports and entertainment projects including sponsorships and logistics agreements.

Lim Tat – Lee Soo Chye

Aequitas Law LLP

Corporate & Commercial Practice

Dispute Resolution Practice

Lim Tat was called to the Singapore Bar in 1989 and admitted as a solicitor of the Supreme Court of England and Wales in 2004.

Mr Lim is the founding partner of the firm. He heads the firm's dispute resolution practice, which has received accolades and awards for its civil litigation and mediation practice (Corporate INTL Global Awards, Global Law Experts' Practice Area Awards and Global 100 Awards). He has been named as a "Leading Advisor 100" by DealMakers' Global Leading Advisors 100.

Mr Lim's practice focuses on conflict and dispute resolution. He adopts a multifaceted approach to dispute resolution and utilises varied dispute resolution modes to obtain optimal outcomes for clients.

He has over two decades of extensive experience in litigation, arbitration, adjudication, mediation and collaborative dispute resolution practices, and has appeared as counsel in the State Courts, High Court and Court of Appeal of Singapore and in domestic and international arbitrations. He has represented local and international clients in high value cases involving multiple jurisdictions and spanning across a wide range of industries, including energy, recycling, entertainment, construction, manufacturing and real estate.

Lee Soo Chye, a senior partner of the firm, was called to the Singapore Bar in 1990. He represents banks, listed companies, private companies and individuals, both local and overseas. He also works extensively with foreign counsel in multi-jurisdictional matters and has advised clients in initial public offerings, reverse takeovers and mergers and acquisitions, management buy-outs, debt restructuring, shareholder matters and succession planning for businesses. He has also successfully assisted clients in applications to government agencies for grants and incentives under the various government schemes.

He also advises on the structuring of real estate transactions for both retail and corporate clients.



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Choon-Won Lee

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Choon-Won Lee, also widely known as CW Lee, started his career at Lee & Ko and dedicated himself to excellence in the practice of maritime law as a long-time partner at Choi & Kim. He joined Jipyong in 2008 and launched a maritime team, which is one of the most respected maritime teams in Korea.

His practice deals with all aspects of shipping, admiralty, insurance, reinsurance, aviation, shipbuilding and ship finance law involving: charter party disputes; cargo claims; collisions; fire; oil-pollution; ship building; and ship finance issues. He represents major P&I Clubs, ship owners including large-scale Korean ship owners, aviators and insurers worldwide and nationwide.

Mr Lee has handled various noteworthy shipping and maritime matters such as the Hyundai Fortune, which is recorded as one of the largest casualty cases in the shipping society with the estimated total claim amount of about US$1.5 billion. Mr Lee successfully obtained dismissal of all claims against the owners of Hyundai Fortune and a nil assessment decision in the limitation proceeding, which is unprecedented in Korean judicial history.

His recent practice focuses more on contract disputes in ship fund, shipbuilding and the rehabilitation/bankruptcy of domestic shipping companies, which are increasing after the 2008 crisis. He received LL.B. from Seoul National University (1988) and LL.M. from University of Southampton (2003).



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Clarice (Tsui-Hua) Chen obtained her bachelors and masters degrees in Chemical Engineering from National Taiwan University, and her masters in Law from Shih Hsin University. Ms Chen has handled patent matters in Taiwan for more than 20 years in areas including, but not limited to, pharmaceuticals, chemistry, chemical engineering and biotechnology, and is specialised in patent prosecution, invalidation and infringement analysis as well as portfolio management and litigation.

Further, Ms Chen is one of the educators invited by the National Taiwan Intellectual Property Training Academy (TIPA) for delivering courses to the instructors and advisers of TIPA. Her thesis in law school, entitled 'Study on Patent Term Extension System', successfully urged the Patent Authority in Taiwan (the Taiwan Intellectual Property Office) to amend provisions relating to patent term extension in the Patent Act (these suggestions were adopted in 2013). Prior to establishing Rich IP, she served from 1990 to 2005 in Lee and Li, where she was director of the patent department before her departure.

Ms Chen noted: "In Taiwan, there are only a handful of IP firms equipped with a full-fledged chemical team. In addition to a strong electronic and mechanical team, Rich IP is equipped with a full-fledged chemical team which has been recognised as the most responsive, detail-orientated and disciplined of its kind in Taiwan." Ms Chen leads Rich IP's chemical team for handling patent matters. In addition to extensive experience in patent prosecution and invalidation, she has more than 10 years' experience in patent litigation. This dual approach ensures an unparalleled service offering.

The clients of Rich IP include local and international firms in various technical areas covering pharmaceuticals, chemistry, chemical engineering, biotechnology, semiconductors, electronics, electrics, mechanics, design and mechanical. The firm's notable clients include: the Institute for Information Industry (Taiwan); EVERLIGHT ELECTRONICS CO., LTD. (Taiwan); HTC (Taiwan); MEDIATEK INC. (Taiwan); Delta Electronics, Inc. (Taiwan); Cabot Microelectronics Corp. (US); Siltronic AG (Germany); Wacker Chemie AG (Germany); China Medical University (Taiwan); as well as EPISTAR CORPORATION (Taiwan).

Pramual Chancheewa

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Pramual Chancheewa, barrister-at-law, graduated from the Faculty of Law, Thammasat University. He has taken the 20th Maritime Law Short Course at the Institute of Maritime Law, University of Southampton, as well as short courses in International Sale of Goods Carried by Sea and the Law of Marine Insurance, both also at the Institute of Maritime Law, University of Southampton.

Mr Chancheewa has been a lawyer since 1978, focusing on transport, insurance and international trade disputes and was the head of Pramuanchai Law Office from 1983 – 1994. He has been the managing director of Pramuanchai Law Office Co., Ltd. since 1995.

Mr Chancheewa's transport experience includes being a member of committees drafting various maritime and transport legislations, the Ministry of Transport. He was also the Thai Delegate in charge of drafting ASEAN Framework Agreement on Multimodal Transport.

In insurance, he has been: member of the Working Committee of the Royal Institute of Thailand in charge of amending and improving the English-Thai Insurance Dictionary (2010 – present); chairman of the Joint Working Committee in charge of reviewing and amending the standard policies, the Thai General Insurance Association (2013 – present); and advisor to the Laws and Regulations Committee (2013 – present) and Marine Insurance and Logistic Committee (1992 – present) of the Thai General Insurance Association.

Mr Chancheewa is a professor of marine insurance and has held a variety of academic positions, such as a lecturer for the MBA Program in Logistics Management (the Master's Degree Program) at the Graduate School of Ramkamhang University (2008 – present), Multimodal Transport and Insurance Laws (the Master's Degree Program) at the Faculty of Logistics, Burapa University (2002 till present), and Comprehensive Loss Insurance Law (the Master's Degree Program) at the Faculty of Law, Sripatum University (2011 till present).

He has also written extensively on marine insurance and other subjects. His published work includes Multimodal Transport: the Principles and Law (published by TGIA, 2007) and International Cargo Insurance (published by TGIA, 2011).

Do Trong Hai

Bizlink Lawyers & Consultants

Dispute Resolution and Litigation

Corporate and Commercial, Real Estate and Construction, M&A and Restructuring

Do Trong Hai is the principal founding partner of Bizlink Lawyers & Consultants – a full business service and leading law firm in Vietnam which has offices in Hanoi capital and Ho Chi Minh city. He has long been recognised as one of the top lawyers in Vietnam.

Mr Hai has represented various foreign and multinational corporations in a broad spectrum of areas of practice. With over 20 years of practice, he has participated in dozens of the largest and most complicated international construction and commercial disputes in the country whereby his clients are giant international construction companies and investors. He has also been involved in a number of real estate, entertainment projects and M&A transactions in Vietnam of all scales.

With regard to other areas of practice, his highlighted transactions include: (i) the country's first finance lease of a fleet of four Boeing 777s where he acted as lead local counsel for US Ex-Im Bank as guarantor, Citibank as lender; (ii) the country's first finance lease of a fleet of four Airbus aircraft for Vietnam Airlines where he acted for ECA as guarantor, ABN Amro Bank as lender; (iii) project for procurement of the first communication satellite where he acted for Vietnam Post and Telecommunication Group as lead local counsel; (iv) US$1.5 billion BOT project for building Ha Noi – Hai Phong express way; and (v) the majority of aircraft operating lease transactions in Vietnam where he acted as local counsel for lenders, lessors and security trustees such as Ansett Worldwide, KLM, GE, Singapore Aircraft Leasing Enterprise etc.

For many years, Mr Hai has been rated as a leading and/or highly recommended lawyer in Vietnam by a various reputable international publications, such as Asialaw, (The Asia Pacific) Legal 500, Chambers & Partners, Practical Law Company (PLC), IFLR, Vietnam Legal Newspaper etc, in a number of practice areas including real estate and construction, dispute resolution, corporate and commercial, M&A, banking and finance.

Mr Hai was: co-author of Arbitration in Asia, Vietnam chapter, in 2003-2004 in collaboration with Norton Rose; co-author of the Vietnam chapters of The International Comparative Legal Guide to: Litigation & Dispute Resolution 2010, Securitization 2011 and International Arbitration 2014 - published by Global Legal Group (UK); and author of the Vietnam chapter for The Dispute Resolution Review 2013 and 2014, published by Law Business Research Limited (UK).

Mr Hai has been invited by the Ministry of Justice of Vietnam to be a regular member of a panel for checking the qualification of lawyers in periodical examinations since 2006 to date. He also has been regularly consulted as a legal expert by Government authorities and mass media for his recommendations on the improvement of the legal framework of Vietnam.

He earned an LLB degree from Hanoi Law University; a BA in English from Hanoi Foreign Language University; a BA in Banking and Finance from Hanoi National Economics University; and an LLM from University of California, Berkeley, School of Law.



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Europe



The European Union encompasses 27 nations with a total population of around 500 million, and accounts for around 30% of the value of global GDP. Although most European countries are currently in recession, the forecasts developed by the International Monetary Fund (2013) show positive results for real GDP growth in 2013. In 2014, the forecast for the overall four main regions of Europe is even more optimistic compared to 2013.

According to the EACA's European Economic forecast 2014, 2014 estimates indicate a positive evolution of the economies of Western Europe, with levels of real GDP growth between 0.9 and 1.8% annual change. The German recovery has slowed significantly, while France's economy is stagnating. Northern Europe includes growing economies, Latvia being the leader with a 4.2% annual change in real GDP growth for both 2013 and 2014. The UK recovery is progressing slowly, mainly due to weak external demand and ongoing fiscal consolidation.

Most of the countries predicted to fall into recession in 2013 are part of Southern Europe. Nonetheless, potential positive GDP estimates are presented for most of the Southern European countries in 2014.

"2014 estimates indicate a positive evolution of the economies of Western Europe."



In 2012, Czech Republic, Hungary and Moldova fell into recession. The perspectives on these countries show that GDP growth is expected to remain subdued at 0.3%, 0% and 4% respectively in 2013, with a slight increase in 2014 for CZ of 1.6% and HU of 1.2%. These countries may be at risk of recession if further improvements are not seen at European level.

According to the European Economic Forecast by the European Commission, GDP growth in the EU, which has turned positive in the second quarter of last year, is increasingly driven by domestic demand. This year, domestic consumption and investment are set to expand further, reducing the dependency of the recovery on the external sector. Growth has also returned in many of the vulnerable member states, and growth differentials across EU member states are expected to narrow.

Europe's economic recovery, which began in the second quarter of 2013, is expected to continue spreading across countries and gaining strength while at the same time becoming more balanced across growth drivers. As is typical following deep financial crises, however, the recovery remains fragile.

EU GDP is now expected to rise 1.5% this year and 2.0% next year. Growth in the euro area, which was -0.4% for 2013 as a whole, is expected to be 1.2% in 2014 and 1.8% in 2015. After two years of contraction, domestic demand is gently firming, as the crisis' legacy of excessive debt, financial fragmentation, economic uncertainty and the need for adjustment and fiscal consolidation fades, and confidence is improving.

In April 2014, the deterioration of Eastern European growth forecasts accelerated. Following the spike of geopolitical tensions in the region, FocusEconomics Consensus Forecast panellists slashed their 2014 GDP growth forecasts for the region by 0.5 percentage points over the previous month. At the currently-projected 1.6% expansion, regional output growth is a full percentage point below the rate of expansion that was expected at the beginning of the year.

The more negative regional outlook mainly reflects downward revisions to Ukraine and Russia. The outlook for other countries remained broadly stable, suggesting limited spill-over effects within the region, as tensions eased in the weeks following the formal integration of the Crimean peninsula into Russia.

Europe contents



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Norbert Wess

White Collar Crime

wkk law

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Norbert Wess
Partner

wkk law

Norbert Wess is "absolutely one of the best white collar crime and criminal law lawyers in Austria". He is widely regarded as a "top lawyer" by sources and he is making a name for himself in most of Austria's high-profile cases concerning white collar crime. He has earned the reputation nationally and internationally as one of the top defence lawyers in Austria.

Practice Areas: Corporate and Financial Criminal Law and Corporate Criminal Liabilities, Internal Investigations and Compliance, Sports (Criminal) Law, White Collar Crime

Professional Memberships: Vienna Bar Association, Lawyers Cooperation, VÖStV (Austrian Accociation of Defence Counsel), WiSteV (German Association of White Collar Crime Defence Lawyers, AIDP (Association Internationale de Droit penale)

Personal & Career: Partner, wkk law since 2004, Vienna University of Economics (Master of Business Law 2010), Donau-University of Krems (Master of Laws 2002), University of Vienna (Magister iuris 1998, Doctor iuris 2000), born 1975 in Austria

Publications (inter alia): Publications on Corporate Criminal Law, White Collar Crime, Compliance and Internal Investigations

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Georgi Georgiev

Contract Law

Georgiev, Todorov and Co. Law Offices

Litigation, Domestic and International Arbitration

Bulgaria



Georgi Georgiev
Associate

GEORGIEV, TODOROV & CO. LAW OFFICES

Georgiev, Todorov and Co. Law Offices is a leading Bulgarian law firm with more than 20 years' experience. It was established recently after the fall of communism in Bulgaria, and has had the chance to participate and contribute to the development of the modern Bulgarian market ever since.

The firm is experienced in advising on contract law matters which are the most important and frequently discussed issues in the day-to-day business of its clients. It offers consulting services in respect of contract law matters, and is top-ranked at the major international legal guides in litigation and domestic and international arbitration.

Georgiev, Todorov and Co.'s experts provide consulting services to major Bulgarian companies and foreign investors. Some of its partners, in addition to their wide-ranging practice, are well-known academics involved in the legislation procedure, members of various experts groups and committees appointed by the government and the national assembly.

Georgi Georgiev, the firm's associate, has been involved in the negotiation and closing of business transactions, including entities of various areas such as acquisition of company structure dealing with agriculture, pharmaceutical companies, media etc. His main task was to structure the transactions in such manner that would provide an optimal degree of protection to his client's interests, meanwhile establishing legal relations with the other party, which were the basis for successful cooperation between the parties.

In addition to his degree in Law from Sofia University, Mr Georgiev has a LLM degree from King's College London. He has also attended courses in Contract Law and Tort Law at the University of Cambridge. He noted: "This helped me to understand the standard subscription and shareholder's agreement frequently used in international transactions and to accommodate the standard clauses to the applicable Bulgarian law, determined by the parties as such in most of my cases."

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Soteris Flourentzos

Soteris Pittas & Co LLC

Company & Commercial Law

Expertise: Advising on all legal aspects of corporate & commercial operation, with a particular focus on: takeovers; mergers and acquisitions; inter-company agreements; joint ventures; cross-border transactions; and international tax planning.

Professional Experience:
- External Associate – Legal Consultant, Patrikios Pavlou & Co, October 2006 – October 2009
- Senior Corporate Counsel, Trident Trust, October 2006 – September 2008
- Associate Lawyer, Patrikios Pavlou & Co, September 2003 – October 2006

Memberships:
- International Bar Association
- Cyprus Bar Association
- Honorary Member of the Centre of International Legal Studies, Salzburg, Austria

Publications:
- 'Cyprus: Commission for the Protection of Competition' (2005) 8 Global Competition Review Supp 37-39
- 'Cyprus' Anders Etgen Reitz (ed), Labor and Employment Law in the New EU Member and Candidate States (American Bar Association, 2007) 85-106

Languages: Greek and English



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Cyprus

Olive McCarthy MCIArb

Breeze & Wyles Solicitors Ltd

Family and Matrimonial

Olive McCarthy has practiced family law since the late 1990's and has specialised in the same since 2000. She deals with all aspects of relationship breakdown, with particular experience and expertise acting for High Net Worth individuals and their related complex pension and business assets.

Ms McCarthy is a trained collaborative lawyer and one of the few Family Arbitrators in the UK. She is highly motivated and dedicated to achieving the best outcome for a client, often in the most difficult of circumstances.

Ms McCarthy's firm offers all Family related Alternatives to Court including Mediation.



Olive McCarthy MCIArb
Director and Head of Family Department

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England

Richard Curtin

Litigation

Burlington Legal LLP

Insolvency, Restructuring

England



Richard Curtin
Partner - Head of Litigation & Insolvency



Deborah Mills
Senior Partner



Joss Alcraft
Head of Corporate

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Richard Curtin heads up the litigation and the insolvency teams at Burlington Legal LLP and has over 25 years' experience in such matters.

Mr Curtin's insolvency experience includes both informal and insolvency matters including both contentious and non-contentious matters. He deals with all aspects of corporate and personal insolvency. His litigation expertise, aside from insolvency, includes most aspects of general commercial litigation ranging from complex debt collection to international disputes in sundry jurisdictions.

Mr Curtin enjoys rugby and shooting.

Deborah Mills is the senior partner of Burlingtons and has been a practising solicitor since 1990.

Ms Mills specialises in mergers and acquisitions and has particular expertise in the international energy sector where she has worked on a wide array of upstream and downstream projects as well as recently advising clients on clean technology projects.

Having qualified with one of the top London law firms she worked in-house with an energy major for some years before establishing her own niche practice in 1994.

Joss Alcraft joined Burlingtons in April 2013 to head up the corporate team. Joss qualified in 1999 and, prior to joining Burlingtons, worked in the City for 10 years.

Mr Alcraft's main areas of work include public company IPOs, public and private mergers and acquisitions, private equity, advising on public fundraisings, including the Prospectus rules and FCA regulations generally, joint ventures, share option schemes, shareholder agreements and share buybacks.

Mr Alcraft's clients include private equity houses, AIM nomads and brokers, corporate finance houses, financial institutions and high-net worth entrepreneurs active in a variety of business sectors from publishing to underwriting.

Kate Wormald

Trading Documentation for Alternative Asset Management

Oesa Partners

Financial Regulation (in particular affecting Alternative Asset Management)

England



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Kate Wormald leads a niche consultancy providing legal and regulatory services to hedge funds and investment managers.

She has advised and represented a large cross section of the hedge fund community and alternative asset managers since she established Oesa Partners over 11 years ago. She has also worked with large pension funds, a well known charitable trust and other industrial corporates who require specialist legal advice in relation to their trading documentation.

Ms Wormald is well known in her field and is currently an active member of HFC UK, the 100 WHF LPAG committee and the Chartered Institute for Securities and Investment.

Her wealth of experience is unmatched in the alternative asset manager space and she has used this to successfully run Oesa Partners as a bespoke consultancy focused delivering timely solutions to clients.

Ms Wormald qualified as a barrister in 1987 and then pursued a career in the City where she worked for Daiwa Securities, Saloman Brothers (now Citi) and Goldman Sachs where she was head of the European capital markets team that encompassed all the derivative trading activity for the firm and its Prime Brokerage business.

Oesa Partners has three main strands to its business; advisory, documentation and project management. Regardless of which service is being used the firm prides itself on being practical, commercial and easy to deal with.

Endorsement of Oesa Partners has come in the form of two recent awards:

- The Hedge Fund Journal Awards 2014: Leading Niche Provider of Legal and Regulatory Services
- The International Hedge Fund Award 2014 – Investor choice award: Most Respected Specialist Consultancy Firm of the Year

Ian Malden

Savills

Valuation

Ian Malden is a chartered surveyor with over 30 years' experience, 23 years of which have been with Savills. Mr Malden leads a team of over 100 people to include 70 fee earners, principally in London, but with coverage in Birmingham, Manchester, Edinburg and Glasgow.

The Valuation Division specialises in valuations of commercial residential and mixed use property across the life cycle of real estate, principally for loan security purposes. Ancillary specialisms include portfolio valuation, tax and trust, litigation, matrimonial and leasehold enfranchisement.

Savills are recognised as leaders in the field of valuation and are Valuer of Choice to many clients. The team has an excellent track record and are involved in some of the largest and highest profile assets in the market. Savills annual Financing Property presentations are widely recognised as a barometer for the lending market and considerably enhances Savills reputation as valuers.

Savills is renowned for its entrepreneurial culture and creative thinking and this is recognised by many repeat clients who seek high levels of professional service from their valuer.



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Olli Oksman

Kalliolaw Asianajotoimisto Oy –
Attorneys at Law

M&A

Private Equity, Venture Capital

Olli Oksman is responsible for Kalliolaw's London office. He specialises in M&A and private equity transactions and advises clients in both domestic and cross-border financing rounds, mergers and acquisitions and re-financings, especially in technology sector.

Mr Oksman's recent deals include two of the most valuable venture capital financing rounds in Finland in 2013. In the first he advised Invus on its investment in robotic recycling system provider ZenRobotics. In the second he advised bright light device manufacturer VALKEE Oy on its financing round.



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Finland

Antony Martinez

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Antony Martinez is a partner with the international firm McDermott Will & Emery, based in the Paris office. He advises and represents international listed and non-listed companies, investment firms, as well as public and private companies from the industry, finance, real estate and service sectors. Described in Legal 500 Paris as "an outstanding trial lawyer known for his acute sense of strategy", Mr Martinez has developed a broad-based commercial litigation practice conducting both international trials before French courts and multi-jurisdictional cases across Europe. He is admitted to both the Paris and the New York Bars.

A versatile lawyer, Mr Martinez was a key counsel in the representation of French defeasance institutions in a landmark EUR 1.5 billion US lawsuit initiated by the California Insurance Commissioner before federal courts, including up to the Supreme Court of the United States. He also represented a French biotech in a EUR 350 million dispute related to the breach of a scientific, industrial and commercial joint venture entered into with a leading French pharmaceutical laboratory. Further, he advised the leading supplier of engine nacelles for civil aircraft in the termination of a global EUR 300 million purchase agreement entered into with the French supplier of the Airbus 380's nacelles.

Moreover, Mr Martinez also has significant experience in complex pre-insolvency and insolvency matters, including amicable restructuring, insolvency proceedings, restructuring litigation and distressed mergers and acquisitions. His clients include corporate debtors, creditors and investors in a wide range of sectors. In 2014 he has acted as main counsel for a US investment firm in its negotiation of a consensual discounted pay-off with creditors and a EUR 1.3 billion recapitalisation of the special purpose vehicle owning the largest office complex in Europe.

Anne-Katel Martineau

Information and Communications Technology Law

MEDIASTIC-MARTINEAU ASSOCIES AARPI

France



Anne-Katel Martineau
Partner

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Anne-Katel Martineau has built up nine years of experience in information and communications technology law. Her broad-based approach to cases and passion for her clients' sectors enable her to quickly grasp their issues. She is therefore able to truly address their business-related issues.

She initially undertook several internships at French and English-speaking law firms (including Fourgoux & Associés, De Leusse de Syon's law firm, Derriennic & Associés, Escande, Bird & Bird and Baker & McKenzie) renowned for their IT, intellectual property and media law expertise and practice.

In early 2006, she joined Courtois Lebel's Information and Electronic Communications Technology Department.

Her entrepreneurial spirit and passion for law, art, and cutting-edge technologies encouraged her to establish her own law firm – Mediastic – in Paris.

In late 2007, she seized the opportunity to accompany two of her clients to the United States of America and worked in New York City as a freelance lawyer alongside American lawyers (Cyrulli Shanks Hart & Zizmor LLP), she then continued collaborating in 2008 and 2010 on IT and audio-visual law cases.

Her experience in the United States of America led her to negotiate complex contracts in English for photography agencies, artists, publishers, producers, and with American and French TV channels.

She works on a daily basis with freelancers, SME, federations and major groups on intellectual property, IT and e-commerce law issues. She has helped numerous entrepreneurs to create digital content platforms on the web notably including projects financed by crowdfunding.

Lionel Paraire was admitted to the Bar in 1997 and is the founder of Galion. Mr Paraire has a DESS de Droit des Affaires and a Magistère-DJCE (Masters in Business and Tax law) from the University of Montpellier.

He worked for six years with Jeantet Associés and then worked at Baker & McKenzie, followed by Mayer Brown where he became of-counsel.

Mr Paraire has been senior lecturer at the University of Paris XII in Labour Law and European Labour Law. He is currently senior lecturer at the University of Montpellier I (DJCE), where he teaches employment litigation.

He is a member of various national and international associations: ANDJCE (Association Nationale des Diplômés Juriste Conseil d'Entreprise); Avosial (Association of French Employment Lawyers Association); EELA (European Employment Lawyers Association); and IBA (International Bar Association).

Mr Paraire has developed an acknowledged expertise in the area of individual employment relations and (high risk) litigation and dispute resolution. He regularly assists companies with restructuring and the labour and employment law aspects of corporate transactions. He also develops some activity towards alternative dispute resolution.

Mr Paraire advises French and international clients, comprising companies of various sizes (small & medium sized, public companies, subsidiaries of multi-national groups) in the industrial, banking, insurance, luxury, new technologies, telecommunication and medical sectors. He has built close professional ties with lawyers acting in complementary fields of law or in other jurisdictions, which enables him to advise on and manage matters of international dimensions and of high technical complexity.

Mr Paraire has written numerous articles for specialised press (Jurisprudence Sociale Lamy, RF Social, l'Entreprise, l'Usine Nouvelle, Entreprise & Carrières) and the national press (La Tribune). He frequently takes part in conferences on varied subjects of labour and employment law and provides training for his clients. Mr Paraire speaks French, English, Spanish and German.



Lionel Paraire
Founding & Managing Partner

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Dr Brigitte Böhm

Industrial and Intellectual Property

Weickmann & Weickmann

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Weickmann & Weickmann, founded in 1882, is among the oldest patent law firms in Germany. In the chemistry department it has experience and deals with cases in inorganic as well as organic chemistry, biochemistry, immunology, pharmacy, food chemistry, plant protection and many other fields within the life sciences. The firm also has a technical department which deals with fields such as physics, mechanical engineering and electrical engineering, among others; and a trademark department which focuses on trademarks and designs.

Dr Brigitte Böhm, LL.M. has been working in the field of industrial and intellectual property since 1986, her practice being focused in the areas of chemistry, biochemistry, biotechnology, pharmacy as well as in patent granting, opposition and nullity proceedings as well as infringement litigations. She has been a partner at Weickmann & Weickmann since 1992.

Dr Böhm studied Chemistry at the Ludwig Maximilian University in Munich; obtained a doctor's degree on the investigation of molecular fundamentals of viral activities in 1986; and graduated in 'European Industrial Property Law' with a Master of Laws degree in 2007.

Dr Böhm is a German Patent and Trademark Attorney, a European Patent Attorney and a European Trademark and Design Attorney.

She is a member of: the managing committee of the Patentanwaltskammer (German Chamber of Patent Attorneys) where she`s also been the president since 2010, ; the executive board as well as the committee "Patent and Utility Model Law" of GRUR (German Association for the Protection of Intellectual Property); and a substitute member of the administrative board of the Bayerische Rechtsanwalts- und Steuerberaterversorgung (Bavarian Lawyers' and Tax Consultants' Fund/Office). Further she is a member in other professional associations, i.e. epi, FICPI, AIPPI and AIPLA.

Dr Christof Augenstein

Intellectual Property Litigation

Arbitration

Preu Bohlig & Partner

Germany



Dr Christof Augenstein
Partner

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Rechtsanwälte Steuerberater Wirtschaftsprüfer

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Dr Christof Augenstein represents enterprises of various sizes (DAX-30 to start-ups) in intellectual property proceedings. His clients include Ericsson, Knorr-Bremse, HTC and RWE. Regarding patent infringement proceedings he is set on delivering advice on the technical fields of automotive, mechanical engineering, electronics, chemistry, nano and bio-technology. His special expertise covers cross-border infringement cases. In addition, Dr Augenstein has wide experience in trademark, utility model and competition law, especially in asserting claims for product piracy. He also specialises on arbitration proceedings.

His work is recognised by clients and peers. He is listed in Handelsblatt/Best Lawyers in the category Intellectual Property, IAM Patent 1000 – The World's Leading Patent Professionals and acknowledged as a "Frequently recommended lawyer in Patent Law" by JUVE-Handbook since 2010.

Representative cases:

- Coordinated the defence of a European DVD manufacturer against a total of nine patent infringement actions brought by members of the MPEG2 consortium before the Düsseldorf Higher Regional Court and before the Federal Court of Justice (BGH GRUR 2012, 1230 – MPEG2 – Videosignalcodierung).
- Represented a leading manufacturer of mobile telephones in patent infringement proceedings regarding use of the Android operating system.
- Represented a manufacturer of branded goods with regard to the imitation of a ready-made pudding by a discount supermarket.
- Coordinated a series of lawsuits for one of the world's leading telecommunications companies against a Chinese competitor for the infringement of a total of 11 patents essential to standards (GSM, EDGE and UMTS) owing to the distribution of mobile telephones and network technologies.
- Represented a leading automotive supplier in patent infringement proceedings (and preliminary injunction proceedings) against a competitor (Düsseldorf Higher Regional Court, GRUR-RR 2011, 81 – Gleitsattelscheibenbremse I + II).
- Participated in a competition lawsuit regarding misleading advertising of an onion and vegetable cutter (at another firm, Hamburg Higher Regional Court WRP 2006, 1152 – Im Handumdrehen).

Prof. Dr Dieter Endres

PricewaterhouseCoopers AG WPG

International Tax Consulting

M&A Consulting

Dieter Endres is a tax partner at PricewaterhouseCoopers Frankfurt, head of the firm's tax and legal department in Germany, and member of PwC's German Board as well as the Global Tax Leadership Team. He specialises in international business transactions, transfer pricing, reorganisations, joint ventures and M&A consulting.

Dr Endres graduated from University of Mannheim where he also obtained his doctorate in economics. He was awarded a J. F. Kennedy scholarship at Harvard University, Cambridge (US), in 1982/83. After qualifying as tax adviser (Steuerberater), Dr Endres joined Price Waterhouse in Frankfurt in 1986, undertaking in 1990 a one year assignment to New York. He has been a partner since 1991. He is a member of the German Institute of Tax Advisers, of the international tax committee of the German Institute of Chartered Accountants, of the European-American Tax Institute, the tax committee of the Frankfurt Chamber of Commerce and of the International Fiscal Association.

Dr Endres is the author of numerous tax publications and a frequent speaker at tax conferences in Germany and abroad. He is an honorary professor at Mannheim University and lecturer on international taxation. He has been frequently ranked as a leading tax professional in the German market.

Timeline:

2010 Member of the Global Tax Leadership Team
2001 Member of the Executive Board of PwC Germany
2001 Member of the Central Cluster Tax Leadership Team
2000 Honorary Professor, University Mannheim
1991 Partner with PwC AG
1990 Secondment New York
1986 Joined PwC in Frankfurt
1985 Tax advisor examination
1983 J. F. Kennedy scholarship Harvard University/Cambridge
1982 Promotion, University Mannheim
1979 Diploma, University Mannheim
1956 Born in Mannheim, Baden-Wuerttemberg, Germany



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Germany

Wolfram Schiweck

Schiweck Weinzierl Koch

IP Law

Schiweck Weinzierl Koch is a dynamic, relatively young, but very experienced team with a strong technical background across the chemical, pharmaceutical and life science sector. It is particularly experienced in antibody inventions and inventions relating to artificial binding molecules with antibody-like properties. These technologies have become the driver in pharmaceutical development, including diagnostic applications.

One aspect of the firm's practice is advising clients on patent infringement and litigation proceedings where its advice is based on actual experience in numerous national and international disputes. It has an additional focus on opposition and appeal proceedings before the EPO and on freedom-to-operate work. It also prepares and files many patent applications for top tier companies, mid-sized companies and many universities, coordinating and prosecuting these cases worldwide.

Wolfram Schiweck, Schiweck Weinzierl Koch partner, has been practising IP law since 1997. The main focus of his work is the drafting and worldwide prosecution of patent applications in the chemical and pharmaceutical field, including opposition and invalidation proceedings and the examination of intellectual property rights' portfolios of companies (due diligence). He also manages the trademark portfolios of his clients.

Due to his long stay in Asia, Mr Schiweck is very familiar with patent prosecution in all Asian countries. Since 2003, he has held lectures on Intellectual Property Law at the Technological University of Munich, Germany.

His partners, Dr Gerhard Weinzierl and Dr Andreas Koch, are adjunct professors at the Ludwig-Maximilians University Munich (Department of Genetics), where they lecture on Intellectual Property Law.



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Germany

Dr Gunnar Baumgärtel

Patent Prosecution and Litigation

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Partner

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Gunnar Baumgärtel is a German and European patent attorney representing clients in various matters concerning industrial property, notably patent prosecution, licensing and complex international litigation cases. He is a member of the Bureau of AIPPI and a lecturer at the Free University of Berlin.

Gunnar Baumgärtel is a partner of Maikowski & Ninnemann, a patent attorney firm with offices in Berlin, Leipzig and Munich and a strong expertise in all areas of intellectual property protection, including in particular the enforcement of IP rights. Currently 14 patent and trademark attorneys work at Maikowski & Ninnemann.

From the beginning, the firm's policy has been to provide direct and comprehensive contact between client and attorney to allow the highest levels of efficiency, and guarantee optimal strategies for protecting the clients' intellectual property. The high-proficiency standard at Maikowski & Ninnemann will be retained in the future: only those who received their professional training at Maikowski & Ninnemann will become new partners of the firm.

Consequently, the firm has received numerous awards in recent years praising the outstanding quality of the legal service provided by its attorneys.

The firm's most important services are: advice on inventions, trademarks, designs, know-how, software and licenses; advice on the law regarding employees' inventions; prosecution and litigation of patents, utility models, design patents and trademarks nationally in Germany, regionally in Europe, and internationally in all countries and regions throughout the world.

The firm has a special focus on managing, prosecuting and defending substantive patent and trademark portfolios as well as representing clients in complex international litigation cases.

Dr Robert Klinski

Patent Prosecution and Litigation

PATENTSHIP Patent Attorneys

IP Licensing and Negotiation, IP Valuation, IP Monetisation

Germany



Dr Robert Klinski
Managing Partner

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Dr Robert Klinski studied electrical engineering and telecommunications at the Technical University Hamburg-Harburg and received his doctorate with honors from the Munich Technical University in the field of mobile communication technologies. He also worked as researcher with the Fraunhofer-Gesellschaft in Munich where he designed wired and wireless communication systems.

Dr Klinski is a German and European patent attorney and the managing partner of PATENTSHIP. He has extensive experience in patent prosecution and litigation in particular in the area of telecommunication systems and mobile communication networks.

Dr Klinski has profound experience in handling German and US infringement and nullity proceedings. Dr Klinski has been successfully representing a global network operator in a number of initiated infringement lawsuits initiated by US based NPEs and corresponding nullity proceedings in the field of DSL technologies. Recently, he successfully defended a telecommunications enterprise in a German part of international infringement proceedings in the field of wireless communication networks.

Panagiotis Sardelas

Sardelas Liarikos Petsa Law Firm (SLP)

Banking, Finance & Capital Markets Law

Restructuring & Insolvency, Mergers & Acquisitions / Privatisations and Development of Real Estate Projects

Sardelas Liarikos Petsa Law Firm (SLP) provides expert advice on all aspects of banking & finance and capital markets law. SLP regularly advises Greek and international banks, financial institutions, investment services firms, investment funds, corporate issuers and investors, as well as public sector entities on the full range of issues arising in respect of complex standalone transactions or their day-to-day operations.

Recent significant highlights of SLP's finance practice are advising a syndicate of banks (all of Greece's major banks) on the refinancing of the 'Viohalco' group of companies (Greece's largest private industrial group of companies and the country's largest metals group), with a total transaction value in excess of €700 million, and, acting as Greek legal advisors to Public Power Corporation S.A. ("PPC") in its bond offering of €700 million through euro-denominated notes listed and admitted for trading on the Global Exchange Market of the Irish Stock Exchange consisting.

SLP has developed a significant track record in the field of banking & finance, advising a wide range of foreign and Greek clients, including the National Bank of Greece, Alpha Bank, Eurobank Ergasias, Piraeus Bank, ELPEN, PPC (DEH), Hellenic Postbank under Special Liquidation, ATE Insurance, Dexia, Société Générale, Natixis, Henkel, Restis Group, Euroxx Securities the Hellenic Republic (Ministry of Finance), and local government.

SLP's services include comprehensive support in regulatory supervision of banking operations & compliance, establishment and organisation of banking operations in Greece, corporate finance, sovereign & public sector finance, debt restructuring, retail banking operations and banking litigation.

SLP has managed to maintain flexible and competitive pricing structures, thus enabling it to share cost savings with clients, while at the same time providing top drawer service case handling by partners and senior experts with a personal touch, within an exceptional team of legal talent.



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Greece

Timothy Le Cornu

KRyS Global

Insolvency Administrations

Forensic Investigations, Asset Tracing, Forensic Accounting

Timothy Le Cornu is the managing director of KRyS Global's Guernsey office, which he established in 2012. He has in excess of 20 years' experience in insolvency administrations, corporate restructuring and financial consulting to companies in financial distress. Previously, he was a director in the Cayman Islands office of KRyS Global, specialising in formal insolvency administrations, asset tracing and fraud investigations.

He is a qualified Insolvency Practitioner and has acted as Joint Official Liquidator and Receiver of a number of Guernsey, Cayman and BVI entities. His experience spans not only the Caribbean, but also Asia and Australia.

Mr Le Cornu has a Bachelor of Business (Accounting) and is a member of the Institute of Chartered Accountants in Australia, the Institute of Chartered Accountants in England and Wales and the Guernsey Society of Chartered and Certified Accountants, the American Bankruptcy Institute, is a Fellow of INSOL International and is the President of the Association of Restructuring and Insolvency Experts (Channel Islands).



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Guernsey

Gianluca M. Dalla Verità

Advisory and International Business

Dalla Verità & Partners

Tax Planning, Trusts and Foundations, Mergers & Acquisition



Gianluca M. Dalla Verità
Founding Member

DALLA VERITÀ & PARTNERS

Dalla Verità & Partners, founded by Gianluca M Dalla Verità, is a team of experienced professionals who provide specialist services to international businesses and high-net-worth individuals (HNWI). The team combines longstanding experience and in-depth knowledge of cross border taxation and corporate works.

The firm is a young, innovative company that combines legal expertise with the ongoing analysis of global economics, and regularly takes part in international events, forums and studies.

An extensive network of partner firms and organisations worldwide, including direct stake holdings, makes Dalla Verità & Partners the ideal adviser for every type of investment, as well as an invaluable partner for the optimisation and restructuring of existing entities from a legal, tax and financial perspective.

Mr Dalla Verità, a chartered public accountant, auditor and publicist, is the founding member of Dalla Verità & Partners, with branches in Bologna, Milan and London, specialising in financial services, M&A and cross-border taxation. He is a member of various international bodies in the field of international tax law, as well as a member of STEP, the London-based Society of Trust and Estate Practitioners.

He specialises in cross border taxation and tax advice and restructuring operations for multinational groups. He is an expert in M&A (advice and origination) and in the constitution of financial instruments and securitisation vehicles in compliance with EU legislation. He also has a longstanding and successful track record in Eastern and African markets.

Mr Dalla Verità has specialised in HNWI, acquiring expertise in areas such as tax structuring for managers and sportsmen, real estate tax planning and regulations, and the arts. The forthcoming new regulatory framework in England and Wales will allow him to apply his considerable experience in trusts to perform probate proceedings in those countries.

Further, he is a regular contributor to leading publications such as WOLTERS. He has published more than a hundred papers on taxation and corporate, trust and business law and regularly lectures on these subjects for private entities and associations.

Fired by a dual passion for people and macroeconomics, Mr Dalla Verità has been studying worldwide trends and habits for decades. Over the years he has made the acquaintance of entrepreneurs, scholars, Nobel Prize winners, writers and poets, as well as ordinary working people from all walks of life (even politicians!). His quest for the truth that lies behind current phenomena has made him a strategist, seeking out the best responses to forthcoming events, and managing the consequent readjustments for his clients. He hopes to read changes correctly, and enjoys sharing his analyses with clients and friends.

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Manfredi De Vita is recognised as a leading specialist in European and completion law in the Italian market.

Mr Vita is partner at Fontana Galli e Associati, in charge of the area of practice focused on European Community law and Italian competition law. He appears frequently before the Italian Antitrust Authority and the European Commission as well as before the review courts. Mr Vita advises in major competition cases in regards to cartels, abuses of dominant position, mergers and State aid control. He also has an extensive expertise on legal topics of regulated industries.

Mr Vita is widely present in legal journals and appears in the main collective books on competition law. At this stage, he accounts 20 publications on European and completion law and is author of "Il Diritto della Concorrenza nella Giurisprudenza" (Torino, 2009, pp. XL - 513) the first Italian casebook in the area of competition law.

Mr Vita frequently lectures on European and competition law, at conferences hosted by prominent public and private bodies. He has been part-time professor on EC law at the Rome University La Sapienza.

Before joining the private sector, Mr Vita gained a broad institutional experience as Official of the Italian Antitrust Authority, Detached National Expert, at the DG Competion of the EC Commission, and Advisor at the EC Policy Department of the Presidency of the Council of Ministers.

As to his educational background, Mr Vita graduated in law with Honours and earned a Master in Advanced European Legal Studies at the College of Europe, Bruges and a PhD (Dottore di Ricerca) at the Rome University "La Sapienza".



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Marcel Fruytier started his career as an investment manager at a reputable private equity firm. In this role, he participated actively in the refinancing and creation of several IT-related and other commercial businesses.

From 1988 to 1993, Mr Fruytier was appointed as head of the legal department of Wijsmuller, a major global enterprise specialised in towing and salvage. During this period he was involved in and directed several national and international successful acquisitions. He now applies his business experience to successfully advising his current clients as a lawyer. In this function he is also regularly asked to assist in restructuring and starting up a wide variety of companies.

This combination of entrepreneur, consultant and passionate lawyer enables Mr Fruytier to build strong relationships and tackle a wide range of departments in the legal field. He likes to call himself a provider of peace of mind, knowing this state of mind to be rare and never lasting long for today's entrepreneurs. He is always aiming to achieve the right solution.

"I like to approach matters differently," says Mr Fruytier. "I improvise, support new approaches for my clients' work but never without starting from a solid legal background."

Mr Fruytier has substantial expertise in the automotive industry, oil and gas (both production and transport), mergers, acquisitions and restructuring of companies with either specific knowledge or high tech (medical) workers. He has and continues to work for salvage and towing companies, shipping companies and a global airline company.

In 2013, Mr Fruytier won the ABN award for most creative finance deal of the year.

"I am known for my creative solutions, whether they have been found in or out of court," he continued. "Rumour has it that if all others fail one should try Marcel Fruytier of Fruytier Lawyers in Business, because he always finds a way."

In his little spare time, Mr Fruytier is an avid rally driver and yachtsman.

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Shalikhov Anatoly graduated from Moscow State University of International Relations in 1985 as an economist, specialising in international economy.

Mr Anatoly worked in a major IP firm from 1980 to 1998, when he joined Gorodissky & Partners as a partner. He has been a senior partner at the firm since 2001.

In 1986, Mr Anatoly received training at the International Training Center of Management in Brussels, Belgium. He trained at an IP firm in Ludwigshafen, Germany, in 1992.

Mr Anatoly deals with financial and economic matters of Gorodissky & Partners.



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Sylvie Gurry-Veit founded BMG Avocats in Geneva in January 1996.

She advises a number of corporations and private undertakings on any aspect dealing with intellectual property and business activities involving brands, technology and services, from startups to well known Swiss and foreign multinationals. She has expertise in Switzerland and internationally.

Her team is made of specialised attorneys and paralegals trained to handle Swiss and international work from prosecution of intellectual property to structuring and defending business activities in Switzerland and abroad.

Prior to founding BMG Avocats, she had been an associate and a local partner of Baker & McKenzie Geneva (1989- 1995), a teaching assistant in International Monetary Law, at the Graduate Institute of International Studies, University of Geneva (1987-1989); she also trained in Société Générale Investment Bank, as an Analyst. She seats as an expert at the local Commision of the Federation of the Swiss Industry. She has academic training in France, Australia and Switzerland.

Sylvie Gurry-Veit is a member of International Trademark Association (INTA); International Association for the Protection of Intellectual Property (AIPPI); Licensing Executives Society (LES); International League of Competition Law (LIDC); Geneva Association of Business Lawyers (AGDA); and MARQUES – Association of European Trade Mark Owners.

She is fluent in both French and English.



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