CorporateINTL

Who's Who Adviser Handbook 2015



The definitive guide to individual advisory excellence

Welcome to the Corporate INTL Who's Who Adviser Handbook 2015



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Welcome to the Corporate INTL Who's Who Adviser Handbook 2015.

The handbook is the definitive guide to individual advisory excellence, detailing the services on offer from professional advisers all around the world.

For ease of reference, we have separated the profiles into four regional sections: Europe, The Americas, Asia & Oceania, Africa & The Middle East. In addition, the handbook features a separate Listings section after the profiles, featuring the essential contact details for a wide variety of experts.

At the back of the publication you will find an alphabetical index of the individuals involved.

We hope that the Who's Who Adviser Handbook 2015 proves useful and helps our readers gain access to global legal advisers in a number of specialist practice areas.

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The Importance of Choosing the Right Adviser

Selecting the right adviser for your specific business requirement is not always a simple matter. As such, it is vital to evaluate all of the available information to ensure the right decision is made. Even those with years of experience can be deterred by confusing jargon and the fear of not supplying the right documents.

Finding a suitable adviser can be a lengthy process, therefore it is always best to ensure that you choose wisely from the onset. Mistakes can be extremely costly, both in time and money. Also, you will of course want to ensure a positive outcome for your case with as little turmoil for yourself and your company as possible. Placing your trust in the right adviser allows you to get on with your business as well as your life.

The Corporate INTL Who's Who Adviser Handbook 2015 is designed as the ideal reference source for management, in-house counsel and investors when choosing their advisers. It covers the regions: Europe, The Americas, Asia & Oceania, Africa & The Middle East.

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 unnecessary route for a case that can be solved through one of the ADR processes. However, sometime 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).

"Your goal is to find a lawyer with whom you are comfortable with on a personal and professional basis."

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.

234Finance, a social space that promotes entrepreneurship, leadership and business investments, states that the nature of your legal problem or legal concerns will help you determine the type of lawyer or law firm you want to hire.

"Some lawyers may have particular specialties and the profile of a law firm may show vocational expertise in some areas of practice more than others. Your goal is to find a lawyer with whom you are comfortable with on a personal and professional basis. It is imperative that you hire a legal professional you can trust to handle your case and represent your interest to best of his or her professional and intellectual ability."

According to Resilum, a provider of business insurance and public liability insurance, "as long as you choose carefully, seeking outside business advice can be one of the best ways to grow your business. It can also help you seize opportunities that might otherwise have flown under the radar."

Europe



Economic growth in the European Union is benefitting from positive economic tailwinds. According to the European Commission's Spring 2015 Economic Forecast, these short-term factors are boosting an otherwise mild cyclical upswing in the EU.

Europe's economies are benefitting from many supporting factors at once. Oil prices remain relatively low, global growth is steady, the euro has continued to depreciate, and economic policies in the EU are supportive.

On the monetary side, quantitative easing by the European Central Bank is having a significant impact on financial markets, contributing to lower interest rates and expectations of improving credit conditions. With the overall fiscal stance in the EU broadly neutral – neither tightening nor loosening – fiscal policy is also accommodating growth. Over time, the pursuit of structural reforms and the Investment Plan for Europe should also bear fruit.

As a result, real GDP in 2015 is now expected to rise by 1.8% in the EU and by 1.5% in the euro area, respectively 0.1 and 0.2 percentage points higher than projected three months ago. For 2016, the Commission forecasts growth of 2.1% in the EU and of 1.9% in the euro area.

Domestic demand is the main contributor to GDP growth, with an acceleration of private consumption expected this year and a rebound of investment next year.

Valdis Dombrovskis, Vice-President for the Euro and Social Dialogue, said: "The recovery of Europe's economies is strengthening. While this is encouraging, we have to make sure economic growth is lasting – sustainable. This can happen by implementing the three priority approach endorsed at EU level - structural reforms, stepping up investment and encouraging fiscal responsibility, while addressing country-specific challenges. The country-specific policy recommendations to be presented by the European Commission in mid-May will be another important step in translating this approach into concrete growth-friendly policies."

Pierre Moscovici, Commissioner for Economic and Financial Affairs, Taxation and Customs, said: "The European economy is enjoying its brightest spring in several years, with the upturn supported by both external factors and policy measures that are beginning to bear fruit. But more needs to be done to ensure this recovery is more than a seasonal phenomenon. Delivering on investment and reforms and sticking to responsible fiscal policies are key to obtaining the lasting jobs and growth Europe needs."

Economic growth uneven across countries

All countries in the EU are set to gain from these positive tailwinds. However, the extent to which each economy benefits will depend on its responsiveness to lower oil prices and the depreciation of the euro in particular. The ECB's quantitative easing is likely to have a higher impact in countries with previously tight financing conditions. In some Member States, however, relatively low capital buffers and high levels of non-performing loans may reduce the positive impact of quantitative easing on bank lending.

Inflation to recover later this year

Inflation is expected to remain close to zero in the first half of 2015, mainly due to the effects of the fall in energy prices. Consumer prices should, however, pick up in the second half of the year and even more so in 2016 as domestic demand strengthens, output gaps narrow, the effects of lower commodity prices



"The European economy is enjoying its brightest spring in several years."

fade, and the depreciation of the euro triggers higher import prices. Annual inflation in both the EU and the euro area is expected to rise from 0.1% this year to 1.5% in 2016.

Risks to the outlook are broadly balanced

The level of uncertainty surrounding the economic outlook remains high, but overall risks to the outlook appear broadly balanced.

GDP growth could turn out stronger than expected if tailwind factors last for longer or prove stronger than anticipated. GDP growth, however, could disappoint if geopolitical tensions rise, or if there is financial market stress, for instance as a result of the normalisation of monetary policy in the United States. Risks to the inflation outlook have declined in response to the ECB's quantitative easing and in response to the upward revisions to the growth outlook.

A Turning Point for the Eurozone

The fledgling Eurozone economic recovery last year resulted in the third consecutive year of falling business lending, stagnant consumer credit and the prolonging of painfully low interest rates. But 2015 looks like it will be a turning point, according to EY's Eurozone Outlook for Financial Services (EOFS).

In 2015, business lending will grow for the first time in four years and mortgage lending will hit an all-time high in the Eurozone. Insurers still face the challenge of prolonged low interest rates but will experience higher demand as the economy picks up, and assets under management (AUM) are already rising strongly. However, while quantitative easing (QE) is underpinning the much-needed short-term economic recovery, and the region's banks are well placed to support this growth, the effects of QE on financial services are not all going to be positive.

Andy Baldwin, EY Financial Services Leader for Europe, the Middle East, India and Africa (EMEIA), says:

"It's taken six years to create the conditions to kick start growth in the Eurozone, but all the levers you can pull to stimulate demand have now been pulled, and there's the additional stimulus of lower energy prices. So, if we don't see growth in 2015 and 2016, we'll have to conclude there are much more fundamental supply side issues to tackle.

"However, the ECB's QE program cannot take the credit for the improved outlook in lending, which is much more closely linked to cheap energy prices. And QE is a double edged sword - this level of economic stimulation is set to have a distinctly mixed effect on financial services. Investment banks and asset managers will benefit in the short term, but retail banks will find their profit margins squeezed, and insurers are facing an extra two years at least of punishingly low interest rates.

"In the longer-term, the impact of QE is unknown. It throws a spotlight on the issue of long-term savings and provisions for later life. And the broader economic impact of the search for yield post-QE remains to be seen - the ECB will be watching for developments of any bubbles in alternative assets closely."

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BLS Attorneys at Law has 40 years of experience in all areas of commercial law, corporate law, insurance law, finance, employment law, real estate law, dispute resolution, litigation and tort. The firm's practical application of its philosophy – to provide a sustained and personal client support – has been recognised several times in the past years by many renowned trade journals, such as Corporate INTL, Legal 500 and Global Law Experts, among others.

Wolfgang Schubert, partner, believes that BLS is distinguished from its competitors because of its unique approach. He noted: "The preparation and winding up of both the procedural matter accompanying the legal proceedings and the documentation and evidence on hand, is of particular importance to BLS. To us, litigation does not only mean the committed representation of interests during the proceedings before court. In fact, it includes a variety of preparation and ancillary services, which we bestow great care on, and ultimately ends up saving time and costs."

Further, the law firm's function as legal representatives includes arbitral proceedings, particularly within the framework of international trade disputes. Mr Schubert added: "The times when the technical and economical aspects of a legal case could be solely left to the clients are over. An efficient legal representation requires the economical and technical facts of the case to be fully understood by us also."

In 2013, the independent certification body TÜV Austria Cert GmbH certified the business law firm's quality management system, attesting to its practice and client orientation. BLS was the first Austrian law firm to undergo this examination.

Thomas Boller, partner, noted: "Getting certified allowed us to increase the transparency of our processes and to identify further enhancement potential, thus, ensuring that the focus remains on the core activities. We can address the needs of our clients quicker and more efficiently. On the whole, it allows us to ensure the sustainable maintenance and continuous advancement of a high quality level pertaining to our services and our employees."

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Clemens Völkl's key clients are national and international banks, insurance companies (primarily D&O and liability insurance), funds and industrial conglomerates which he represents and advises in regulatory proceedings both on national and EU-level at the ECB and civil law matters including transactions and litigation. Mr Völkl has been consistently ranked as one of the country's top lawyers representing clients in investment disputes.

Prior to being admitted to the bar Mr Völkl was an Assistant Professor at the Institute of Civil Law of the University of Vienna. His academic work has been awarded a number of honours and is quoted in rulings of the Austrian Supreme Court. Today he continues to lecture at universities, publishes regularly and currently serves as chairman of the society for financial markets law.

Iliana Muhibian

J. Varbanov & Partners

Trademark Protection and Enforcement

Design Protection and Enforcement, Anti-Counterfeiting, Litigations

Iliana Muhibian is a Bulgarian and European Trademark and Design Attorney and head of the Trademark Department at J. Varbanov & Partners.

The firm was established in 1993 and is one of the first private firms in Bulgaria in the field of protection of intellectual property rights. It is now one of the leading intellectual property firms, providing full and comprehensive services to foreign and domestic clients in all aspects of industrial property matters over the territory of Bulgaria as well as in other countries.

J. Varbanov & Partners represents clients ranging from individuals to major domestic, foreign and international companies in different fields of industry concerning all patent, trademark and design matters.

Mrs Muhibian is experienced in all aspects of trademark protection, trademark enforcement, trademark litigation, domain name / trademark conflicts. She is also experienced with custom authorities in connection with the application of border measures and all kinds of anti-counterfeiting activities.

Mrs Muhibian' clients range from individual persons to major domestic and international companies from different fields of industries. Her key clients include: Red Bull GmbH, VISA, FOX, Abercrombie & Fitch, Armani, Pierre Fabre, THE SWATCH, ROLEX, etc.

Mrs Muhibian holds a Master of Business Administration and a Master of Intellectual Property from the University of National and World Economy – Sofia.

Affiliations:

- International Trademark Association /INTA/
- European Communities Trade Mark Association /ECTA/
- UNION of European Practitioners in Industrial Property
- PTMG
- Bulgarian Intellectual Property Association
- Member of ECTA Harmonization Committee
- Member of ECTA Membership and Disciplinary Committee
- Former Member of INTA Anti-counterfeiting Committee
- Former Member of ECTA Anti-counterfeiting Committee



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Aviation Law

Corporate and Commercial Law, Company Incorporation and Maintenance, Real Estate

One of the oldest law firms in Cyprus, Chr. P. Mitsides & Co LLC was established in 1923 by Christos P Mitsides. It is now in the hands of the fourth generation of lawyers in the family. The partners, as well as all associates of the firm, are members of the Cyprus Bar Association which is the regulatory body governing the licensing and operation of legal practitioners in Cyprus.

It provides services to clients in many areas of the law, including: corporate and commercial law, company incorporation and maintenance, aviation law carriage of goods by air, real estate, tax law, litigation and labour and employment, among others.

The firm has a long standing tradition in the legal world of Cyprus, as well as in international business. It offers advice and services and has made a significant contribution in the creation of legal precedents in the field of corporate and commercial law in Cyprus. It also advises several foreign and multinational firms doing business in Cyprus along with Cypriot firms with activities abroad, assisting them in the most important jurisdictions.

Chr. P. Mitsides & Co LLC is a leading firm in Cyprus on issues of aviation law and carriage by air with more than 30 years' experience in the field. In addition to advising major European and other international airlines, the firm advises the Board of Airline Representatives in Cyprus (BARIC), an organisation which represents, promotes and protects the common interest of airlines operating to and from Cyprus.



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Tax Compliance, VAT Compliance, Audit and Assurance, Accounting and Financial Advisory Services

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Andreas Georgiou
Managing Director

Andreas Georgiou is the managing director of SPL Audit (Cyprus) Ltd, an independent professional firm, based in Nicosia, the capital city and financial centre of Cyprus. The firm's clientele consists of international business and local companies together with international and local wealthy individuals.

SPL Audit is able to provide a wide range of services to its clients at very competitive prices through the firm as well as through its network of selected and approved associates.

"Always working closely with our clients, we are aiming at adding value to our clients by understanding their needs and providing tailor made service packages," commented Mr Georgiou.

The firm's services include:

- Audit and assurance
- Taxation
- Accounting
- VAT compliance
- Advisory

The firm's associates provide services relating to:

- Company formation
- Fiduciary
- Banking

"Our professional team and staff share a common can-do spirit and approach clients' matters with a positive problem-solving approach," he continued. "By looking engagements on a case by case basis and from every possible angle, we ensure that we will add value to our clients. We work as a team always characterised by professionalism with the aim to ensure that we will give the necessary attention to all of our clients safeguarding the satisfaction of their needs and meeting their high expectations."

He stated that the firm's success factors are:

- providing custom made solutions for every client no matter the size;
- building trust through the high quality of services provided;
- replying and acting on our clients' requests promptly; and
- always working with qualified Chartered Accountants.

Mr Georgiou studied in Greece at the University of Macedonia and holds a Bachelor of Science degree with Honours in Applied Informatics.

He is a Member of the Institute of Chartered Accountants of England and Wales (ICAEW) and a Member of the Institute of Certified Public Accountants of Cyprus (ICPAC). Since 2010, he is a practising member of the Institute of Certified Public Accountants of Cyprus (ICPAC) and a certified public accountant in Cyprus.

Having worked with one of the words' leading and prestigious professional firms in Cyprus, KPMG, for many years and through his exposure with a varied and numerous form of clientele both in the audit & assurance and International Tax departments he has gained considerable expertise in the fields of international tax planning, tax compliance and audit & assurance.

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Athos Fouttis is the managing director of Oxford Management Limited. He is an international tax consultant and is a member of the Australian Society of Certified Public Accountants, a fellow of the Taxation Institute of Australia and a member of the Cyprus Accountants Association.

Mr Fouttis has 30 years experience in Australia and Cyprus as an auditor and international tax consultant and specialises in international tax matters and offshore trusts. He is an author of articles in the international press on related topics and he regularly lectures on international tax planning and asset protection trusts.

Oxford Management Limited's international tax planning specialists can provide consultancy and implementation of tax effective structures which will enable corporations and individuals to operate effectively in the global economy market.

Utilising the International "Agreements for the Avoidance of Double Taxation" (Double Tax Treaties) the European Directives and other legislations (such as local legislation of different jurisdictions), the firm can structure the most tax effective operations.

Oxford's team of professionals can provide tax consultation on international tax issues and select the most effective vehicle(s) for its clients in order to achieve tax minimisation. By identifying the relevant local law considerations we can assist in structuring cross border investments and acquisitions, establish holding corporate structures, repatriation and exit planning.

The firm's corporate department consists of an expert team of professionals that draws together many years experience in the services sector. This includes undertaking all the procedures for the registration of International Business Companies (IBC) and can give advice and support on registration of companies and other type of entities worldwide.

Oxford's corporate department will assist you in setting up a company in any jurisdiction you require in the quickest possible way. Oxford is the most awarded company in Cyprus during the last years. The awards include International awards for tax and corporate services as well as winning three times the Cyprus "Export Award for Services" organised by the Government of Cyprus.



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Art Law

Jessica Franses is a commercial lawyer. She advises and assists art collectors, art dealers, agents, international lawyers and professional advisers (such as asset and wealth management advisers, family offices and investment advisers) with high value sales.

Her work involves contract drafting (from sales contracts, buyers' or sellers' agent agreements to exhibition loan agreements), advising and negotiating transactions between private individuals, galleries or private treaty sales with the auction houses, advice on provenance, due diligence and litigation advice.

Ms Franses in particular deals with private collections in the UK and internationally as well as assists several top art dealers and advisers.

Ms Franses brings to commercial transactions 14 years of litigation and negotiation experience and over 20 years of specialist knowledge of the art market. She is uniquely placed having come from a long family line of art dealers, has worked at gallery exhibitions and major fairs since her youth and is immersed in the sector through running her own arts consultancy called Vitruvian Arts Consultancy Ltd.

Ms Franses works with her colleagues Richard Wilson QC, Simon Harding, Ben Amunwa and her pupil Christopher Hanges within a specialist Art Law Team. She also brings in other relevant experts or professional advisers such as tax law specialists, valuers, appraisers, art historians and forensic scientists to ensure her clients receive specialist advice.

Ms Franses has won sector awards: Lawyer Monthly's Women in Law Awards in 2015 for Art Law and the Lawyer Monthly's 2014 Award for Art Litigation Barrister of the Year. She is the recommended expert for Art Law in England by Global Law Experts and so is her Chambers.

Ms Franses's art law blog is www.jessicafranses.com. She is a member of the Professional Advisors to the International Art Market PAIAM and is a member of Art Resolve, UK Arts Mediation Group.



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Graham Lamont is chief executive of Lamont Pridmore, the multi-award winning firm of chartered accountants, tax and financial advisers. Over the past 35 years, he has developed the firm into a nationally recognised organisation for quality, innovation and range of its services, through a host of awards including:

UK Best Medium Sized Practice (AccountingWEB Practice Excellence Awards 2014), UK Regional Tax Practice of the Year (Taxation Awards 2014), UK Dynamic Advisory Firm of the Year (Global INTL Awards 2014), Family Business of the Year: Entrepreneurship (Family Business Place Red Ribbon Awards 2014) and UK Independent Accountancy Firm of the Year (British Accountancy Awards 2013).

Mr Lamont is joint-chair of Theatre by the Lake in Keswick, a private sector member of Cumbria LEP and was recognised as the 40th most influential financial person in the UK in the Financial Power List 2014 produced by Accountancy Age Magazine. Mr Lamont was also named Managing Partner of the Year in the 2020 Group Innovation Awards 2014.

Lamont Pridmore has offices across the north of England and combines traditional values with a forward-thinking, innovative approach to the ever-changing business world. They have developed a comprehensive range of valuable services to meet their clients business and personal financial needs.

Lamont Pridmore focuses on the future rather the past. They do all things that other firms of accountants do, but it is at this point that their high levels of service really come to the fore through focusing on three main areas:

- Keeping tax liabilities to a minimum
- Helping clients to make more money
- Investing your wealth wisely

They always aim to add significant value to their clients' businesses, which this year was more than three times the fees charged, demonstrating real value for money and setting the firm apart from their competitors. Lamont Pridmore starts where many firms finish.

Valerie Brecher

Real Estate

Brecher

Commercial and Residential Real Estate (both investment and development)

England



Valerie Brecher
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Widely regarded as an industry expert, Valerie Brecher is joint senior partner and one of the founding partners of Brecher with over 35 years' experience in both the commercial and residential property sectors.

Ms Brecher specialises in commercial property transactions with a particular emphasis on investment property, and is especially well known for her work in the retail property and shopping centres sectors. She also specialises in residential development work and property finance.

Ms Brecher has an unequalled network of high level contacts within the real estate, financial, family offices and HNW investor arenas.

Ms Brecher's formidable negotiating skills, ability to put senior people and deals together and providing solutions to problems has made her a highly respected and well known figure within the industry. Her sound, pragmatic approach and her legendary powers of persuasion have built her a very loyal and impressive client base.

Julia Onslow-Cole

PricewaterhouseCoopers Legal LLP

Immigration

England

Julia Onslow-Cole is a partner, Legal Markets Leader & Head of Global Immigration of PwC Legal LLP. The immigration practice comprises more than 1,000 immigration experts working for PwC member firms in 128 countries providing a holistic global mobility offering with PwC expatriate tax and employment.

Ms Onslow-Cole has over 25 years' experience in providing specialist immigration advice and is ranked as a number-one practitioner in several legal directories. She has also been voted the UK's "Experts Expert" by Legal Business. Ms Onslow-Cole was a recipient at the Law Society Excellence Awards in 2012 and was shortlisted for the Solicitor of the Year Private Practice Award in 2012 and was also a nominee at the Legal Business Awards in 2014. She has recently been voted Corporate Immigration Lawyer of the Year by Lawyer Monthly and selected for a Lawyer Monthly – Women in Law 2015 Award in recognition of "outstanding legal expertise and contribution within the practice area of Immigration Law". PwC Legal has also recently been shortlisted for the Citywealth Magic Circle awards for Immigration Law Firm of the year.

Ms Onslow-Cole has extensive expertise in global immigration governance and risk management for international businesses. She has led a number of high-profile crisis management projects from an immigration standpoint, including the Arab Spring and Algeria Hostage Crisis. Ms Onslow-Cole advises businesses, the education sector and high net worth individuals on a range of complex and often high-profile and discretionary immigration matters.

Ms Onslow-Cole represented business at the Prime Minister's immigration stocktake meeting at no.10 Downing Street and most recently held the position as adviser to the Home Office on Business, Investment and Growth. Ms Onslow-Cole is also chair of London First's working party on immigration representing business and the education sector. Ms Onslow-Cole represents the International Bar Association (IBA) on Immigration issues. She is chair of the IBA's Human Rights Institute Charitable Trust and former director of the Immigration Law Practitioners' Association. Ms Onslow-Cole has also been appointed vice chair of the IBA's Global Employment Institute. Ms Onslow-Cole is a member of the UK Association for European Law, as well as fellow of the Society for Advanced Legal Studies; an expert to the Office of the Immigration Services Commissioner; associate member of the American Immigration Lawyers' Association and former member of the Government's Advisory Board on Naturalisation and Integration (2005-08). Ms Onslow-Cole is also a board member of the Permits Foundation, member of the Employability Forum, and an expert to the World Bank's immigration project. Ms Onslow-Cole was recently appointed to the advisory boards of COMPAS, the University of Oxford and the Migration Matters Trust.

As well as regularly commenting in the media on global immigration and speaking at conferences worldwide, Ms Onslow-Cole is contributing co-editor to several leading textbooks on immigration law, including Butterworths' Handbook on Immigration Law and Immigration Law Service, Macdonald's Immigration Law and Practice, Sweet and Maxwell's loose-leaf Immigration Service and Getting the Deal Through: Corporate Immigration 2015. Ms Onslow-Cole is also a general editor of Tottel's Immigration Law and Practice.



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Hassan Khan

Tax

The Khan Partnership

Commercial Litigation, International Arbitration, International Commercial Projects

England



Hassan Khan
Senior Partner and Founder

The Khan Partnership

Hassan Khan is a senior partner and founder of The Khan Partnership, an internationally focused law firm designed for the pace of the 21st century world. He specialises in tax, commercial litigation, international arbitration and international commercial projects.

The Khan Partnership works in total partnership with its globally based corporate clients and high net worth private clients, providing them with the insight, guidance and innovative legal and commercial solutions they need to achieve their objectives.

The firm is an independently recognised top tier UK leader in tax, duties and associated regulation. Leading independent guide Chambers UK has consistently given The Khan Partnership a band 1 ranking in these areas, recognition of the firm's in-depth expertise and results-driven approach.

The Khan Partnership's Tax, Duties and Regulatory Team include members who have formerly held senior positions within HM Revenue & Customs and other Government departments. The team can therefore help achieve client commercial objectives with their experience of the internal policy and decision making process of these agencies.

The firm will always seek to achieve settlement when possible, however, wherever necessary, it is well equipped to fight HMRC on its clients' behalf.

Mr Khan's expertise in complex HMRC cases led to him being instructed to act for Bond House Systems Limited in the landmark test case against HMRC before the European Court of Justice, a precedent for over 200 further cases involving over £1.6bn in tax. He is recognised in independent legal guides 'Chambers', 'Legal Experts' and 'The Legal 500' as a UK leader in complex customs and tax matters.

Mr Khan works in United Kingdom and cross-border fraud litigation, arbitration and commercial litigation. He also advises on international commercial projects with tourism, mineral resources and Islamic finance specialisms. He has been legal counsel to the Customs Practitioners Group and UK Warehousing Association on customs and tax matters since 2002.

He has successfully conducted billions of pounds of disputes and projects in the last five years. He won a major US$600 million Hedge Fund Arbitration in 2011 acting against a major UK and US bank.

Career:

- 1994 - Qualified
- 1995 - HM Revenue & Customs Solicitor's Office
- 2000 - Senior Lawyer and European legal affairs co-ordinator HM Revenue & Customs
- 2001 - Head of VAT and Customs Baker & McKenzie, London
- 2004 - Established Hassan Khan & Co, now The Khan Partnership LLP.

Mr Khan is a specialist customs editor to Butterworths Tolley and frequent guest speaker on customs, trade and tax issues at conferences and seminars. He was awarded Lloyds TSB Jewel Award 2008 for Professional Excellence.

Education:

1990 - Nottingham University (LLB)

2002 - Westminster London Business School (MBA)

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Ilya Kazi

Mathys & Squire

Technology

Licensing & Exploiting IP, Creating & Managing IP Portfolios, Oppositions & Disputes

Ilya Kazi is a partner at Mathys & Squire. Although Mr Kazi now leads teams cost-effectively managing substantial portfolios numbering tens, hundreds or even thousands of patents for a number of substantial multi-national corporations he still enjoys giving hands-on strategic advice to start-ups and growing companies or investors on IP strategy and personally handling complex oppositions and appeals before the EPO. According to Legal 500 Mr Kazi is "a talented strategist" and "a master of his craft".

Mr Kazi has significant experience in electrical, electronic, communications and computing technologies, and previously developed network communication software at IBM.

His technical specialisms include IT, both hardware and software, and he has detailed knowledge of networking and communications technologies, video and audio processing and transmission and electronics, particularly power and control electronics used in micro-generation, grid-tie and charge control. He also handles subject matter of a more mechanical nature including robotic equipment and controls, heat pumps and turbines and energy recovery, and has extensive experience of medical devices, particularly electrosurgical devices and catheters.

He is also a private pilot with interest in and experience of aeronautical, aerospace and defence equipment, engines, control systems and composite construction techniques and advising on obtaining strategic protection relevant to certification. With his broad science background, he has recently been involved in composites and nano-technology.

Mr Kazi obtained first-hand experience of US patent law and practice within a major Silicon Valley law firm, which now enables him to provide his clients with creative and comprehensive advice as to how to obtain the maximum level of worldwide protection for their technology, or to deal effectively and pragmatically with the portfolios of competitors.



Ilya Kazi
Partner

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England

Béatrice Favarel

Favarel & Associés

International Business Law

Maritime Law

Our commitments: Reactivity, efficiency and expertise

Since 1997, Favarel & Associés law firm has offered its experience in international business law and maritime law to French and foreign clients.

Thanks to a team composed of experienced lawyers who can intervene in English, Spanish, Russian and Italian, Favarel & Associés law stands out as a privileged negotiating partner in complex cases involving international business law and maritime law.

Practice Areas:

Favarel & Associés deals with complex maritime cases: drafting of international building and sale contracts of luxury yachts and military ships, negotiations of public service and port concession agreements, ship-arrests and prompt release, transport disputes…

Also specialised in commercial, banking and finance law, the firm also offers its expertise to banking institutions and insurance companies. Its lawyers assist their clients in the negotiations and the drafting of contracts but they also intervene in cases of contractual disputes or recovery difficulties. Favarel & Associés has also a large experience in mediation and arbitration.

An extended partnership network:

President of the Transport Commission and of the UIA (International Association of Lawyers) from 1999 to 2005, Béatrice Favarel, founding partner, has developed a network of privileged partners especially in Europe, the United-States and West Africa.

As a member of the Alliance of Business Lawyers, Favarel & Associés has correspondents in the entire world.

Favarel & Associés has been named Maritime & Shipping Law Firm of the Year by the Finance Monthly Magazine in its ranking "Global awards 2014"

Business areas:

- Arbitration/ Mediation
- Banking and finance
- Internal and International contracts
- Aviation Law
- Maritime Law
- Transport Law
- Energy Law (Oil Law)
- International Private Law
- Insolvency and Bankruptcy
- Criminal Business Law
- International Labour Law
- National and International Debts recovery

Contact: Béatrice Favarel – Sébastien Goulet
Number of partners: 2 Number of lawyers: 6



Béatrice Favarel
Founding Partner

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France

Lionel Paraire

Labour & Employment

GALION Société d'avocats

France



Lionel Paraire
Founding & Managing Partner

GALION
SOCIÉTÉ D'AVOCATS

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.

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CorporateINTL LEGAL AWARDS WINNER 2015

Trademarks | Designs | Patents | Licensing | Domain Names

Dr Robert Klinski

PATENTSHIP Patentanwaltsgesellschaft mbH

Patent Prosecution and Litigation (Electrical Engineering, Telecommunications, Software, Mechanics, Medical Devices, Chemistry and Life Sciences)
IP Monetisation, IP Valuation, Technology Transfer and Startup Incubation Services

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

Dr Robert Klinski is the founder and managing director of PATENTSHIP. He has extensive experience in patent prosecution and litigation in particular in the area of telecommunication systems and communication networks.

Dr Robert Klinski has been successfully representing a globally operating network operator in a number of initiated infringement lawsuits initiated by NPEs and corresponding nullity proceedings in the field of DSL technologies. He further successfully defended a telecommunications enterprise in a German part of international infringement proceedings in the field of wireless communication networks.

PATENTSHIP is headquartered in Munich and is specialised in patent prosecution and litigation in the fields of electrical engineering, telecommunications, software, mechanics, medical devices, chemistry and life sciences. PATENTSHIP's team supports leading technology companies, universities and start-ups in Germany and worldwide.

PATENTSHIP has a profound patent prosecution experience in Germany, EU, USA, China and Japan. Its team members have comprehensive scientific and industrial background, enabling the efficient prosecution and litigation of most demanding technologies.

PATENTSHIP further has a strong patent litigation experience resulting from national and international patent litigations, including US proceedings, which have been successfully handled by PATENTSHIP for years.

PATENTSHIP's further services include IP monetisation, IP valuation, technology transfer and startup incubation services.



Dr Robert Klinski
Managing 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.

Panagiotis Sardelas

Banking, Finance & Capital Markets Law
Restructuring & Insolvency, Mergers & Acquisitions / Privatisations and Development of Real Estate Projects

Sardelas Liarikos Petsa Law Firm (SLP)

Greece



Panagiotis Sardelas
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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.

Gianluca M. Dalla Verità

Dalla Verità & Partners

Advisory and International Business

Tax Planning, Trusts and Foundations, Mergers & Acquisition

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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Prof. Avv. Massimo Cartella

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Prof. Avv. Massimo Cartella is the managing partner of Studio Cartella. His area of expertise concerns commercial law, including intellectual property; in particular, he is experienced in arbitration proceedings, also as arbitrator, and renders his consultancy in dispute resolution (also in superior jurisdictions) and legal advice in business agreements. He has rendered his counselling in acquisitions of companies and corporate branches.

Prof. Cartella was born on 24th of August 1947, in Milan. He graduated in law at the Milan State University, with a thesis about sub-agreements.

Since 1995 he is a professor in business law at the State University of Milan – Bicocca, faculty of economics. He is a speaker at several conventions pertaining to intellectual property. He is also the author of many monographs, essays, comments on court's decisions, items on encyclopaedia and on commentaries concerning business law, competition and intellectual property. He is member of the Committee of Honour of the "Italian specialized departments of Industrial and Intellectual property" magazine. He writes and speaks in English and French.

Studio Cartella is involved in corporate matters, mergers and acquisitions and litigations thereof. The firm also provides its legal advice in such contractual areas as agency, franchising, distribution in all its aspects, and other kinds of typical and atypical agreements. The firm extends its practice also to arbitration in business, contractual and corporate matters.

Studio Cartella provides a long-experienced skill in the field of intellectual property (mostly patents, designs, trade marks, domain names, copyright and neighbouring rights), with regards to both litigation (before courts, administrative agencies and other alternative dispute resolution resorts) and legal advice and aid in negotiating, drafting and enforcing any contracts related to intellectual property rights.

Daniela Canegallo

Corporate Communications

MSLGROUP

Brand and Consumer Communications

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Daniela Canegallo is the CEO of MSLGROUP in Italy.

With more than 20 years of public relations experience, she specialises in corporate communications and brand and consumer communications.

She began her career with GCI Chiappe Bellodi Associati until it was acquired by Mavellia MS&L in October 2001. After the merger, she streamlined the office's new business and marketing units, and worked on corporate and crisis communications initiatives such as British Airways (corporate and crisis communications) Nestlè (corporate communication), Philips (brand communication) and Coca Cola (corporate and brand communication).

Other clients have included Novartis Consumer Health, Procter & Gamble, San Pellegrino, Artsana Chicco, Costa Crociere and Netflix.

In January 2004 Canegallo was appointed general manager of the office, and she managed five divisions (corporate, finance, technology, marketing and healthcare) and in May 2005 she became Managing Director.

In January 2010 she was given the responsibility also of Publicis Consultants Italia and she became CEO of MSLGROUP Italy (MSL Italia and PCI).

She has a degree in Italian Literature, plus a Master's in Communications, and she is also a professor at the course of the International Postgraduate Master in Corporate and Brand Communication of Università Cattolica (Milan).

Manfredi De Vita

Fontana Galli e Associati

European and Completion Law

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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Client Relationship Director and Head of Intermediaries

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Minerva is a global and independent provider of corporate and private client administration services. Minerva has been supporting Asian families and their businesses for over 35 years and has a presence in Asia, Africa, Europe and the Gulf.

Gavin Wilkins is a member of Minerva's specialist Asia team and travels regularly to Asia as part of Minerva's commitment to the region. Mr Wilkins has established a particularly strong reputation in India, Singapore and Malaysia and is known for his ability to cut through technical jargon and keep things on-track and on-time.

Mr Wilkins is also a member of Minerva's specialised corporate team which has extensive experience in administering a variety of complex structures, which often demand a significant emphasis on corporate governance, regulatory and technical disciplines.

These include:

- Investment holding vehicles and transaction specific special purpose vehicles
- Listed structures, including those on London AIM (Alternative Investment Market) and the London Stock Exchange
- Cross border investment structures, including real estate and private equity
- Joint ventures

Mr Wilkins speaks regularly at international conferences and events both in Asia and in London. He is a Fellow of the Institute of Chartered Accountants in England and Wales and holds a first class honours degree from the University of Glasgow.

Minerva is a family owned business and places significant emphasis and value on personal relationships. It has been in existence for over 35 years and has a wealth of experience in trust, corporate services and fund administration, ranging from simple to complex and bespoke private client and corporate structures.

Minerva Trust & Corporate Services Limited is regulated by the Jersey Financial Services Commission in the conduct of trust company business and general insurance mediation business under the Financial Services (Jersey) Law 1998.

Ruth Galea

Corporate & Financial Services

M&A, Taxation (direct and indirect), Capital Markets

WH Partners

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Ruth Galea is Partner at WH Partners. She is a corporate, financial services and taxation lawyer and mainly practices in the Financial Services, Capital Markets, Gaming and ICT industries.

Her principal areas of specialisation are corporate finance, corporate governance, corporate restructuring (with a particular focus on joint ventures and mergers & acquisitions), credit and financial institutions, taxation (direct and indirect) and contract drafting and negotiation. She also regularly advises on matters relating to investment funds, capital markets, gaming law and employment law.

Ruth holds a Master of Laws degree in Commercial Law magna cum laude from the University of Cambridge and a Doctor of Laws degree from in University of Malta.

She is a member of the Malta Chamber of Advocates and a member of the Institute of Financial Services Practitioners of Malta. She advises in English, Maltese, Italian and French.

Mark L. Zammit

ATCS Consultancy Ltd

Translation Services

Financial Services Training; Consultancy Services

Mark L. Zammit is the managing director of ATCS Consultancy Ltd, a relatively young multi disciplined organisation whose concept of inception dates to 2007.

Mr Zammit has over the years built his experience in Operations Management, Recruitment and Training and Risk Management.

He is also a Visiting Lecturer at the Malta International Training Centre and the University of Malta in subjects directly related to Risk Management, Insurance and Compliance.

Mr Zammit also takes on a number of directorships of licensed entities within the Malta Financial Services Industry and is an independently licensed risk manager via AIRMIC (London) and MFSA (Malta). He is also a Board Member of the Malta Association of Risk Management.

ATCS Consultancy Ltd's core activities and primary operations revolve around Financial Services Training, Translation Services and Business Consultancy Services.

The company's vision is to strive to nurture, cultivate and strive for the success of its clients. The services offered by the company include:

- Financial Services and Risk Management Training
- Translation and Localisation Services
- Business Consultancy

The core principle of the company operations revolves around the ability to have strategic alliances with major international service providers who are leaders in their respective discipline.

ATCS Consultancy Ltd continues to offer the best services under one roof through its international partners of professionals.

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Marcel Fruytier

Corporate Law

Fruytier Lawyers in Business

Restructuring, Mergers & Acquisitions, Banking & Finance

Netherlands



Marcel Fruytier
Partner/Owner

FRUYTIER
Lawyers in Business

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.

- Academic qualifications: Degree Dutch law at the VU University Amsterdam
- Language skills: Dutch, English and German
- Lawyer since 1993

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Rogério Alves

Rogério Alves & Associados,
Sociedade de Advogados, R.L.

Criminal Law

Litigation and Arbitration, White Collar and Corporate Crime

ROGÉRIO ALVES & ASSOCIADOS - LAW FIRM, in Lisbon, is formed by the coming together of several lawyers around former Bar Association Chairman Rogério Alves, partaking in their love for the profession and their individual track-record.

ROGÉRIO ALVES & ASSOCIADOS - LAW FIRM's motto is: the strong and determined defence of our clients' rights, wherever it matters.

Our main concern is to advise our clients, in a highly skilled, permanent and attentive manner, on how to best fulfil their rights and comply with their duties and obligations. To choose pre-emptive legal advice as centrepiece of dispute resolution, to uphold the law in all its aspects, to abide with applicable professional ethics and to defend, wherever necessary, the rights we are entrusted with.

Mr Alves has been a lawyer for over 25 years now and is a former chairman of the Portuguese Bar Association (from 2005 to 2007). Mr Alves has a long and solid legal career, having a widely known public profile in all matters related with the law, having established himself in the legal market as a prestigious and independent attorney, actively pursuing major social and legal causes in Portugal and abroad, granting him national and international reputation.

In addition of being an attorney and arbitrator in matters concerning civil and commercial law, his professional activity has a remarkable emphasis in criminal law, white collar criminal law and financial regulations infringements. In this regard, Mr Alves is one of the most respected attorneys in Portugal and has participated in all relevant cases ever put forth within the Portuguese jurisdiction.

Academically, Mr Alves has been an Invited Professor in Legal Discourse and Presentation at the Faculty of Law, Lisbon Catholic University, since 2005.

Awards and Recognitions

- Senador of UIBA (Unión Iberoamericana de Colegios de Abogados) since 2011.
- Awarded with the Medal of the "Grande Inconfidência Mineira", by the Brazilian State of Minas Gerais' Governor, Aécio Neves, in 2006.
- Awarded with the Great Merit Cross, by the Spanish General Council of Lawyers, in December 2007, having participated in the closing conference of the congress' ceremony, with the subject on Presumption of Innocence.
- Awarded, by the International Union of Lawyers, for his activity in human rights and in defence of the prerogatives of the legal profession, in 2007.
- Band 1 – Chambers Europe – Dispute Resolution-Corporate Crime

Clients

Under Portuguese Bar Association regulations, Rogério Alves & Associados may not provide the identity of its main clients.

Notwithstanding, as a defence attorney, the law firm has intervened, among others, in the following criminal cases:

(i) Providing legal assistance to former members of the Board of Directors of both Millennium BCP (Biggest Private Bank in Portugal) and BPN Bank (one of the major banks in Portugal), in relation with criminal and misdemeanour charges brought against them by the Portuguese Public Prosecution Office and Regulatory Bodies;

(ii) Providing legal assistance to institutions and persons involved in the biggest investigation pursued by Portuguese Public Prosecution Office in relation with financial and economic criminality, named *"Operação Furacão"*;

(iii) Providing legal assistance to former members of the Portuguese Government, concerning investigations and legal proceedings arising from several investigations to Public/Private Partnerships and Joint-Ventures;

(iv) Providing legal assistance to the Mcaan Family (Gerry and Kate Mcaan) in relation with the reopening of the criminal proceedings related to the disappearing of Maddie Mcaan;

(v) Providing legal assistance, in both civil and criminal areas of expertise, to a former Portuguese MP, within of the biggest scandals legal proceedings of the past legal year.



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Reinier Russell is the managing partner at Russell Advocaten, a full-service law firm in Amsterdam. Reinier Russell's main practice areas as outside corporate counsel are corporate and commercial law. He also regularly advises clients on a broad range of labour and employment law matters. Reinier Russell is a trained mediator and has vast experience as a boardroom counsellor for (international) companies.

An entrepreneur himself, he knows the challenges entrepreneurs have to face. That makes him perfectly qualified to assist companies in their day-to-day business operations. As a result, he is a trusted advisor to entrepreneurs, stockholders, executive and supervisory boards. Knowing his clients, their companies and the sector they work in, he provides tailored legal advice in a practical way, according to the philosophy of Russell Advocaten.

Reinier Russell is a member of the Dutch Bar Association. Besides, he is a member of the Dutch Association of Commercial Law and the Dutch Association for Litigation. At international level, he is an active member of Primerus (www.primerus.com), an international society of top-rated, independent law firms. He is a member of the Board of Directors of Primerus and a director of the Quality Assurance Committee of the Primerus Leadership Board.

Born and bred in Amsterdam, Reinier Russell also devotes a significant amount of his time to activities in the social sphere of the city. He initiated the post-graduate course Governing Charitable Funds at the VU University Amsterdam, where he also lectures. Besides, he is founder of the Network Young Philanthropic Professionals. In addition, Reinier Russell is Honorary Consul of Brazil in Amsterdam.

He has published numerous articles related to his areas of expertise. He has also co-authored the publications *"Regelen der onderneming"* (Enterprise Rules), *"Handboek Ontslagrecht"* (Handbook on the Law on the Termination of Employment Contracts) and *"Dealing with the Dutch: An Introduction to Dutch Business Law"*. An experienced seminar leader, he has conducted many workshops on labour law, dismissal law and the Harvard Negotiation Project.

Reinier Russell received his LL.M. in Civil Law from VU University Amsterdam in 1990. He received his M.S.L. degree the same year. He has been a certified mediator since 2000.

Tatyana Vakhnina

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Dr Tatyana Vakhnina is founder and senior partner of VAKHNINA and Partners, IP Boutique which specialises in providing services in field of intellectual property. In IP field the company provides full volume of services — from prosecution to litigation in Russia, Ukraine, Baltic countries and CIS/Ex-USSR Countries.

Dr Vakhnina has more than 35 years' experience of work in IP, including trademarks, patents and copyright law. According to the most reputable Russian and foreign magazines, Dr Vakhnina is one of the leading IP professionals in Russia. In 2015 she has been included in the lists of leading experts by the edition WTR 1000, M&A Awards, IAM Patent 1000 and Best Lawyers 2015. She is Honorary Advocate of RF, Patent Attorney of the Russian Federation and Eurasian Patent Attorney.

Her practice focuses on intellectual property, including domestic and foreign trademark and patent strategy, registration, opposition and cancellation practice. Dr Vakhnina consults foreign and Russian clients in all matters of intellectual property protection, including Trademarks, Patents, Designs, Utility Models, Copyright and Domain Names, and successfully protects interests of her clients in courts of different jurisdiction and in Chamber of Patent Disputes.

Dr Vakhnina actively practices law before the arbitration courts, the anti-monopoly committee and the Chamber for Patent Disputes, protecting the interests of IP owners. She is the author of a number of inventions herself.

CHAMBERS GLOBAL, IAM, The World's Leading Lawyers for Business, Managing Intellectual Property, Expert Guides, Who is Who Legal, Which Lawyer?, Legal500, The Best Lawyers and others ranked Vakhnina and Partners company as one of the best IP firms in Russia.

According to Chambers Europe, "Tatyana Vakhnina is an admirable lawyer with remarkable experience in the field."

Dr Vakhnina is a member of International Trademark Association (INTA), Russian Bar Association and Association of Russian Patent Attorneys (ARPP).

Sylvie Gurry-Veit

BMG Avocats

Intellectual Property Law

Competition Law, Commercial Contracts, Distribution and Franchising

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 Commission 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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Omer Dundar

Stock Industrial Property Services A.S.

Trademarks

Domain Names, Designs, Copyrights

Omer Dundar is a partner at Stock Industrial Property Services A.S.. Mr Dundar primarily provides strategic advice on contentious and non-contentious trademark matters. The advice may encompass an issue where a client is facing a serious obstacle against the registration and use of its own mark in Turkey or an issue where a client is considering legal steps in a complex trademark dispute matter.

"Stock is a family firm, therefore my experience with trademark law dates back to my high-school internships at the firm," he commented. "After graduating from Tulane University in New Orleans, USA, I started working at White & Case LLP as a legal assistant doing trademark work only. I worked on only one account; Pfizer, and acted as an in-house trademark counsel for the client.

"When the partner I worked with moved to Hale & Dorr LLP, I also moved to this firm and continued doing the same work. The total length of employment at both firms was three years. Then I moved back to Turkey, where I finished my legal studies and started working at Stock as of October 2001."

Mr Dundar believes that his main strength is the fact that he was able to experience all fronts in a principal client – major law firm – foreign associate relationship. At Pfizer, he experienced the inner workings of a principle client; at White & Case and Hale & Dorr, he experienced the working environment of a major law firm; and at Stock, he has been experiencing the role a foreign associate is expected to take on behalf of its client.

"This triangular scope helped me a lot when servicing clients as a partner of Stock. Plus, I believe I approach issues in a pragmatic and solution-oriented manner and I am able provide clear advice and develop strong strategies for clients," he concluded.



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The Americas



The US economy's momentum in the first quarter was sapped by unfavourable weather, a sharp contraction in oil sector investment, and the West Coast port strike. But the underpinnings for a continued expansion remain in place, according to the International Monetary Fund (IMF).

A solid labour market, accommodative financial conditions, and cheaper oil should support a more dynamic path for the remainder of the year. Despite this, the weaker outturn in the first few months of this year will unavoidably pull down 2015 growth, which is now projected at 2.5%. Stronger growth over the next few years is expected to return output to potential before it begins steadily declining to 2% over the medium term.

Inflation pressures remain muted. In May headline and core personal consumption expenditure (PCE) inflation declined to 0.2 and 1.2% year on year, respectively. Long-term unemployment and high levels of part-time work both point to remaining employment slack, and wage indicators on the whole have shown only tepid growth. When combined with the dollar appreciation and cheaper energy costs, inflation is expected to rise slowly staring later in the year, reaching the Federal Reserve's 2% medium-term objective by mid 2017.

An important risk to growth is a further US dollar appreciation. The real appreciation of the currency has been rapid, reflecting cyclical growth divergences, different trajectories for monetary policies among the systemically important economies, and a portfolio shift toward US dollar assets. Lower oil prices and increasing energy independence have contained the US current account deficit, despite the cyclical growth divergence with respect to its main trading partners and the rise in the US dollar. Nevertheless, over the medium term, at current levels of the real exchange rate, the current account deficit is forecast to widen toward 3.5% of GDP.

Despite important policy uncertainties, the near term fiscal outlook has improved, and the federal government deficit is likely to move modestly lower in the current fiscal year. Following a temporary improvement, the federal deficit and debt-to-GDP ratios are, however, expected to begin rising again over the medium term as aging-related pressures assert themselves and interest rates normalise. In the near-term, the potential for disruption from either a government shutdown or a stand-off linked to the federal debt ceiling represent important (and avoidable) downside risks to growth and job creation that could move to the forefront, once again, later in 2015.

Much has been done over the past several years to strengthen the US financial system. However, search for yield during the prolonged period of low interest rates, rapid growth in assets in the nonbank sector, and signs of stretched valuations across a range of asset markets point to emerging pockets of vulnerabilities. The more serious risks are likely to be linked to: (1) the migration of intermediation to the nonbanks; (2) the potential for insufficient liquidity in a range of fixed income markets that could lead to abrupt moves in market pricing; and (3) life-insurance companies that have taken on greater market risk. But several factors mitigate these downsides. In particular, the US banking system has strengthened its capital position (Tier 1 capital as a ratio of risk-weighted assets is at about 13%) and appears resilient to a range of extreme market and economic shocks. In addition, overall leverage does not appear excessive, household and corporate balance sheets look generally healthy, and credit growth has been modest.



The consultation focused on the prospects for higher policy rates and the outlook for, and policy response to financial stability risks, integrating the findings of the latest IMF Financial Sector Assessment Program for the US.

Moderate Recovery for Latin America and the Caribbean

Latin America and the Caribbean is expected to experience moderate growth as the region continues to face challenging economic conditions, says the United Nations World Economic Situation and Prospects 2015 (WESP).

The aggregate gross domestic product (GDP) for the region is expected to grow by 2.4% in 2015, up from 1.3% in 2014 – a poor performance due to domestic weaknesses and lower commodity prices. However, growth will be uneven, with Mexico and Central America expected to expand by 3.5% in 2015, up from 2.6% in 2014. By contrast, South America is projected to grow by only 1.9%, compared to 0.7% in 2014. The Caribbean economies are expected to expand by 3.8%, similar to 2014.

The recovery will be led by the implementation of large public investment projects in countries such as Brazil, Chile and Mexico. Accommodative monetary conditions and supportive fiscal stances are also expected to buttress economic activity in some countries. Major risks to the region include weak domestic conditions and less favourable external factors, specifically a larger-than-expected slowdown in China and potential spillover effects from the normalisation of the United States monetary policy.

Among the largest countries, GDP growth in Mexico is expected to accelerate from 2.4% in 2014 to 3.4% in 2015 due to a monetary and fiscal stimulus as well as the strengthening of the US economy. In 2015, Brazil's economy is expected to grow modestly by 1.5%. Chile is projected to expand by 3%, recovering from a noticeable slowdown last year.

The Bolivarian Republic of Venezuela is expected to remain in recession, amidst lowering oil prices and extremely high inflation. Argentina is also struggling to contain inflation, which was 25% last year, and after a negative growth in 2014 it is estimated to grow by only 0.8% in 2015.

Other economies such as Panama, the Plurinational State of Bolivia, Colombia and Paraguay are projected to continue having strong growth rates in 2015, above 4.5%. Peru's economy is projected to grow by 4.6% in 2015, up from 3.2% in 2014, driven by a recovery in investment and resilient private consumption.

"A solid labour market, accommodative financial conditions, and cheaper oil should support a more dynamic path for the remainder of the year."

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Ricardo Enrique Riveiro

International Taxation and Transfer Pricing

RIVEIRO Y ASOCIADOS



Ricardo Enrique Riveiro
Founding Partner

Riveiro y Asociados
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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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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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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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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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Leonardo Braune

Intercorp Group

Tax Consulting

Estate Planning, Fiduciary Structures

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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Luis Fernando Vargas Rodríguez

Litigation

Vargas & Vargas Abogados

Alternative Dispute Resolution, Advice and Consultancy

Colombia



Luis Fernando Vargas Rodríguez
Partner / Director

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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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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Managing Director

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Bermuda

Fernando Hernandez

Vazquez Aldana, Hernandez Gomez & Asociados

Corporate and Commercial Law (Corporate, Mergers & Acquisitions, Private Equity)

Banking and Securities Law, Real Estate Law, Foreign Investment Law

Fernando Hernandez is a partner at Vazquez Aldana, Hernandez Gomez & Asociados (VAHG).

VAHG is the firm to go in western Mexico for corporate, M&A, banking & finance transactions, personal wealth management, commercial and residential real estate practices, with more than 75 years of combined experience and a large number of high-profile deals back the quality of the firm. VAHG is proud to have a broad understanding of the opportunities, strengths and challenges of each matter presented to us. We approach transactional (M&A and Financing) deals with an aim to cover every legal and business angle for the benefit of our clients, and help our clients achieve their business goals with full legal protection and optimal risk mitigation.

The four central pillars of the reform are: (i) to reactivate the Mexican development banks; (ii) to improve the judicial framework allowing lenders to foreclose with faster and easier legal procedures; (iii) to increase competition in the financial sector by increasing the number of participants playing under higher standards and (iv) to strengthen the supervision and enforceability of the regulatory financial authorities.

When doing business in Mexico, investors better serve their needs when they receive quality legal advice from professionals with a high degree of preparation and knowledge of the legal and business environments. In VAHG, we will provide you with the tools to safely and effectively navigate through Mexico's legal system, and we are equipped to collaborate closely with private and governmental institutions alike. We will do all the legal work, you can focus on operating and expanding your business.



Fernando Hernandez
Partner

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Mexico

Enrique A. Diaz

Intellectual Property

Goodrich, Riquelme y Asociados

Trademark and Patent Infringement and Litigation



Enrique A. Diaz
Partner

Enrique A. Diaz is a 2001 attorney graduate of the Centro Universitario Mexico (Mexico City) specialised in Intellectual and Industrial Property Law by the Universidad Panamericana (Mexico City).

His practice areas include but are not limited to: Industrial Property Rights, Intellectual Property Enforcement; Intellectual Property Infringement; Intellectual Property Licensing; Intellectual Property Litigation; Intellectual Property Protection; International Licensing; intellectual Property Rights; Internet Intellectual Property; Software Licensing; International Copyright Law; Copyright Licensing; Copyright Registration; Copyright Infringement; Trademark and Patent Filing and Prosecution in Mexico and Latin American countries; Trade Names; trade Dress Protection; Trademark and Patent Infringement; Trademark Registration; Trademark Litigation; Domain Names Disputes; Patent Licensing; Patent Litigation; and sports and entertainment law. He is also involved in litigations against the Health Authority due to the unlawful granting of Marketing Authorisations that invades IP rights.

Mr Diaz was admitted as an attorney at Goodrich the same year he finished law school and ever since has been dedicated to playing a key role in his firm´s development, achieving the highest standards of excellence in all his enterprises. He was made junior partner in 2006, and then senior partner in 2010, becoming the youngest lawyer to have been made senior partner in the firm´s history.

He is currently a foreign expert on Latin-American Intellectual Property, managing the prosecution of over 3500 trademarks and more than 1000 patents per year; regularly filing and handling over 400 litigations in both fields.

It is safe to say that, although he is a renowned expert in IP throughout Latin America, it is his great people skills and outstanding adaptability that have made him the go-to lawyer in IP for companies great or small that seek to protect their most valuable asset: their industrial and intellectual property.

Member of INTA; LES; FICPI; Mexican Bar Association; AIPPI; ASIPI; AMPPI; AIPLA.

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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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Mexico

Laura Collada

Dumont Bergman Bider & CO. S.C.

Patentability

Trademarks, Unfair Competition, Copyrights

Laura Collada has been the managing partner of Dumont Bergman Bider & Co, S.C. (DBB) since 2008. The firm is an IP boutique established more than 75 years ago and is a traditional key player on IP issues. Ms Collada graduated with honours from the Instituto Tecnológico Autónomo de México (ITAM). She has law specialisations in IP, corporate, civil, constitutional and environmental law from Universidad Panamericana and a legal specialisation in contracts from the ITAM.

Ms Collada started in the field in a renowned IP firm and then moved to work at the Mexican Trademark Office where she was the sub-director for the Prevention of Unfair Competition in charge of all administrative infractions. She returned to private practice in 2001, joining DBB in which she was in charge of the litigation department.

Ms Collada has been teaching IP litigation as well as copyrights at several colleges and universities. She has also written about IP for national newspapers and international IP magazines. She speaks at conferences organised by various organisations.

Ms Collada actively participates in AMPPI (Mexican Chapter of AIPPI). She is involved in other organisations such as INTA, AIPPI, Marques, PTMG, ASIPI, AIPF and BMA (Mexican Bar). Ms Collada's practice includes the complete lifecycle of IP rights, from consultancy, strategies, filing and prosecution, to resolving disputes involving these rights through litigation as well as negotiating settlements. Under her supervision, DBB achieved ISO 9001:2008 certification (by TUV Rheinland) for having a quality management system. DBB is the first IP firm in Mexico that has been certified in all areas. Ms Collada has recruited several lawyers and engineering leaders in the field to support and enhance her team in order to provide legal services related to IP such as regulatory, corporate, IT, data protection, and valuation of IP assets. Ms Collada is also in charge of client relations and travels worldwide attending conferences and/or visiting clients. She is fluent in English and Spanish.



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Mexico

John K F Delaney QC

Insolvency Law

DELANEY PARTNERS

The Bahamas



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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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

Maria Lucia Londoño Jaramillo; Claudia Liliana Hurtado Franco

Hurtado Londoño & Asociados

Commercial Law

Company Law, Foreign Exchange Law, Labour Law, Social Security Law, Habeas Data Regulation

Maria Lucia Londoño Jaramillo and Claudia Liliana Hurtado Franco are partners at Hurtado Londoño & Asociados S.A.S.

Maria Lucia Londoño Jaramillo has an experience of over 16 years in providing consulting and advisory services in the area of individual and collective labour law, social security, occupational health and human resources and conducting due diligences in major companies in all sectors of the economy. She has participated in more than 100 of these processes.

Before founding Hurtado Londoño & Asociados she worked as a lawyer at important law firms as Holguín Neira & Pombo Abogados (absorbed by Norton Rose Fulbright), Quintero Quintero & Asociados - Labour Lawyers and Rueda Noriega Labour Advisory.

Claudia Liliana Hurtado Franco has an experience of over 18 years in providing consulting and advisory services in the area of corporate, commercial and foreign exchange law, in the preparation, negotiation and monitoring of national and international commercial contracts (loans, sale of goods and services, consortia and temporary unions, etc.), on the establishment, transformation, merger, acquisition and liquidation of companies, in the preparation and execution of complex corporate legal operations and in conducting due diligences in major companies in all sectors of the economy. She has participated and / or directed more than 100 of these processes.

Before founding Hurtado Londoño & Asociados she worked as a trainee in Araujo Ibarra & Associates, as a junior lawyer in DG&A Abogados, as a senior lawyer in the tax and legal services division in KPMG Colombia, and as an associate lawyer in Holguín Neira & Pombo Abogados (absorbed by Norton Rose Fulbright).



Claudia Liliana Hurtado Franco
Partner



Maria Lucia Londoño Jaramillo
Partner

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Columbia

John Alan Doran

Labour & Employment

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Litigation, Trials and Appeal Litigation, Trials and Appeals

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John Alan Doran is a member of Sherman & Howard's Labour and Employment Department and has over 25 years of experience counselling and successfully representing employers in all facets of employment law matters.

He regularly represents employers in mass employment, wage/hour class and collective action litigation, as well as employment discrimination, public accommodations discrimination, and wrongful termination litigation. In addition, Mr Doran represents employers in restrictive covenant and trade secret matters in state and federal courts. He also regularly counsels clients on prevention strategies, executive employment contracts, down-sizing and personnel policies.

Mr Doran is a noted speaker and author addressing labour and employment issues and presents regularly at conferences and trade association events throughout the country. In addition, he is regularly acknowledged as a leading lawyer in his field and has been recognised for his work in labour law by Best Lawyers in America every year since 2007. He was recognised by Best Lawyers in America as "Lawyer of the Year" for 2012 in Phoenix in the area of Labour Law – Management. He has been ranked in Chambers USA in the area of Labour & Employment Law every year since 2005 and has been recognised by Southwest Super Lawyers every year since 2007.

Mr Doran has also been recognised by the following organisations:

- Southwest SuperLawyers Top 50 Arizona Lawyers, 2014 and 2015
- Selected to Who's Who Legal: Management Labour & Employment 2015
- Recognised, Arizona Business Leader, AZ Big Media, 2015
- Selected, AZ Business Magazine Top 100 Lawyers, 2014-2015
- Arizona Labour Lawyer of the Year – Corporate INTL 2013
- Selected, Arizona's Finest Lawyers, 2011
- Selected, "Best of the Bar Award" for Labour and Employment Law, 2003, 2004 and 2005

Some of Mr Doran's clients include Basha's/Food City/AJ's Supermarkets, City of Phoenix, Diversified Human Resources, King Soopers (Kroger), Northern Pipeline Construction, PING, Swift Transportation, Sysco Foods and Universal Technical Institute.

Garrett Sutton

Corporate Formation and Maintenance

Sutton Law Center, P.C.

Asset Protection

Nevada, US



Garrett Sutton
President

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Garrett Sutton and his firm provide professional and affordable corporate formation and maintenance services. The firm charges a flat fee of $695 (plus variable state filing fees) per corporation, LLC or limited partnership. The firm, through its affiliate Corporate Direct, Inc., also provides registered agent services in all 50 states for an annual fee of $125. Mail forwarding services from a Nevada, Wyoming and/or California address are also provided, as are minute preparation services.

Mr Sutton graduated from the University of California, Berkeley in 1975 and from Hastings College of the Law in 1978. He is the author of *Start Your Own Corporation, Run Your Own Corporation, Buying & Selling a Business* and *Writing Winning Business Plans*. His most recent book, *Loopholes of Real Estate*, was selected by Pacific Book Review as the Best Business Book of 2014.

Mr Sutton serves on the board of the American Baseball Foundation, located in Birmingham, Alabama as well as on the boards of the Sierra Kids Foundation and Nevada Museum of Art, both of which are based in Mr Sutton's hometown of Reno, Nevada.

For more information on Mr Sutton and the formation and maintenance services offered please visit www.Sutlaw.com and www.CorporateDirect.com

Richard H. Golubow

Winthrop Couchot PC

Complex Bankruptcy and Business Reorganisations

Litigation, Liquidations and Acquisitions of Distressed Assets

Richard H. Golubow is a founding member and the managing shareholder of Winthrop Couchot PC. Devoting his practice to the areas of complex bankruptcy and business reorganisations, litigation, liquidations and acquisitions of distressed assets, Mr Golubow's clients include debtors, creditors, creditor committees, bankruptcy trustees, assignees for the benefit of creditors and asset purchasers.

Mr Golubow holds an "AV" Peer Rating, Martindale-Hubbell's highest peer recognition for legal ability and ethical standards. Mr Golubow has also been selected by the publishers of Los Angeles Magazine as a Super Lawyer, representing the top 5% of practicing attorneys in Southern California based on peer recognition and professional achievement.

From 1992 to 1994, Mr Golubow served as judicial law clerk and judicial extern to the Honorable John J. Wilson, United States Bankruptcy Judge in the Central District of California, Santa Ana Division. Mr Golubow serves as a member of the Bankruptcy Editorial Advisory Board for Law 360, is a member of the American Bankruptcy Institute, the Orange County Bar Association-Commercial Law and Bankruptcy Section, the Orange County Bankruptcy Forum and the Financial Lawyers Conference.

Born and raised in Brooklyn, New York, Mr Golubow is a graduate of the State University of New York at Albany, Albany, New York (B.S., Cum Laude, 1985) and Southwestern University School of Law, Los Angeles, California (J.D., 1992) where he was a recipient of the American Jurisprudence Award in Civil Procedure.

Areas of Practice:

- Chapter 11 Reorganisations
- Complex Bankruptcy Litigation
- Chapter 7 Liquidations
- Out-of-Court Workouts
- Uniform Commercial Code Article 9 Foreclosure Sales
- General Assignments for the Benefit of Creditors

Bar Admissions and Professional Licenses:

- State Bar of California, 1992
- United States District Courts for the Central, Southern and Northern Districts of California
- Real Estate Broker, State of California, Department of Real Estate, 1993
  Speaking Engagements/Published Works:
- Panelist, US Bankruptcy Roundtable, Financier Worldwide Magazine, October 2010
- Panelist, Planning for and Surviving the First Weeks of a Turnaround, California Bankruptcy Forum, May 2009
- Panelist, US Automotive Sector Roundtable, Financier Worldwide Magazine, February 2009

Past Legal Industry Employment Positions:

- Associate Lawyer, Lobel, Winthrop & Broker, Irvine, California, 1994-1995
- Judicial Law Clerk and Judicial Extern, Honorable John J. Wilson, United States Bankruptcy Judge, Central District of California, Santa Ana Division, 1992 – 1994

Education:

- Southwestern University School of Law, Los Angeles, California, (J.D., 1992)
  Honors: Recipient, American Jurisprudence Award in Civil Procedure
- State University of New York at Albany, Albany, New York (B.S., *Cum Laude*, 1985)
  Honors: Dean's List of Distinguished Students; *Who's Who Among Students in American Universities and Colleges*



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Cheryl A. Lane

Investment Based Immigration Planning

Chrysalis Capital Group LLC

Tax Strategy & Estate Planning, Real Estate Investment, Business Transition Strategies

California, US



Cheryl A. Lane
Founder and President

Your Business is Our Business
CHRYSALIS CAPITAL
MEMBER FINRA/SIPC

Cheryl A. Lane, founder and president of Chrysalis Capital Group LLC, focuses on pre-immigration tax planning, underwriting EB-5 investment products and identifying business prospects for foreign investors wishing to move to the United States. She has 30 years' experience as a private investment banker, financial advisor and professional trustee serving business owners, property owners and family estates. Collectively, the companies are positioned to consult on, plan for and execute all types of transactions that a business or estate may require as it navigates the many transitions of a long and successful life cycle. Ms Lane and her team are experts in developing complete and effective financial strategic plans. Chrysalis Capital Group, LLC, is one of the seven companies Ms Lane guides under the Lane Group of Companies banner.

Before founding the Lane Group of Companies, Ms Lane was a principal and national real estate expert for Arthur Young & Co. in San Francisco, where she was responsible for developing tax strategies for domestic and international investors. She also performed numerous feasibility studies and due diligence studies for prospective investors in US real estate projects. Ms Lane has provided consulting services to Fortune 500 companies, as well as to closely-held companies and wealthy estates.

Prior to her role at Arthur Young, she was a senior tax manager for Touche Ross and Co. in Los Angeles. She was nationally recognised throughout her firm for her financial analysis and creative tax planning solutions, serving as their National Real Estate Investment Trust expert. Ms Lane also held positions as tax manager for Laventhol & Horwath in San Francisco and tax consultant for Price Waterhouse & Co. in their San Francisco and Paris offices.

Ms Lane is a FINRA Registered General Securities and Municipal Bond and Financial Operations Principal, FINRA registered Investment Banker, a Commodities Trading Advisor and a CPA, as well as a licensed Real Estate Broker, a Certified Business Intermediary and Life, Disability, Long-term Care, Business Property & Casualty Insurance Agent. She received her Masters Degree from Golden Gate University's School of Taxation and spent several years as president of their Alumni Association. She graduated with distinction from Sonoma State University, where she earned her Bachelor of Arts Degree in Management with a concentration in Finance and Economics.

Ms Lane edited the Tax Tips column of the San Francisco Examiner. She was the first woman governor to sit on the board of the National Association of Real Estate Investment Trusts (NAREIT). She is a member of the Marin County and San Francisco Estate Planning Councils, the San Francisco Association of Realtors, the Northern California Planned Giving Council, the California Association of Business Brokers, the International Business Brokers Association, the Association of Merger and Acquisition Advisors, M&A Source, the Real Estate Investment Securities Association (REISA) and the International Who's Who of Entrepreneurs. Cheryl was a contributing author to "Invest In America" writing the chapter "How to choose an EB5 project for Huazhang Publishing's Chinese edition. She has written articles related to EB5 Investments for Worth Magazine and The Regional Center Business Journal.

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Savannah, Georgia's nationally acclaimed trial lawyer, Mark Tate, has over 21 years' experience in the field of civil litigation. Mr Tate began his career in law as a defence attorney, but his true passion quickly compelled him to represent individuals, not corporations. Mr Tate's record of multimillion dollar settlements and verdicts won for his clients distinguishes him as a master trial attorney.

Areas of Practice:

- Personal Injury
- Vehicle Crash
- Wrongful Death
- Products Liability
- Dangerous Drugs
- Premises Liability
- Tractor-Trailer Collisions

Admitted to Practice:

- State Bar of Georgia Admission, 1992
- US District Court, Southern District of Georgia, 1992
- Georgia Supreme Court of Appeals, 1994
- US Supreme Court, Eleventh Circuit Court of Appeals, 1994
- US District Court, Middle District of Georgia, 1997
- US District Court, Northern District of Georgia 1997
- US District Court, East and West Districts of Arkansas, 1998
- US District Court, Eastern District of Texas, 2009
- US District Court, Northern District of Texas, 2012
- US District Court, Harris County Texas, 333 rd District, 2012
- US District Court, Northern District of Illinois, 2010
- US District Court Southern District of Illinois , 2012
- US District Court, New Jersey, 2012
- US District Court, Nevada District, 2012
- US District Court, Southern District of West Virginia, 2012
- US District Court, Western District of Louisiana, 2012
- US District Court, Eastern District of Louisiana, 2011
- Georgia Court of Appeals
- Supreme Court of Georgia

Awards

- Accepted into the International Society of Primerus Law Firms. Which screens attorneys committed to the highest levels of professionalism, integrity, quality of work and experience, 2010
- AV® Pre-eminent Peer Review Rated SM by Martindale-Hubbell® The highest possible rating in both legal ability & ethical standards, 2010
- Recognised as one of the Top 100 Trial Lawyers, In the state of Georgia, by The American Trial Lawyers Association, 2008-2010
- Elected to Outstanding Lawyers of America, 2003
- Outstanding Lawyers of America, Fellow by Outstanding Lawyers of America, 2004
- Most Outstanding Young Trial Lawyer of the Year by American Association for Justice, 2002
- Wiedemann Wysocki Citation of Excellence by American Association for Justice, 1997-1999
- Four time recipient of Weidemann Wysocki Citation of Excellence
- Recipient of the F. Scott Baldwin Award for Most Outstanding Young Trial Lawyer

Education

- University of Georgia, School of Law, JD 1992
- Phi Alpha Delta, Editorial Board, 1990-1991
- Managing Board, 1991-1992
- International Law Research Assistant to Professor Thomas Schoenbaum
- Mercer University, BA Economics, 1988
- Furman University



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RUSSACK LAW
YOUR BANKRUPTCY & DEBT RELIEF PROFESSIONALS

Tate Russack is the experienced choice for personal bankruptcy, business insolvency, and work-outs. He heads the RussackLaw's litigation practice.

Mr Russack's extensive experience in business insolvency workouts, creditor and bank restructuring and settlements is focused on returning clients to a sound financial footing. He works as general counsel to business, government service contractors and to individual clients in bankruptcy, insolvency and property,

Professional Experience

With over 20 years experience as an attorney, business consultant and as a former US Army Officer and helicopter test pilot, Mr Russack advises clients on all matters related to the formation, management, operations, financing and capitalisation of businesses throughout the State of Maryland.

Mr Russack provides clients with experienced counsel in corporate contracts, business acquisitions and real estate issues including: leases, development, transactions for business, and sophisticated financial transactions. He also serves as legal counsel to assist businesses that require workout management, debt counselling, liquidation and bankruptcy proceedings, assignments for the benefit of creditors and "soft landings."

Mr Russack advises individuals business owners and Chapter 7 and 11 trustees in simple and sophisticated bankruptcies which include the collection and liquidation of real estate; management, analysis, collection of both personal property and financial instruments as well as in the area of real estate assets, to maximising the value for his clients.

Mr Russack graduated from the University of Maryland School of Law and has a BA from Charter Oak College of the University of Connecticut; he also attended the University of Aberdeen Scotland, University of Miami School of Law, and the University of Western Connecticut.

Consulting

Mr Russack has served as consultant to large Chapter 11 bankruptcies and receiverships in the State of Maryland, throughout the US, and managed off-shore entity resolutions. He provides asset liquidation, financial management, workout consultation and case management services for bankruptcy, the insurance industry, as well as other financial markets.

Mr Russack is also available to serve as a corporate director for off-shore captive corporate entities in the Cayman Islands, Bermuda, Barbados and the Bahamas.

RussackLaw

RussackLaw's dedication to service has made RussackLaw the single largest bankruptcy focused firm on the EasternShore and a TOP TEN 10 Bankruptcy firm in Maryland.

Whether it's a personal or business bankruptcy, Chapter 7, 11 or 13, or to stop foreclosure, we provide you the highest level of expertise and service. RussackLaw will guide you through to a financial fresh start, solving debt, saving your home from foreclosure, regaining good credit, and building a new financial life.

We focus on solving the complexities of bankruptcy for your needs. RussackLaw attorneys provide exceptional personal service whether you are a person in need of relief from debt or running a business in need of bankruptcy or negotiation work. RussackLaw is your best choice for accurate, up-to-date advice for an individual financial solution.

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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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MoloLamken LLP is a law firm focused exclusively on representing clients in complex litigation. We handle civil as well as criminal and regulatory matters across the United States. Our clients are across the globe.

Our founding partners, Steven Molo and Jeffrey Lamken, developed national reputations based on their courtroom successes while partners at large full-service firms where they held leadership positions. They formed the firm based on an abiding belief that complex litigation is most effectively handled by smaller teams comprised of smart, highly experienced lawyers focused on results rather than process.

Steven Molo, one of the country's leading courtroom advocates, represents corporations, boards, funds, investors, inventors, and individuals in complex business litigation, white collar criminal and regulatory matters, and IP litigation. He has been involved in some of the most complex legal issues in the US courts over the past 20 years. Chambers & Partners calls him "A fabulous courtroom litigator who lights up the room with his presence."

Jeffrey Lamken has argued 21 cases before the US Supreme Court and briefed dozens more on a wide range of topics, including administrative law, civil rights, criminal procedure, energy law, intellectual property, and telecommunications law. Chambers & Partners calls him "a fierce advocate and a very detailed guy," as well as "incredibly knowledgeable and quick to understand issues."

MoloLamken frequently represents clients who are based outside the United States but are involved in US-centered or cross-border disputes or investigations. This includes work for foreign sovereigns. We provide the same excellent representation to those clients as we do to our US-based clients, often teaming up with leading lawyers from other parts of the world.

Robb Edmonds

Intellectual Property

Edmonds & Nolte, P.C.

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Robb Edmonds is a founding member of Edmonds & Nolte, P.C., an intellectual property law located in Houston, Texas. Mr Edmonds is a registered patent attorney and licensed to practice in all US District Courts in Texas as well as before the US Court of Appeals Federal Circuit.

Mr Edmonds represents clients in a wide range of intellectual property matters and disputes, with an emphasis on patents and trademarks. Mr Edmonds has extensive experience developing strategies for obtaining, enforcing, and defending intellectual property rights around the world.

Mr Edmonds has prepared and prosecuted numerous patent applications in various technology areas, including chemicals, polymers, plastics, medical devices and all things oil and gas from exploration to completion to production to refining to specialty chemicals.

Mr Edmonds is an active speaker and member of several national and local bar associations and patent professional organisations. Prior to practicing law, Mr Edmonds was a process design engineer for a global engineering and construction company where his efforts focused on designing and constructing manufacturing facilities for diverse industries including downstream processing, food processing, intermediates, oil refining, plastics, polymers, and specialty chemicals.

Mr Edmonds earned his law degree from South Texas College of Law, Master of Engineering degree in Chemical Engineering from Texas A&M University and Bachelor of Science degree in Chemistry from Emory University.

R. Danny Huntington

Rothwell Figg

Litigation

Patent Prosecution

R Danny Huntington began his career as a chemist at the Gillette Research Institute. Shortly after joining the institute, he became the patent liaison to outside patent counsel and later to in-house attorneys at the parent company, The Gillette Company. Finding the interface between technology and patent law fascinating, after earning his law degree he joined the patent staff of The Gillette Company, where he continued to represent the institute.

After entering private practice in Boston, Mr Huntington wrote and prosecuted some of the earliest-filed biotechnology patent applications. He was also involved in district court litigation and patent interferences, the latter primarily in the field of pharmaceuticals. In 1981 he moved to the Washington DC area and continued a varied practice until the US Patent and Trademark Office started declaring patent interferences involving biotechnology. Mr Huntington was one of the few attorneys knowledgeable in both interferences and biotechnology, and soon found himself spending most of his time in interferences involving biotechnology. This led to his being asked to handle interferences involving other technologies. He has now handled more than 200 interferences and frequently lectures on interference practice. Mr Huntington has also used interferences as an alternative vehicle for defending against non-practising entities – sometimes referred to as patent trolls – many of the procedures of which are now employed in the new post-grant procedures under the America Invents Act.

His practice continues to include all phases of IP law, including US and foreign patent prosecution, litigation in the federal courts, licensing and general client counselling. Having practised both in-house and in private practice, he can provide advice that takes into account the various issues confronting rights holders.



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Erich Ferrari

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US Sanctions

US Economic Sanctions, OFAC Compliance and Licensing, and OFAC Representation-Enforcement and Delisting

As the founder and principal of Ferrari & Associates, P.C., Erich Ferrari represents US and foreign corporations, financial institutions, exporters, insurers, as well as private individuals in trade compliance, regulatory licensing matters, and federal investigations and prosecutions.

Mr Ferrari frequently represents clients before the United States Department of the Treasury's Office of Foreign Assets Control (OFAC), the United States Department of Commerce's Bureau of Industry and Security (BIS), and in federal courts around the country. With over 12 years of experience in national security law, exports control, and US economic sanctions, he counsels across industry sectors representing parties in a wide range of matters from ensuring compliance to defending against federal prosecutions and pursuing federal appeals.

Mr Ferrari has served as lead trial counsel on a number of complex federal criminal matters. He is a seasoned litigator that has obtained mistrials and acquittals for his clients in various matters including in prosecutions for smuggling, and International Emergency Economic Powers Act (IEEPA) based export control charges. Mr Ferrari's civil litigation experience includes multiple lawsuits against OFAC arising from blocking both of assets, as well as those targeting parties under the Foreign Narcotics Trafficking Kingpin Designation Act (Kingpin Act).

Mr Ferrari actively writes on OFAC administered trade sanctions and has been published on the matter. In addition, he is often called upon by media outlets to speak on US trade sanctions issues. He has been interviewed on OFAC related issues by CNN, The New York Times, The Washington, Post, Forbes Magazine, and the Wall Street Journal. He is also the founder and Executive Editor of the US economic sanctions blog and research site: **www.sanctionlaw.com**



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Asia & Oceania

Developing Asia will maintain its strong economic growth in 2015 and 2016 supported by soft commodity prices and recovery in the major industrial economies, according to an Asian Development Bank (ADB) report.

ADB's flagship annual economic publication, Asian Development Outlook 2015 (ADO), forecasts developing Asia will achieve gross domestic product (GDP) growth of 6.3% in both 2015 and 2016. The region also grew 6.3% in 2014.

"Developing Asia is making a strong contribution to global economic growth," said ADB Chief Economist Shang-Jin Wei. "Falling commodity prices are creating space for policy makers across the region to cut costly fuel subsidies or initiate other structural reforms. This is a key opportunity to build frameworks that will support more inclusive and sustainable growth in the longer term."

From the trough of the global financial crisis in 2009, developing Asia has contributed 2.3 percentage points to global GDP growth—nearly 60% of the world's annual 4.0% pace. Eight economies in the region posted growth exceeding 7.0% in nearly every year of the post-crisis period, including the People's Republic of China (PRC), the Lao People's Democratic Republic, and Sri Lanka.

Growth in the United States (US), where recovery seems to have turned a corner, is leading major industrial economies. While signs are mixed in the euro area and Japan, soft oil prices and accommodative monetary policy will support growth. As a group, these economies are forecast to expand by 2.2% in 2015, up 0.6 percentage points from 2014, and 2.4% in 2016.

With improving external demand for the region's outputs, an expected pickup in India and in most members of the Association of Southeast Asian Nations (ASEAN), could help balance gradual deceleration in the PRC, the region's largest economy.

Growth slowed in the PRC in 2014 on weak fixed asset investment, particularly in real estate. As the government proceeds with its structural reform agenda, further slowing of investment is expected to diminish growth to 7.2% in 2015 and 7.0% in 2016. This is a much more moderate rate than the average growth of 8.5% in the period since the global financial crisis.

India is forecast to overtake the PRC in terms of growth as the initial phase of government efforts to remove structural bottlenecks is lifting investor confidence. With the support of stronger external demand, India is set to expand by 7.8% in FY2015 (ending 31 March 2016), a sharp rise from 7.4% growth in FY2014. This momentum is expected to build to 8.2% growth in FY2016, aided by expected easing of monetary policy and a pickup in capital expenditure.

Risks to the outlook include possible missteps in the PRC as it adjusts to its new normal, less decisive action on reforms in India than anticipated, potential spillover effects on the global economy of the Greek debt crisis and the deepening recession in the Russian Federation. The impending rise in US interest rates may reverse capital flows to the region, requiring monetary responses to maintain stability. The benefits flowing from the low price of oil could evaporate if geopolitical tensions push it sharply higher.

Across the subregions, economic growth in East Asia will slow to 6.5% in 2015 and 6.3% in 2016 reflecting the moderation in the PRC. The subregion grew 6.6% in 2014. Mongolia will see



"Developing Asia is making a strong contribution to global economic growth,"

growth decelerate sharply in 2015 as foreign direct investment dries up and fiscal and monetary policies are tightened. Growth will be stable in Taipei, China, but accelerate in Hong Kong, China, and Republic of Korea, reflecting rising domestic demand and the improving global economy.

Growth in South Asia accelerated to 6.9% in 2014 and is projected to trend higher to 7.2% in 2015 and 7.6% in 2016, reflecting the strong performance anticipated in India. Both Bangladesh and Pakistan are following through with wide-ranging economic reforms that include efforts to overcome power shortages, though political challenges may limit progress in 2015. Sri Lanka's economy is expected to moderate in 2015 as investors await clarity on the new administration's plans for governance reform and economic policy.

Southeast Asia is poised for a growth rebound in 2015 after subregional growth fell to 4.4% in 2014. Aggregate growth is seen rebounding to 4.9% in 2015 and 5.3% in 2016 as recovery in Indonesia and Thailand leads the way, and with most of the subregion expected to benefit from rising exports and lower inflation.

Weak oil prices and recession in the Russian Federation pushed subregional growth in Central Asia down 1.5 percentage points to 5.1% in 2014. In 2015 growth will slacken in Kazakhstan, Turkmenistan, and Uzbekistan as lower petroleum exports constrain domestic spending. The weak economy in the Russian Federation will curb export and remittance flows, slowing growth in Armenia, Georgia, the Kyrgyz Republic, and Tajikistan. Average growth in the subregion is forecast at 3.5% in 2015 and 4.5% in 2016.

Australia below trend

According to the IMF, Australia has grown almost twice as fast as its peers in the last two decades. This reflected both strong policy frameworks (such as the floating exchange rate and flexible labour market) and the boom in global demand for its resources. But output growth has been below trend for two years, unemployment has risen to six percent, and real incomes have declined. While moving from the investment to the production phase of the resource boom was always going to be bumpy and the economy is handling this transition relatively well, the recent sharp fall in resource prices has made it more difficult.

Over the next couple of years, activity should gradually pick up and narrow the output gap, supported by strong resource exports, accommodative monetary policy, and rising confidence. But over the medium term and without reform, growth is likely to converge to a slower potential rate, reflecting less capital accumulation and only modest productivity growth

New Zealand stays solid amidst global wobbles

Strong net migration, a booming Auckland and the Canterbury rebuild are boosting New Zealand's economy, according to NZIER - Quarterly Predictions, June 2015.

Growth is expected to remain solid at around 3% per year out to 2017. This is a healthy outlook, especially compared to many other economies around the world that are struggling to pick up after the GFC.

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Kreston Dormers is a multi-disciplinary professional service firm committed to delivering valuable taxation, financial, business and legal advisory services to public and private Australian companies, foreign owned subsidiaries, family businesses and individuals.

Kreston Dormer's primary service areas include tax and compliance, financial services and accountancy, business planning and dynamic growth strategies, funding strategies, mergers and acquisitions with the support of one of the world's largest accounting networks, Kreston International.

At Kreston Dormers we will work with you to enhance your performance and profitability. The firms focus is on helping clients to create and preserve wealth, and cover the key bases of business success. Regardless of whether we are working with a public or private company, a family business, a start-up or individual, Kreston Dormers offer clients a consistent experience with hands-on partner involvement, staff continuity on all assignments, a creative, focused, flexible and realistic approach to problem solving and pricing and a well respected reputation in local and international markets.

When you engage the services of Kreston Dormers you will be dealing with a professional practice proud of its local roots, but guided by shared values and empowered by access to significant domestic and overseas knowledge and technical resources.

Founder and Managing Director of Kreston Dormers, Tony Dormer is a Chartered Tax Adviser (CTA), he is currently the President of the NSW Business Chamber and the Chairman of Kreston Australia/New Zealand. His area of specialty lies in business mergers and acquisitions, corporate restructuring, taxation and business planning.

With over 30 years experience his entrepreneurial style and ability to 'think outside the square', has enabled Kreston Dormers to provide clients with a level and style of service that is unique among business advisory and accountancy practices.

Prior to establishing the practice he had extensive experience at General Manager level with several leading organisations. This commercial experience is a major ingredient in the philosophy of the practice and the range of services provided by him and his staff.

Tony Hercok

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Anthony E. Hercok, partner and chief operating officer of Watts McCray Lawyers, has more than 30 years of management and leadership experience, stretching across various industries. Mr Hercok has worked for some of the world's leading organisations, including News Limited, Dentsu Inc., Scholastic Inc., Village Roadshow and Free TV Australia.

Mr Hercok's organisational management experience caught the attention of Watts McCray because it would allow him to spearhead the varied management aspects of running a busy legal firm, in addition to increasing growth and taking the firm to the next level.

Mr Hercok has extensive knowledge in various concepts, including professional services; publishing, media, advertising and communications; entertainment; and industry representation and manufacturing. He is also facilitating and instructing for the UNSW Australian Graduate School of Management Executive MBA programs. He has also handled mergers and acquisitions, change management, organisational management, stakeholder management, program management and coaching. He also directs efforts on general business development, manufacturing and value chain development, market research, social media placement and strategy, and project planning.

Mr Hercok has 10 years of legal experience, five of them in his current role at the firm. He has vast duties in bringing a wealth of business, management and marketing knowledge to the firm. He is providing advisory services, and overseeing the marketing, branding, human resources, information technology, web development and strategic direction of the firm. He is improving the internal process and brand equity and developing four new office locations across the Sydney and Central Coast markets. Finally, he is offering management consultancy services to clients in Sydney, Parramatta, Canberra, Brookvale, Frenchs Forest and Erina.

Mr Hercok has been named a Worldwide Branding Executive of the Year in Business Services. While inclusion in Worldwide Branding is an honour, only small selections of members in each discipline are chosen for this distinction.

Tony Symons

Clarendon Lawyers

Corporate Law

M&A, General Commercial Law

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.



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Helen Kavadias

Phillips Ormonde Fitzpatrick

Intellectual Property Rights

IP Protection and Licensing

Helen Kavadias is a senior associate at Phillips Ormonde Fitzpatrick, a leading, full-service intellectual property firm of patent attorneys; trade marks attorneys and IP lawyers. She is a registered Australian and New Zealand Patent and Trade Mark Attorney as well as an IP Lawyer licensed to practise in Australia.

Ms Kavadias advises in the protection, enforcement and commercialisation of all intellectual property rights, including copyright, trade marks, patents and designs.

She specialises in:

- Trade mark clearance searches and has particular experience with pharmaceutical trade marks.
- Strategic and cost effective management of global trade mark portfolios, on behalf of pharmaceutical, software, technology, and consumer goods companies.
- Prosecuting trade mark applications in Australia and New Zealand having filed and prosecuted hundreds of trade mark applications (including opposition, removal and revocation proceedings) in Australia and New Zealand for pharmaceutical, medical device, software and consumer goods companies.

Other areas of her practice include privacy, confidential information, licensing, franchising, IP due diligence, domain name disputes, commercial contracts, comparative advertising, packaging and labelling matters.

Ms Kavadias also advises on the regulation of pharmaceuticals in Australia, and has particular experience in Pharmaceutical Benefits Scheme (PBS) / Therapeutic Goods Act (TGA) regulatory matters.

She also works with an international network of attorneys on prosecution and enforcement of trade mark and design applications and registrations, including matters before the United States Patent and Trademark Office (USPTO); European Office for Harmonization in the Internal Market (OHIM) and other jurisdictions

For more than 125 years, Phillips Ormonde Fitzpatrick has been a leading intellectual property firm consisting of some of the most diversely qualified and experienced patent and trade marks attorneys in Australia. We can provide the full range of services associated with intellectual property from drafting specifications to enforcement.



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Australia

Rick Mitry; Richard L Mitry

Criminal Law

Mitry Lawyers

Commercial Litigation and Advisory





Rick Mitry; Richard L Mitry
Co-Founders / Partners

MITRY
LAWYERS

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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Robert Toth

Wisewould Mahony Lawyers

Franchising

Business Law, Corporate Law

Australia

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.



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Jihong Wang

Construction & Infrastructure

Zhong Lun Law Firm

Environment, Energy & Resources, M&A, Real Estate

China



Jihong Wang
Senior Partner

中倫律师事务所
ZHONG LUN LAW FIRM

Jihong Wang is a senior partner at Zhong Lun Law Firm. Ms Wang's key areas of practice are infrastructure, construction, real estate, M&A, environment, energy and resources. She leads an experienced team of legal attorneys having won a number of awards to their name.

As a renowned legal expert on urban infrastructure, she has advised Chinese and foreign clients in a large volume of projects with a value exceeding RMB 100 billion in terms of project investment. In the past dozen years, she has counselled clients on expressways, railways, subways, bridges, airports, ports, docks, stadiums, water plants, sewage treatment plants, power plants, river, public utility and hazardous waste treatment facilities projects, and also projects in the natural gas, oil and chemical sectors, with a particular insight and profound experience in concession projects operating under the models of BT, BOT and PPP. She has also represented domestic and foreign investors in infrastructure projects, dealing with matters pertaining structure design, contract negotiation, bidding procedure, construction, transfer, and operation of the projects. Ms Wang has also assisted extensively with a range of project financing matters, including but not limited to bond issuance, government sub-loan, financial leasing, collective trust, and loan schemes. Ms Wang's seamless legal support to clients continues upon completion of the projects, and in many cases cover project operation - she also frequently assists project owners in working with strategic business partners from home and abroad and with matters such as capital increase, M&A and assets securitisation.

Acting for domestic and foreign real estate developers and project owners, she has been heavily involved in a number of landmark architectures and Olympic related projects. She has also assisted clients with a series of real estate development and merger projects. Her long years of exposure and expertise allows her to be familiar with each and every stage of a project - from the selection of the mode of development to financing, project company establishment, M&A, tendering and bidding, etc. As one of the pioneers to legally bridge insurance fund financing with infrastructure and real estate projects, she has extensive expertise in land development, urban city project development and urbanisation projects, and also in combining real estate projects with infrastructure or real estate development projects with land levelling. She protects clients' interests and supports successful projects through her effective coordination of related parties.

Ms Wang started her environmental, resources and energy practice at an early stage and has been involved in all kinds of environmental projects. She has also been appointed as legal advisor for the Ministry of Environmental Protection, the Beijing Municipal Environmental Protection Bureau, the China Environmental Protection Foundation and several other environmental organisations from home and abroad. Ms Wang has also pro-actively participated in the discussion and deliberation of several significant environmental administrative and reconsideration cases, and has, most notably, provided full legal support for Beijing's first environmental assessment hearing. She has also advised on a number of resources and energy projects with respect to financing, M&A and dispute resolution.

Ms Wang is an active participant in legislation, and has been invited to participate in the drafting and revision of a series of laws and regulations in her key areas of expertise and was also consulted in a number of research studies. As an expert in bidding evaluation, she has participated in a number of property transaction evaluations in Beijing and Tianjin. Her voluminous exposure to arbitration proceedings where she usually presides or sits among a panel of arbitrators in CIETAC allows her to glean rich experience in arbitration.

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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, UK, 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, UK and also trained with the City law firm of TLT Solicitors, London, UK. 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, UK. 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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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.

Hardeep Sachdeva

M&A

AZB & Partners

Transactions, Private Equity, Corporate Advisory

India



Hardeep Sachdeva
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Hardeep Sachdeva is a senior partner of AZB & Partners which has offices in Delhi, Mumbai, Bangalore, Hyderabad and Pune. With more than 20 years' experience in corporate, M&A, he advises Indian as well as international clients and is consistently rated as India's leading corporate and M&A lawyer.

Mr Sachdeva advises across several sectors including e-commerce, real estate, education, technology, hospitality, renewal power, retail, health care, infrastructure, alcoholic beverages and others, and 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 been actively advising on various acquisitions, joint ventures, private equity investments and other financing transaction including listed debt securities within and outside India in both listed and unlisted companies. He advises clients on investment strategies, transaction structures and is involved in drafting and negotiating transaction documents for such investments and also on re-structuring of companies.

Mr Sachdeva has been consistently ranked as leading corporate 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 and others.

Mr Sachdeva has been a member of governmental and other industry committees. Mr Sachdeva is economic graduate from Shri Ram College of Commerce, Delhi University; he was admitted to the Indian Bar in 1995. He is a member of the Bar Council of Delhi and Delhi High Court Bar Association. In 1995, he joined Ajay Bahl & Co., a Delhi-based corporate law firm which was one of the predecessor firms that formed AZB & Partners in the year 2004 and he is a member of the firm since foundation.

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 US 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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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.



Bansidhar S. Mehta
Chief Mentor

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India

Michiya Iwasaki

Employment

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Insolvency, General Corporate



Michiya Iwasaki
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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)

Japan

Masahito Nakai

Immigration Law (Japan)

Nakai Immigration Services LPC

Nationality Law, Commercial Law, Company Law



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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.

Japan

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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International Litigation and Arbitration

Competition Law, Corporate Law

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

Aki Ryuka

IP Electronics

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Semiconductors; Telecommunications; Optics



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Aki Ryuka is the president of RYUKA IP Law Firm. Mr Ryuka began his career in 1987 as an electrical engineer in the facsimile machines department of Canon Inc. Five years later he joined Tani & Abe Patent Attorneys in Tokyo, Japan, where he prosecuted patent applications of foreign and domestic applicants including Canon Inc.

From 1995 to 1998, Mr Ryuka worked in the Washington, DC office of US firm Cushman Darby & Cushman (now Pillsbury Winthrop Shaw Pittman LLP), where he mainly prosecuted patent applications for Japanese clients. At the same time, he established a patent firm in Japan and a translation company in the US, the predecessors to RYUKA IP Law Firm, facilitating business for Cushman Darby & Cushman. While in the US he passed the US patent bar exam.

Since founding RYUKA IP Law Firm, he has lectured extensively in Japan and abroad on IP topics, has published numerous articles including recently detailing RYUKA's invention consulting services (Patent Visualisation), and visits clients and attends conferences in the US, Europe, and Asia.

Recent work includes representing a large US client in nullity trials before the Japan IP High Court and Supreme Court, together with colleagues Mr Akashi and Mr Takata in cooperation with Nagashima Ohno & Tsunematsu, and representing a large Korean client in infringement and nullity trials in cooperation with Anderson Mori & Tomotsune.

RYUKA has experienced rapid growth since its founding in 1998. The firm now serves clients around the world for patent, trademark, and design prosecutions, license negotiations, opinions, and IP litigations.

RYUKA focuses on proactive communication, attention to detail, and rapid turn-around. The firm believes that it is these values, as well as its emphasis on client objectives, that have ensured its continued success and growth.

Japan

Masashi Yanagida

Prosecution of Patents

Yanagida & Associates

Designs and Trademarks, Searches; Opinions on Validity and Infringement



Masashi Yanagida
Director

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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)

Japan

Christopher Young

Minter Ellison Rudd Watts

Intellectual Property

Christopher Young heads Minter Ellison Rudd Watts' New Zealand intellectual property team and brings extensive IP law expertise to his widely recognised practice. He provides practical advice and strategy on all aspects of IP including development, protection, transfer, enforcement and commercialisation. He advises a wide range of local and international clients from individuals to SME/private companies and multinationals.

Christopher advises clients in a broad range of industries including FMCG, fashion, publishing, food and beverage, liquor, advertising and marketing, retail, TMT, aviation, automotive, banking and financial services, entertainment, agriculture, horticulture, manufacturing, pharmaceutical, building, forestry, education, health and ageing, transportation, and energy.

Christopher is a member of the Intellectual Property Society of Australia and New Zealand (IPSANZ), the International Trademark Association (INTA), Chairs INTA's East Asia & Pacific Subcommittee for Famous & Well-Known Marks and sits on INTA's Asia Pacific Global Advisory Council. He is also a member of the Licensing Executives Society of Australia and New Zealand (LESANZ).

His experience includes significant expertise in trade marks including managing risks, launching new brands locally and internationally and strategies to commercialise, protect and enforce brands. Christopher has extensive experience with brand clearance assessments and strategies, trade mark prosecution, oppositions and revocation actions, portfolio management locally and internationally, IP audits counterfeit strategies and enforcement. He also has significant expertise in commercial IP including licensing and commercialisation, franchising, and handling the IP aspects of a wide range of transactions, business acquisitions, mergers, financing and securitisation transactions. Christopher's expertise in IP dispute resolution and strategy sees him coordinate litigation strategy and provide strategic and technical advice to clients and our litigation legal teams.

Christopher has been consistently named as a leading individual in his field in legal guides including Chambers Global, Chambers Asia Pacific, World Trademark Review (WTR) 1000, and Asia Pacific Legal 500.



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RIAALAW, Advocates & Corporate Counsellors

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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 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)

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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).

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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Africa & the Middle East



Despite weaker than expected global growth and stable or declining commodity prices, African economies continue to expand at a moderately rapid pace, with regional GDP growth projected to strengthen to 5.2% yearly in 2015-16 from 4.6% in 2014, according to the World Bank's Africa's Pulse.

Significant public investment in infrastructure, increased agricultural production and expanding services in African retail, telecoms, transportation, and finance, are expected to continue to boost growth in the region. This pick-up in growth is expected to occur in a context of lower commodity prices and lower foreign direct investment as a result of subdued global economic conditions.

Commodity prices remain highly significant to Africa's outlook since, as the report notes, "primary commodities continue to account for three-quarters of Sub-Saharan Africa's total goods exports, and the share of the region's top five exports in total exports has climbed to 60% in 2013 from 41% in 1995."

"Overall, Africa is forecast to remain one of the world's three fastest growing regions and to maintain its impressive 20 years of continuous expansion" says Francisco Ferreira, the World Bank's Chief Economist for Africa. "Downside risks that require enhanced preparedness include rising fiscal deficits in a number of countries; economic fallouts from the activities of terrorist groups such as Boko Haram and Al Shabaab and, most urgently, the onslaught of the Ebola epidemic in West Africa."

A World Bank study of the likely economic impact of Ebola suggested that if the virus continues to spread in the three worst-affected countries, its economic impact could grow eight-fold, dealing a potentially catastrophic blow to the already fragile states of Guinea, Liberia and Sierra Leone. The World Bank Group is mobilising a $400 million financing package for the countries hardest hit by the crisis.

Growth slowed notably in South Africa, the region's second largest economy, due to structural issues and low investor confidence. The South African economy expanded a modest 1.0% year-on-year in the second quarter of 2014, its lowest growth rate since the 2009 financial crisis. By contrast, economic activity strengthened in Nigeria, the region's largest economy. GDP advanced 6.5% year-on-year in the second quarter, up from a 6.2% expansion in the first quarter.

Growth also remained robust in many of the region's low-income countries including notably Cote d'Ivoire, Ethiopia, Mozambique, and Tanzania. In Cote d'Ivoire, for example, a strong increase in cocoa production and rice output boosted agriculture growth and helped to sustain the country's high growth. Ethiopia's robust growth continued to be supported by agriculture, as well, and by public investment, particularly in infrastructure.

Inflation rates edged up in a number of countries, but were more of a concern in the frontier market countries that also sustained large currency depreciations--notably Ghana. In a few cases, including Ghana and Zambia, the fiscal position remained weak due to increasing current expenditures, led by rising wage bills, and in some cases weaker revenues. Large fiscal deficits are reducing fiscal buffers and affecting these countries' ability to respond to exogenous shocks.

Economic transformation will become more critical: in a special study of Africa's patterns of structural transformation and poverty dynamics, Africa's Pulse finds that the region is largely bypassing industrialisation as a major driver of growth and jobs. Instead, the study says, extractive industries in the natural resources sector and a surging services industry are propelling Africa's growth. Output shares of manufacturing and agriculture are declining across the region, although most workers – and almost 80% of the poor – still derive the bulk of their income from farming.



"Nearly two decades of strong growth is transforming Africa's economies, but the structural change is not what the world expected. The majority of Africa's jobs continues to be in agriculture and is surging into services - but not into industry and manufacturing," says Punam Chuhan-Pole, a World Bank Lead Economist for Africa and co-author of Africa's Pulse. "The good news is that in Africa this growth in agriculture and the services sector has been more effective in reducing poverty than growth in industry. In the rest of the world, by contrast, industry and services have a larger impact on reducing poverty."

Plunging Oil Prices

The over-50% decline in world oil prices—from US$115 a barrel in June 2014 to less than US$50 today—will have significant consequences for the economies of the Middle East and North Africa (MENA) region. According to the World Bank's latest MENA Quarterly Economic Brief the oil importers that are expected to gain include Jordan, Tunisia, Lebanon and Egypt. The trade balances for these countries could improve by up to 2% of GDP. The oil exporters will likely run larger fiscal and current account deficits or their surpluses will shrink substantially.

"Oil importers will benefit from lower import and fuel subsidy bills, while exporters - some of whom depend on oil for 80% of their income - will lose export and fiscal revenues," said Shanta Devarajan, World Bank Chief Economist for the Middle East and North Africa region.

The report, Plunging Oil Prices, focuses on the implications of low oil prices for eight developing countries, or the MENA-8 (oil importers: Egypt, Tunisia, Lebanon and Jordan and oil exporters: Iran, Iraq, Yemen and Libya) and the economies of the GCC (Gulf Cooperation Council), who play a major role in providing funds in the form of aid, investment, tourism revenues and remittances to the rest of the countries of the region.

Yemen and Libya are among the most vulnerable oil producers while Iran and Iraq could experience a worsening of the oil trade balance (net oil exports) in excess of 10% of GDP in 2015. The oil-exporting countries of the Gulf Cooperation Council are in a much better position due to their ample reserves, but they too could endure over a US$215 billion loss in oil revenues, more than 14% of their combined GDP.

"The oil shock could threaten the ability of some of the oil exporters to meet domestic spending commitments," said Lili Mottaghi, World Bank MENA Economist and the author of the report. "Their options include drawing down reserves, accumulating debt, and cutting spending on fuel subsidies and public-sector salaries."

Oil importers such as Egypt, Jordan and Lebanon face a risk as their economies receive large flows of remittances and aid from the GCC. However, based on previous episodes, the MENA Quarterly Brief concludes that lower oil prices will likely lead to slower growth, but not a decline in remittances.

"Overall, Africa is forecast to remain one of the world's three fastest growing regions..."

Africa & the Middle East contents



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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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Zemedeneh Negatu

EY (Ernst & Young)

M&A

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

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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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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AVM law firm was founded by António Vicente Marques in 1998. Mr Marques holds a degree in Law, a Post-graduate Degree in European Economic and Criminal Law at the Institute of European and Economic Criminal Law and a LLM Degree in Commercial Law, all from the Law Faculty of the University of Coimbra. He is a member of the Angolan, Portuguese, Brazilian and American Bar Associations. Mr Marques has published several books and articles related to the Angolan legal framework. Ranked by Chambers and Partners Global, as a leading lawyer in General Business Law, Legal 500 and IFLR.

AVM is a commercial full service law firm operating in Africa, South America and Europe with an integrated team of more than 85 lawyers. AVM's structure has solidified and expanded over the last two decades and today has become one of the most modern and internationally respected law offices operating in Angola, Brazil, East Timor, Mozambique and Portugal with the opening of further offices in other jurisdictions currently underway.

The firm delivers corporate and business services to international and national clients in all of these Portuguese speaking countries. AVM is a market-leading firm in energy, financial services, real estate and IT. AVM is proud of its African and Lusophone history and will continue to grow with and follow clients into a number of new emerging markets and some more established jurisdictions.

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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.

Victor Sekese

SizweNtsalubaGobodo

Auditing

Advisory and Forensic Services

South Africa

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 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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Melron Nicol-Wilson is a barrister and solicitor of the High Court of Sierra Leone, founder and managing partner of Nicol-Wilson and Co (Malaika Chambers).

Mr Nicol-Wilson holds two specialised Master's Degrees in Law. He holds a Master's Degree in Law (LL.M) from the University of Nottingham in the United Kingdom; a Master's Degree in Law (LL.M) from the University of Pretoria in South Africa; A Diploma from the University of Lund in Sweden; a Bachelors Degree in Law with Honours (LL.B (Hons) and a Barrister-at-Law Degree (BL) from the Sierra Leone Law School.

Since becoming a lawyer in 1998 he has worked in several distinguished capacities including defence counsel and case manager at the internationalised Special Court for Sierra Leone (from May 2003 to October 2007 and from July 2011 to September 2012); part time lecturer in law at the University of Sierra Leone (from 2003 to 2010); legal adviser to Sierra Leone's Anti-Corruption Commission; founder and director of the Lawyers Centre for Legal Assistance in Sierra Leone (the first legal aid body in the country); and lecturer in public law at the Polytechnic of Namibia in Southern Africa.

Mr Nicol-Wilson has provided legal services for several companies, governmental departments, non-governmental organisations and individuals and has undertaken consultancies for several United Nations agencies (including the Office of the United Nations High Commissioner for Human Rights and the United Nations High Commissioner for Refugees), the British Council in Sierra Leone and a host of other bodies.

Mr Nicol-Wilson now engages in general legal practice with a strong focus on all aspects of corporate and commercial legal practice, civil litigations, arbitrations, drafting of legal documents, legal advice on the laws of Sierra Leone, solicitors work, domestic and international criminal defence.

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Leslie Mkhabela is the senior partner of Mkhabela Huntley Adekeye Inc (MHA), one of the pre-eminent black commercial law firms in South Africa.

Mr Mkhabela obtained both a *B.Juris* and *LLB* degrees from the University of Limpopo (Turfloop). He was admitted as an attorney of the High Court of South Africa during June 1996. He practised as an attorney for approximately five years after his admission until 2001 when he became one of the founding partners of MHA.

Mr Mkhabela has also served in a number boards and other capacities in business, including as Chairman of the Limpopo Gambling Board, joint trustee in the Second Bond issue of the City of Johannesburg Metropolitan Municipality and the board of directors of Forever Resorts Aventura Proprietary Limited.

Mr Mkhabela is a Specialist Examiner of the Law Society of the Northern Provinces. He also serves as a panellist for the screening of Candidate Attorneys. He is a member of the International Association of Gaming Regulators.

MHA is based in Johannesburg and is 100% black owned. The firm has five directors, two associates and numerous candidate attorneys. Over 70% of the attorneys at MHA are women.

MHA has the skills, capacity and experience to advise on major transactions and is particularly well positioned to accept instructions from clients who wish to procure legal services from a leading black law firm.

MHA has advised some of South Africa's largest corporations, National, Provincial and Local Government departments and State Owned Companies (SOCs) in various regulatory matters, corporate and commercial law and litigation.

Michael Fortmann

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Michael Fortmann has over 10 years of extensive transfer pricing and tax experience including experience with the South African Revenue Services and with one of the big four consulting practices in the UK.

He is the partner taking responsibility for the financial and commercial feasibility of transfer pricing assignments ensuring that solutions are compatible with business demands. Mr Fortmann has project-managed global core documentation for multinationals across 30 countries. He has been actively involved in advising clients across all disciplines with a focus on efficient supply chain management.

Mr Fortmann has experience across a spectrum of industries including energy, retail, automotive, pharmaceutical and natural resources.

Mr Fortmann has extensive experience in creating centrally co-ordinated supply chain management processes, managing the international tax impact and optimising location savings.

Mr Fortmann has worked extensively within the area of tax controversy and dispute resolution projects, including tax reviews and assistance during tax inspections and support in the litigation process.

KPMG's strength across the Africa region is seen in the size and complexity of the work that has recently been undertaken. The KPMG representation stretches across 43 African countries with fully integrated tax teams. This extensive network enables KPMG to accelerate the delivery of tangible results for our clients.



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Natasha Vaidanis has been with KPMG since 1998 and is currently the partner heading up the International Tax and Transfer Pricing practice. She advises on a broad spectrum of transfer pricing issues, ranging from the preparation of contemporaneous documentation and planning to dispute resolution, taking into account the unique circumstances of various African jurisdictions in which clients may operate.

Ms Vaidanis has worked with a wide range of industries and has had extensive experience in the restructuring of operations from an international tax and transfer pricing point of view within a Pan-African context. In this regard, she assists multinational companies in evaluating and managing their tax risks, using legal and tax knowledge.

Ms Vaidanis has assisted clients in planning and controversy matters covering products, technology, services, and financing across a wide spectrum of industries, including pharmaceutical, consumer electronics, natural resources, telecommunications, financial institutions, automotive, retail, and manufacturing.

She also consults extensively from an Exchange Control perspective.

KPMG has a dedicated and powerful International Tax and Transfer Pricing team. The professionals in this team think and act nationally and globally ensuring a commercial approach is taken to theoretical concepts. They are well qualified, experienced and equipped to serve client's tax needs identifying opportunities while minimising risk.



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Some of our selected advisers have chosen to represent their expertise with a Listing. Please see the coming pages for more expert individuals from around the world.



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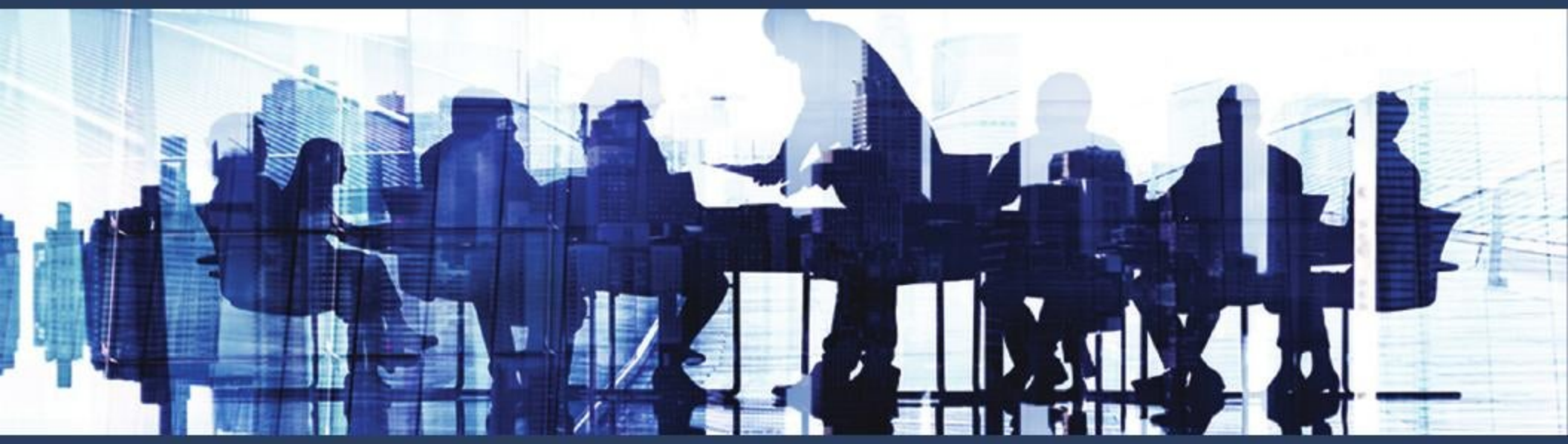
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