CorporateINTL

Who's Who Adviser Handbook 2018



The definitive guide to individual advisory excellence

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Welcome to the Corporate INTL Who's Who Adviser Handbook 2018

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 and 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 2018 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 advisor 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 your self 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 2018 is designed as the ideal reference source for management, in-house counsel and investors when choosing their advisers. It covers the regions: Africa & the Middle East, The Americas, Asia & Oceania and Europe.

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

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

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

Corporate Law

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

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

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

A corporate lawyer deals mainly in business transactions. They specialise in several aspects of the law and how it relates to businesses, including matters affecting the creation, operation or dissolution of a corporation. One of the fundamental roles of a good corporate lawyer is helping the client achieve their objectives. They must be able to determine what a client needs, which is not always what they want.



It is important for a lawyer to be able to choose the best method of dispute resolution for their client...

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).

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:

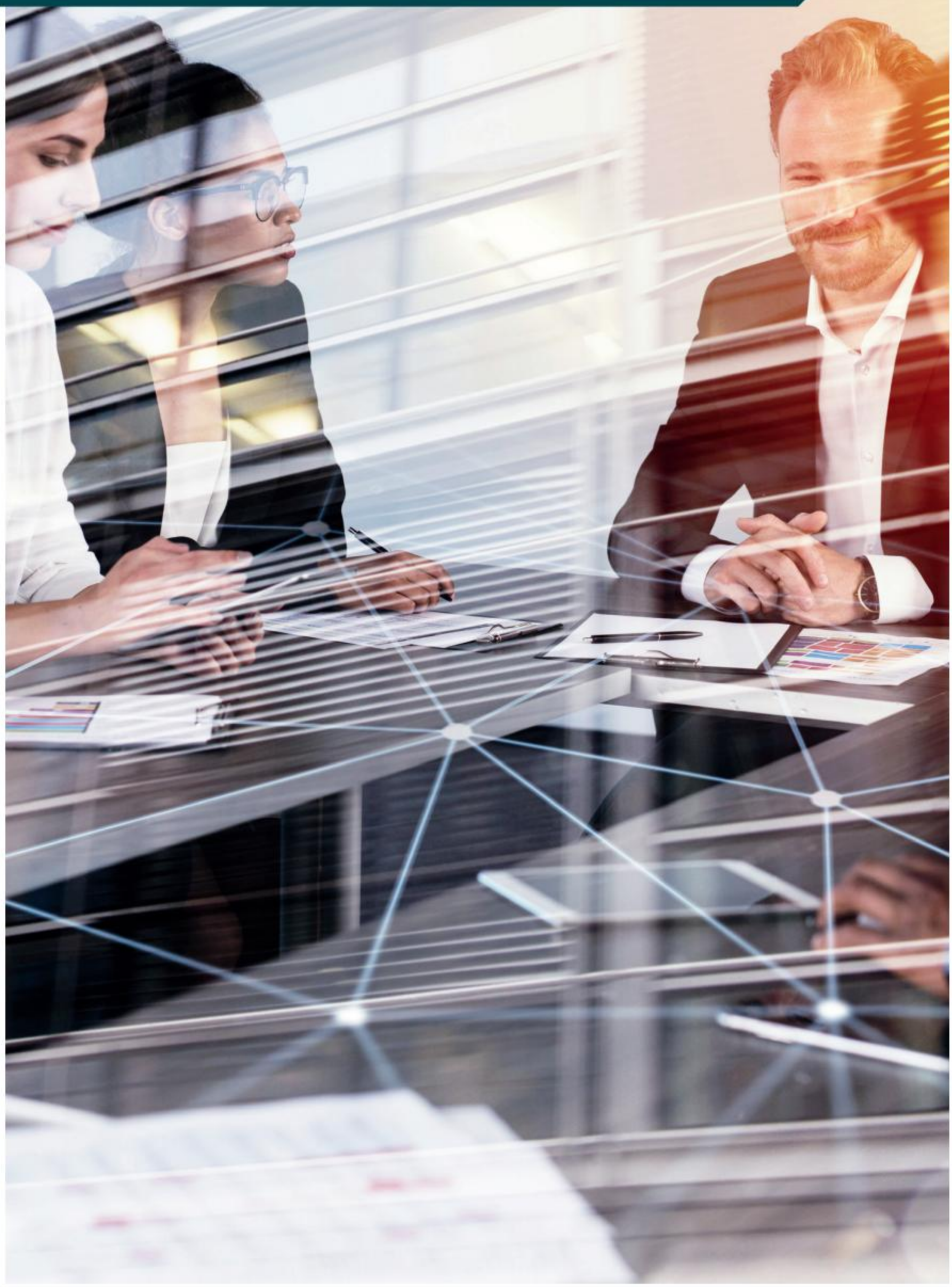
- What you want them to assist with – what kind of adviser;
- Their specific experience areas / specialisations – years of experience;
- Legitimate qualifications – i.e., when they were admitted to the bar;
- Past cases – success rate;
- Price for services – cost effective: what you can afford;
- Whether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



Growth rates for the EU and the euro area beat expectations in 2017 to reach a 10-year high at 2.4%, according to The European Commission's Spring 2018 Economic Forecast. Growth is set to remain strong in 2018 and ease only slightly in 2019, with growth of 2.3% and 2.0% respectively in both the EU and the euro area.

Private consumption remains strong, while exports and investment have increased. Unemployment continues to fall and is now around pre-crisis levels. However, the economy is more exposed to external risk factors, which have strengthened and become more negative.

Robust growth is facilitating a further reduction in government deficit and debt levels and an improvement in labour market conditions. The aggregate deficit for the euro area is now less than 1% of GDP and is forecast to fall under 3% in all euro area Member States this year.

Valdis Dombrovskis, Vice-President for the Euro and Social Dialogue, also in charge of Financial Stability, Financial Services and Capital Markets Union, said: "The economic expansion in Europe is set to continue at a solid pace this year and next, supporting further job creation. However, we also see increased risks on the horizon. This is why we should use the current good times to make our economies more resilient. This means building fiscal buffers, reforming our economies to foster productivity and investment, and making our growth model more inclusive. It also means strengthening the foundations of our Economic and Monetary Union"

Pierre Moscovici, Commissioner for Economic and Financial Affairs, Taxation and Customs, said: "Europe continues to enjoy robust growth, which has helped drive unemployment to a ten-year low. Investment is rising and public finances are improving, with the deficit in the euro area set to drop to just 0.7% of GDP this year. The biggest risk to this rosy outlook is protectionism, which must not become the new normal: that would only hurt those of our citizens we most need to protect."

Growth to remain strong, but pace to ease slightly

In 2017, real GDP growth reached 2.4% in the EU and in the euro area as the economy moved into higher gear. Growth was supported by high consumer and business confidence, stronger global growth, low financing costs, healthier private sector balance sheets and brighter labour market conditions. While short-term indicators suggest a cooling of activity in early 2018, this looks likely to be partly temporary.

The pace of growth is expected to remain robust on the back of sustained consumption and strong exports and investment. Both the EU and the euro area are forecast to grow by 2.3% this year. Growth in both areas is projected to ease to 2.0% in 2019 as bottlenecks become more apparent in some countries and sectors, monetary policy is adjusted to circumstances and global trade growth calms somewhat.

With employment at a record high, some labour markets are getting tight

Unemployment continues to fall and is now around pre-crisis levels. In the EU, unemployment is set to continue to decline, from 7.6% in 2017 to 7.1% in 2018 and 6.7% in 2019. Unemployment in the euro area is forecast to fall from 9.1% in 2017 to 8.4% in 2018 and 7.9% in 2019.

The number of people in work in the euro area is now at its highest since the introduction of the euro, but some labour-market slack remains in the euro area. While in certain Member States unemployment is still high, in others, job vacancies are already getting harder to fill.

Inflation to rise slowly, as underlying pressures strengthen

Consumer price inflation weakened in the first quarter of this year, but is expected to pick up slightly in the coming quarters, partly due to oil prices that have recently increased. Underlying price pressures are also building as a result of tighter labour markets and faster wage growth in many Member States. Overall, inflation in the euro area is forecast to remain the same in 2018 as in 2017 at 1.5% and then rise to 1.6% in 2019. In the EU, the same pattern is expected, but with inflation forecast to continue at 1.7% this year before rising to 1.8% in 2019.

Public finances improving, with no deficits over 3% of GDP

The aggregate euro area government budget deficit and public debt both fell as percentages of GDP in 2017, helped by strong economic growth and low interest rates. With Member States' budgets benefitting from the effects of improving labour market conditions, including through lower social benefit payments, 2018 is set to be the first year since the start of the Economic and Monetary Union in which all governments manage budget deficits of less than 3% of GDP, as referred to in the Treaty.

The aggregate general government deficit of the euro area is now forecast to fall to 0.7% of GDP in 2018 and 0.6% in 2019. In the EU, the aggregate deficit is forecast to be at 0.8% in 2018 and 2019. The euro area's debt-to-GDP ratio is forecast to fall to 84.1% in 2019, with declines projected for almost all Member States.

Risks to the outlook have increased and become more negative

Overall, the risks to the forecast have risen and are now tilted to the downside. In Europe, recent indicators have reduced the likelihood that growth in Europe might turn out stronger than expected in the near term. Externally, the financial market volatility experienced in recent months is likely to become a more permanent feature in the future, which will add to uncertainty. Pro-cyclical fiscal stimulus in the US is expected to boost short-term growth, but to raise the risk of overheating and the possibility that US interest rates rise faster than currently assumed. Also, an escalation of trade protectionism presents an unambiguously negative risk to the global economic outlook. These risks are interrelated. Due to its openness, the euro area would be particularly vulnerable to their materialisation.

For the United Kingdom, a purely technical assumption for 2019

To allow for a comparison over time, the projections for the EU for 2019 contained in the forecast consist of projections for all 28 Member States, including the United Kingdom.

Given the ongoing negotiations on the terms of the United Kingdom's withdrawal from the EU, the Commission's projections for the time after Brexit are based on a purely technical assumption of status quo in terms of trading relations between the EU27 and the UK. This is for forecasting purposes only and has no bearing on the talks underway in the context of the Article 50 process.



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Corporate / M&A

Horst Ebhardt

Horst Ebhardt heads the firm-wide Corporate/ M&A team. He specialises in complex cross-border transactions in the fields of M&A, privatisation and restructuring in Austria and throughout the CEE/SEE region. He has also been advising companies from a broad range of industries - with a particular focus on financial institutions, life sciences and private equity – on corporate finance and governance matters.

Having worked on about 80 transactions as lead attorney over the last 10 years (including several transactions involving a value of more than EUR 1 billion), Horst offers a wide range of experience concerning legal and tax aspects in connection with complex cross-border transactions, combined with a thorough understanding of clients' needs from a business perspective. He has been in private practice for 25 years focusing on corporate law and M&A.

Horst holds degrees from Graz University Law School (Dr. iur) and the London School of Economics and Political Science (LL.M). Horst is admitted to the bar in both Austria and the Czech Republic and teaches an M&A programme at the law school of the University of Vienna.

Education

- London School of Economics and Political Science (LL.M.), 1986
- University of Graz (Dr. iur.), 1984

Languages

- German, English

"Firm-wide head of corporate/M&A Horst Ebhardt acts on complex cross-border mandates including transactions, privatisations and restructuring mandates. Sources describe him as "very precise and thorough, and completely reliable."

(Chambers Global 2018)

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Outsourcing

Tax; Financial Due Diligence

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Andrea Draskovits is an auditor and tax advisor and has been working for Grant Thornton since November 2006, accounted for Managing Director in 2017. She is in the position of Head of Outsourcing and advises our international clients on cross-border activities and start-ups in Austria, as well as on secondments. She is responsible for corporate tax consultancy, but also handles tax advice of small and medium-sized enterprises; in particular in the preparation of the annual financial or individual financial statements and in payroll accounting.

Her activities focus on corporate tax planning, due diligence and valuations. She furthermore specialises in:

- Tax and Financial Due Diligence
- Advice on cross-border activities
- Advising corporations and SMEs
- Management Information Systems
- Budget
- Creation of forecasts
- Target-performance comparison
- Corporate tax planning for large groups
- Tax compliance services for small and medium-sized enterprises
- Company Valuations
- Global Mobility Services

She is also involved in the audit of the annual and consolidated financial statements. In addition to her work for our firm, she holds tax courses at a college of higher education.

Reference Customers

- Leier Baustoffe GmbH & Co KG
- IBS Austria Gesellschaft m.b.H.
- Maschinenfabrik Ludwig Berger GmbH

NICOS CHR. ANASTASIADES & PARTNERS LLC
ADVOCATES LEGAL CONSULTANTS

Cyprus

Corporate and Company

Trust/Joint Ventures; Immigration and Citizenship; Mergers and Acquisitions

Stathis A. Lemis

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Stathis A. Lemis is one of the Managing Partners of the law firm Nicos Chr. Anastasiades & Partners LLC. He is also one of the Managing Directors of the affiliated companies Imperium Services Ltd, Imperium Nominees Ltd and Imperium Trustees Ltd which provide Administrative, Nominee, Secretarial, Trustee and other Corporate Services. His clients consist of corporate entities, groups of companies and high net worth individuals. His main areas of practice are Mergers & Acquisitions, International Tax planning (Tax, Corporate and Trust aspects of International Tax and Estate planning structures), Property Law and Contract Law (International Escrow Agreements).

Throughout the years the firm Nicos Chr. Anastasiades & Partners LLC has developed reliable and professional networks in various jurisdictions worldwide with associates of the highest quality. Our international collaborations and networking with major law firms across the globe enables us to offer insight of an international network, combined with the knowledge and understanding of international markets. With partners and associates working on an ongoing basis across different time zones we are able to respond instantly to our clients wherever and whenever needed. Most importantly, we are able to personally service the particular needs of each of our clients in several jurisdictions not only in Cyprus but in Europe, Russian Federation, BVI, Mauritius, Cayman Islands, Seychelles, etc.

Our law firm is a member of the Cyprus Bar Association and in various international professional bodies such as the International Bar Association (IBA), the International Fiscal Association (IFA), the International Tax Planning Association (ITPA), Cyprus Fiduciary Association (CFA), Legal500 and IFLR1000 and in the Limassol Chamber of Commerce and Industry.

CHRISTIANA PETROU MILIS LLC
Advocates & Legal Consultants

Corporate Finance Law

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Christiana studied law at Aristotle University of Thessaloniki, where she also attended and passed the exams of the Bar Association of Greece with excellent marks. She obtained an LLM on Corporate Law and an LLM on IT & Telecommunications Law from the Glasgow School of Law. She is currently attending an MBA from the CIIM and in the process of submitting a diploma thesis on an innovative research project.

Her main specialisations are in corporate governance, banking and finance, cross-border mergers and acquisitions, joint ventures and corporate restructurings. She provides advice to clients on general corporate and commercial law matters and also assists various companies on receiving licenses and regulatory approvals by the competent authorities. She has a special interest in IT and IP law and extensive experience in corporate litigation representation for large corporate organisations and banking institutions before the Cyprus and Greek courts.

Bar Associations:

Bar Association of Cyprus; Bar Association of Famagusta; Bar Association of Greece; International Bar Association; IT Law Bar Association.

Christiana Petrou MILIS LLC

Christiana Petrou MILIS LLC is totally focused on building trusting relationships with its clients by providing them with honest, achievable and profitable advises.

CPM was founded in Greece in 2004 under then name Christiana Petrou & Dimitra Petri Law Firm. A few years later the firm expanded to Cyprus where it now has its central offices. Since its inception, Christiana Petrou MILIS LLC has been developed rapidly. The firm's team consists of young and energetic teams of lawyers and company administration specialists. It aims to provide tailor made solutions in a speedy and confidential manner.

The firm builds long-term relationships with its clients because by offering quality legal support, profitable business solutions and on-going contact and communication because it understands the needs of its clients. Among its clients are some of the top technological companies in US, Germany and in Cyprus participating in R&D projects.

Demetriou & Demetriou L.L.C
ADVOCATES & LEGAL CONSULTANTS

Criminal Litigation

Commercial Law, Banking Law, Corporate Law

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Mr Antonis Demetriou has been practicing law successfully since 1995. He has been the managing director of one of the most successful legal firms in Cyprus, i.e. Demetriou & Demetriou LLC., for the past 15 years, a law firm which deals with very high profile clients ranging from physical persons of public interest to the country, to firms of international reputation as well as the largest banking and insurance institutions.

In 1993 Mr Demetriou obtained his LLB (Honours) in Law by the University of Kent, UK and in 1996 he became a Barrister at Law, Member of the Honourable Society of Gray's Inn in London. He has been a member of the Cyprus Bar Association since 1995.

Mr Demetriou specialises in Criminal Law in which he has demonstrated distinguished proficiency for more than 20 years and is considered as one of the most popular and accomplished criminal lawyers in Cyprus. He has been involved with criminal litigation at all levels and especially at the High Court Level and has offered his legal services with great success to numerous clients in serious and high profile criminal cases.

He is a member of several Fund Raising Organizations in Cyprus and has served as the Chairman of "Anorthosis Famagusta Football Club", one of the three largest football teams in Cyprus.

Radix Legal & Consulting

England

Africa Capital Markets

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Elizabeth Uwaifo is an English qualified lawyer with over 25 years' experience in various major City of London law firms advising on a wide variety of bilateral and syndicated loan agreements, debt and equity capital markets transactions; derivatives and other hedging agreements, and other corporate and commercial transactions and finance arrangements.

She is recognised in the London market as an expert in derivatives and has co-authored a book titled "Practical Derivatives" published by Globe Publishing. She has also been recognised by the IFLR 1000 as an 'EMEA Leading Lawyer' within 'UK Capital Markets' (2014 Edition) and Chambers UK as a 'Leading Individual' within 'Capital Markets: Securitisation' and 'Capital Markets: Structured Finance & Derivatives' (2013 Edition).

Elizabeth is passionate about facilitating finance transactions between European and African entities. She recently completed a study looking at initiatives to deepen the Nigerian capital markets and has written several thought-leadership articles on financing infrastructure development in Nigeria and the rest of sub-Saharan Africa.

Elizabeth graduated with a first class degree in law from University College London and a BCL from Merton College, Oxford University. She qualified as a barrister of the Middle Temple in 1989 and re-qualified as a Solicitor of the Supreme Court of England and Wales in 1992.

She is the owner and Managing Partner at Radix Legal & Consulting Limited and was previously a senior Partner at leading international law firm Sidley Austin LLP and Fasken Martineau LLP and a Director at UBS Limited.

She is a Co-Chair of the Legal and Compliance Peer Advisory Group for 100 Women in Hedge Funds in London.

Practice Areas

- Finance
- Derivatives
- Corporate Restructuring/Investment
- Regulatory

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Insolvency

Business Recovery & Turnaround; Accounting; Debt and Cashflow Management

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Lynn has been at the head of Gibson Hewitt since founding the firm in 1988. Over the last three decades, she has built the practice into one of Surrey's leading business recovery and insolvency firms offering support and assistance to a wide range of businesses, individuals and organisations.

Its talented business recovery specialists work closely with business owners, professional advisers and other stakeholders to identify issues and find solutions that create a stable foundation for future success.

Business recovery is at the heart of the practice and Lynn and her team do their utmost to ensure that each client recovers from whatever downturn it is experiencing – whether they are large multi-nationals, small partnerships or just individuals.

There are a number of operational and financial challenges that businesses regularly face, which without proper management can lead to distress and potentially administration or liquidation, but with careful, early intervention many businesses can recover.

Where Gibson Hewitt cannot provide workable solutions, then it works with creditors to ensure their needs are met and any debts recovered. The firms aim is to always provide a friendly and caring service; however, it is tenacious in securing payment for clients where they are owed and works hard to recover any debts that they may have.

Gibson Hewitt has been told time and time again by clients that its advice is easy-to-understand, with many wishing they had sought the firm's services sooner. It has helped hundreds of businesses on the road to recovery with its wide range of remedies.

For a firm of its size, Gibson Hewitt continues to punch well above its weight, often taking on complex cases that some larger firms wouldn't feel confident handling – all of which is backed up by Lynn's expertise and strong leadership and guidance.

SEYFARTH SHAW

England

International Employment Law

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Mr Talibart is a partner in the International Labour & Employment practice of Seyfarth Shaw (UK) LLP and leads the firm's London office. He is qualified in both Canada and the UK.

Mr Talibart is employment counsel to major multinationals and financial institutions on strategic cross-border employment issues. His expertise is in all aspects of UK and cross-border employment law, in particular international corporate restructuring, mergers and acquisitions, corporate governance (employment), financial services compliance and ethical HR issues. He is an accomplished human rights advocate and has given formal evidence to the Parliaments of the UK and Canada on draft Modern slavery laws. He has led some of the largest and most complex employment law projects in the world, including the core redesign of a national labour law system and a multi-billion euro global restructure in 120 jurisdictions.

Mr Talibart is a popular speaker and has lectured in the United States, Europe, the Middle East and Australia on international employment law issues. He has appeared on BBC Television News and has been quoted in major British, French and German newspapers including The Times, The Financial Times, The Independent, The Guardian and The Sunday Telegraph. He has been published widely in various HR and employment law journals in the UK, Europe and in the US. His work has been recognised by several legal awards organisations.

He is co-chair of the Employment and Industrial Relations Law Committee of the International Bar Association.

ALLENIP
UK and European Intellectual Property Services

England

Patents **UK, European and International (PCT) directly. Other countries indirectly through overseas agents** Designs; Trademarks

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Mr Matthew Allen, owner of Allen IP Limited, is a registered UK Patent Attorney regulated by IPREG, a Fellow of the Chartered Institute of Patent Attorneys (CIPA), a European Patent Attorney, a European Design and Trademark Attorney, and a member of International IP associations.

Mr Allen obtained a Masters degree in Management of Intellectual Property Law from the University of London.

Mr Allen trained as a patent attorney in private practice, and obtained experience as an "in-house" attorney overseeing a Research and Development department. Mr Allen founded Allen IP Limited in 2008.

Having obtained a Bachelors degree in Mechanical Engineering from University of London, Mr Allen specialises in inventions and designs in the mechanical engineering technical field, and neighbouring technical fields, example products and processes being industrial and consumer products, manufacturing processes, drilling and cutting processes such as can production, vehicle technologies (land, sea, and air), medical devices, advanced materials, renewable energy systems, earthworks apparatus, outdoor expedition equipment and rock climbing gear.

Mr Allen enjoys participating in *inter partes* and *ex parte* proceedings before the UK, the EPO, and the EUIPO.

Mr Allen also advises clients on IP strategy and how to circumvent, or invalidate, their competitors' IP.

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Tax Planning

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Nigel Eastaway OBE FCA, FCCA, FCMA, CGMA, FCIS, CTA (FELLOW), MRICS, MAE MEWI, CPA (HK), FTIHK, FOI, TEP, AIIT, SBV, FRSA, FBIS Is a partner in MHA MacIntyre Hudson which is a member of Baker Tilly International which is represented in more than 140 countries in 745 offices throughout the world.

Nigel was honoured with the OBE for services to Taxation Law and is a member of the Expert Witness Institute and Academy of Experts. He has appeared in court cases concerning share valuation, compensation for loss of office, compensation for loss of profits, professional negligence, partnership disputes, matrimonial disputes and tax fraud. He has also participated in arbitrations, alternative dispute resolutions, tax appeals before the Lands Tribunal and Tax Tribunals.

He has lectured on the valuation of intangible assets and rights in London, Amsterdam and New York. He is lead author of The Tax Adviser's Guide to Trusts, Intellectual Property Law and Taxation, Practical Share Valuation and editor of MHA MacIntyre Hudson's Yellow and Orange Tax Guides published by Lexis Nexis.

He is a member of the Taxation Technical Committees of the Institute of Taxation and ICAEW Tax Faculty.

SUSILUOTO
asianajotoimisto / attorneys-at-law

Finland

Copyright

International Contract Law; Data Privacy; Intellectual Property

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Olli Soulié's areas of expertise include copyright issues and other matters of intellectual property, such as trademark questions and their related court proceedings. He assists a wide variety of companies and professionals.

He has been involved in several court cases leading into legal precedents in this area.

He is also known for his expertise in contract law and assists clients in international matters on a daily basis. He is also specialised in matters of data privacy.

boyden

Finland

Technology Sector Executive Search

Executive Search - Fintech; Life Science Tech.

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Erkki Panula, Managing Partner at Boyden Finland, Global Head of Fintech and Life Science Tech., 56 years, Finnish national.

Languages: Finnish, English, Swedish

With 15 years' experience in international executive search in the High Technology, Life Science Technologies and Fintech sectors companies, Erkki leads international and local assignments for listed, VC-owned and other growth companies addressing transitional changes. He also works across industries with companies facing digital transformations while implementing emerging technologies such as IoT, AI, Data Analytics and SaaS. Erkki typically focuses on Board and CxO-level executives, while also conducting Leadership reviews for Boards and Management teams.

Prior to the Executive Search, Erkki spent 25 years' in senior executive roles for global ICT-, Software and Electronics sector companies in the US, EMEA, Nordics and Russia. He held several Executive roles at US-listed Tech Data Corporation, located in Finland and Switzerland. He was EVP for Stonesoft Corporation, a global cybersecurity company. He began his career in military electronics in R&D Engineering and project management roles. While in leadership roles he recruited hundreds of professionals and executives globally. He was a Board Member of Boyden World Corporation during 2009 to 2012.

Erkki holds a B.Sc., engineering from the Swedish Institute of Technology/Tekniska Läroverket (Helsinki).

John Brown
BARRISTER

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International Trusts

International Trusts Advisory; Asset and Estate Planning; Commercial Consultancy

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John Brown consults to professionals in the field of trust law, providing specialist advice for lawyers, accountants and trust companies. In the area of litigation, he works principally with senior barristers who are engaged in litigation that involves trusts, providing specialised assistance and solutions. He has also had considerable experience as an in-house commercial lawyer. John is currently based in Europe providing specialised consultancy services.

John is a seasoned adviser with decades of experience in the fields of trusts, and asset and estate planning. He is a barrister of the High Court of New Zealand, a member of: New Zealand Law Society, New Zealand Bar Association, Chartered Accountants Australia and New Zealand (member and co-convenor NZ Trusts Special Interest Group), STEP (member of the NZ education committee and STEP international contentious trusts & estates SIG committee).

John is the author and reporter of New Zealand Trust Reports (NZTR), an official law report series covering High Court and appellate court judgments concerning trusts, author and editor of New Zealand Trusts & Asset Planning Guide (1999-to the present day), editor and a co-author of New Zealand Master Trusts Guide, (published by CCH/Wolters Kluwer). John's expertise has also equipped him as an experienced conference, seminar and webinar speaker.

Labour & Employment

Lionel Paraire

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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Stehlin & Associés

France

M&A

Corporate Law; Private Equity; Financing

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As member of the Paris bar, Armelle Maitre was involved in the creation of the law firm Stehlin & Associés after six years spent at the Paris law firm Klein & Associés in corporate law and tax law. She became a partner of Stehlin & Associés in the M&A and corporate practice in 1991. Today, she leads the corporate and M&A team.

Ms Maitre hold a master's degree in business law from the University of Paris-II Assas and a DEA (post-graduate degree) in business law from the University of Paris-I Panthéon-Sorbonne; she practices in both French and English.

Ms Maitre has been recognised for her expertise in M&A, private equity, corporate law and incorporation of companies, and financing and capital markets.

Her clients include small, medium and mid-tier sized companies, investment funds and managers. While she has never intended to limit her practice to a single sector, she has more specific expertise in the food sector, financial and banking sectors, luxury products industry, new technologies and steel and chemical industry.

Her recent work includes advising Artal on its sale of 100% of the Mankattan Group in China to the Mexican Grupo Bimbo group, the world's largest industrial baking company.

According to Ms Maitre, her main strength is her involvement with her clients, her capacity to find tailor-made and pragmatic legal solutions, her solid corporate and M&A background gained in working on a wide range of transactions for over 30 years and her transversal approach to assist them in solving complex and strategic operations, from the preliminary step (spin-off, carve-out) to the implementation of post-acquisition or merger integration processes.

"I distinguish myself from competitors thanks to a cohesive and stable team, a real commitment and being partner of an independent law firm" she said.

GRP RAINER LAWYERS

Germany

Commercial Law

Capital Markets Law; Tax Law

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GRP Rainer LLP is an international law firm with lawyers specialising in business law, commercial law and company law. The attorneys counsel commercial and industrial companies and corporations, as well as associations, small- and mid-sized businesses and private individuals worldwide from offices in Cologne, Berlin, Bonn, Düsseldorf, Frankfurt, Hamburg, Munich, Stuttgart, Germany and London UK. Knowledgeable and experienced.

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GRP Rainer LLP provides the comprehensive knowledge necessary to compete in today's ever-changing and expanding global markets – legal advice and tax advice.

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The firm takes pride in being a client-oriented service provider. Their clients' best interests determine every move. With their dedication to reliable, individualised advice they develop customised interdisciplinary and comprehensive solutions.

GRP Rainer has access to a complete range of integrated and comprehensive consulting expertise at its fingertips, from legal advice and management consultancy. GRP Rainer is therefore able to offer rock-solid and well-balanced success-oriented solutions to national and international companies regardless of their size, legal form, industry sector or complexity of issues. The firm carefully considers all business aspects on the basis of its outstanding specialised knowledge and extensive experience.

GRP Rainer has steadily and consistently continued to develop its expertise since the establishment of the practice over 30 years ago. Today, the team of specialists made up of industry professionals and all of its staff members are working for the client from offices in Cologne, Berlin, Bonn, Düsseldorf, Frankfurt, Hamburg, Munich, Stuttgart and London.

EVERSHEDS SUTHERLAND

Germany

Corporate Litigation

Arbitration; German Trade Law; International Trade Law

Stefan Saerbeck

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Stefan is a German lawyer specialising in corporate and commercial dispute resolution (both national and international). Stefan is recommended by the internationally renowned expert lists of Global Law Experts, IR Global and Corporate INTL.

Clients praise him for his hands-on approach, his high level of responsiveness and his ability to close complex, high profile matters in a speedy, cost efficient way, often applying creative solutions to solve deadlock or cornered situations. Stefan is also a lecturer at the German Military University in Munich. Amongst others, his lectures focus on German corporate law and international trade law.

After having obtained a high school degree in the USA as well as a German-French high school degree in Germany, Stefan studied law at the universities of Muenster, Lodz / Poland and Berlin. Stefan was the president of the Muenster University Debating Union, one of the oldest and most prestigious Debating Unions in Germany, and regularly took part in debating tournaments in German and English. After his legal clerkship with the Higher Regional Court Berlin, Stefan worked for one of the worldwide largest US-based law firms from 2009 until 2011. From 2011 until 2017, he worked for one of the leading German international law firms, before joining Eversheds Sutherland in 2018.

Stefan's recent experience includes advising:

- The CEO and 50% shareholder of a German company in a highly complex shareholder battle, including injunction proceedings in German courts
- The name partner and main shareholder of one of the biggest German law firms in a dispute with his co-partners
- A foreign company in an international trade dispute with a German company, including representation in arbitration
- An international investor in a Post-M&A-Dispute
- Arbitration proceedings under ICC-Rules, DIS-Rules, ad-hoc-Rules, Hamburger Warenverein-Rules

Stefan is fluent in German, English and Polish and conversant in French.

PATENTSHIP

Germany

Intellectual Property Law

Dr.-Ing. Dipl.-Ing. Robert Klinski

PATENTSHIP

Patentanwaltsgesellschaft mbH



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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 digital signal processing for multicarrier systems. During his doctorate he worked with the Fraunhofer Institute for Communication Systems in Munich where he designed wired and wireless communication systems and held the position of a project and group leader. Furthermore, he is the author of numerous publications in the field of digital telecommunications and mentioned as inventor in several patents.

Robert Klinski has been working in the field of intellectual property since 2002 and is the founder of PATENTSHIP. He has extensive experience in infringement and nullity proceedings as well as in preparing and prosecuting German, European, PCT- and US-patent applications particularly in the area of electrical engineering, telecommunications, digital signal processing, RF technology, digital and analogue circuit design, coding, cryptography, software, medical systems, mechanics and optics.

Robert Klinski lectures frequently on software patents under German, European and international patent law.

PATENTSHIP Patentanwaltsgesellschaft mbH

While the focus of the firm's work is the prosecution of patents and other protective rights including utility models, trademarks and designs in Europe and throughout the world, a close cooperation with attorneys at law specialised in IP allows it also to offer qualified services in nullity and infringement proceedings. Moreover, a wide network of associate patent firms throughout the world enables the firm to implement multinational IP strategies for its clients.

PATENTSHIP provides world-wide full cover service for intellectual property matters such as German, European, Asian and US patents, German and foreign utility models, applications under the Patent Cooperation Treaty (PCT), national, international and Community trademarks, national and international design models and topographic designs, trademark and patent searches, expert analysis, litigation, license matters, the law of employees' inventions, portfolio and intellectual property right strategies.

BOEHMERT & BOEHMERT

Germany

IP Litigation

Copyright; Designs; Media

Anke Nordemann-Schiffel

BOEHMERT & BOEHMERT



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Anke Nordemann-Schiffel is a specialist in the protection of industrial property rights.

Dr Nordemann-Schiffel studied the science of law at the Universities of Paris 1 (Panthéon-Sorbonne), Goettingen and Munich. She subsequently earned her doctorate at the University of Munich, as a scholar in the 'Arbeitskreis Wirtschaft und Recht', on questions of German-French private international law.

Dr Nordemann-Schiffel joined Boehmert & Boehmert in 1999. Her specialist areas include not only copyright, trademark, press and competition law, but also international law. In the trademark area, she coordinates international litigation and manages and coordinates extensive international portfolios. In the field of copyright law, she advises and represents large and small scientific and literary publishers and film companies. In addition, she advises extensively on matters regarding personal rights. Her clients further include companies in the food and cosmetics industries.

Since 2010 Dr Nordemann-Schiffel has chaired the Berlin district group of the German Association for the Protection of Intellectual Property. In addition, she is a member of the Federal Chamber of Lawyers Industrial Property Rights Specialist Committee. She is additionally a member of the Specialist Committee on Industrial Property Rights of the Chamber of Lawyers of the State of Brandenburg.

Apart from her activities as a lawyer, she teaches at Humboldt University in Berlin and regularly holds seminars for the German Lawyers Academy, such as the annual specialist course on copyright and media law with aspects of international law, and a course on publishing law. She is also a member of the board of the Ada and Emil Nolde Foundation.

Professional Associations

- AIPPI
- INTA
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Maiwald

Germany

Patent Litigation

IP transactions and Technology Contracts; Pharmaceutical Law

Marco Stief

Maiwald Patentanwalts - und Rechtsanwaltsgesellschaft mbH



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Marco Stief is a partner and head of the legal department at Maiwald. He has extensive experience in international and national patent infringement litigation, in border seizure proceedings and disputes regarding technology agreements. He also regularly advises companies on complex IP transactions and on a wide variety of technology-related contracts.

For several years running, the Intellectual Asset Management (IAM) magazine has listed Marco Stief among the top 300 "World's Leading IP Strategists" as well as among the top 1000 "World's Leading Patent Professionals". He is mentioned in the German JUVE-Handbook as being "frequently recommended" by clients who, according to JUVE, in particular praise his pragmatic approach and exceptional legal expertise. In its October 2015 issue, the journal "WirtschaftsWoche" praised Marco as one of the best patent lawyers in Germany, and Legal500 recommends him as "pragmatic, fast, results-oriented and always meeting the highest professional standards".

Marco teaches intellectual property law at the University of Dresden as well as patent and international contract law at the University of Marburg. He is the author of numerous expert papers and co-author of the Handbook of Patent Law published in both German and English. He is co-author and editor of the German "Handbook of Pharmaceutical Contracts" and the European handbook "Supplementary Protection Certificates".

He is an active member of the German Association of Intellectual Property (GRUR), the German Attorney Association (DAV), the German-American Lawyers' Association (DAJV), Association of IP Experts (VPP) and the Licensing Executives Society (LES).

In the course of his academic career, Marco received scholarships for outstanding academic achievement from Fulbright International, Rotary International, the German Federal Parliament and the German Academic Exchange Service. He completed postgraduate studies in law at the prestigious University of Chicago, US, where he was awarded the academic degree Master of Laws (LL.M.).

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Mark Browne is a global partner in the Financial Services Group of Dechert LLP. He primarily focuses his practice on the structuring, establishment and operation of investment funds in Ireland, including UCITS and Alternative Investment Funds. He has in excess of 15 years of experience in the funds industry and has worked in a number of the key global centres. This international experience is of particular assistance when advising international managers familiar with off-shore structures, as well as with regard to the redomiciliation of offshore funds to Ireland and the restructuring of hedge funds as UCITS.

Mr Browne also advises on issues affecting clients throughout the financial sector, including with regard to MiFID, anti-money laundering regulations, emoney and payment systems, data protection, distance selling and internet-based products and investments. He also has experience advising on issues affecting service providers such as administrators, custodians, prime brokers, distributors and investment managers.

Prior to joining Dechert, Mr Browne was a partner in the financial services practice of a large Irish law firm. He previously worked in the funds practice of a leading Cayman Islands firm where he focused on hedge funds, as well as for a global custodian based in Luxembourg.

A graduate of University College Dublin, Mr Browne has previously been admitted to practice law in England and Wales and the Cayman Islands, as well as Ireland. He currently only practices Irish law.

He is a frequently published author and speaker with regard to issues relating to the financial services industry and is recommended as a leading investment funds lawyer by The Legal 500 and Chambers Europe. He was named as 'Investment Fund Formation Lawyer of the Year in Ireland' in the Corporate Intl Magazine Global Awards, 2017.

Mr Browne also serves as a director of Dechert Secretarial Limited, an entity authorised in Ireland to operate as a trust or company service provider.

MOORE STEPHENS

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Client Relationships; Team Development and Career Planning; Marketing and Communications

Clive Dixon

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With an honours degree in finance and accounting, Clive joined EY in Birmingham and qualified as a Chartered Accountant in 1981 before becoming a Fellow of the Institute in 1992.

He spent seven years in Bermuda, initially with EY, before taking up the position of President and CEO of Aon Bermuda.

In 1989 Clive moved to the Isle of Man to establish Moore Stephens Isle of Man (MSIOM), now one of the largest firms of Chartered Accountants in the Island. He has overall responsibility for the firm's strategic direction, client servicing and client relationships.

The firm has "Investor in People" accreditation and ISO 9001:2015 certification. MSIOM is also a full training office with the Institute of Chartered Accountants in England & Wales, a platinum accredited training office with the Association of Chartered Certified Accountants and is closely involved with the Isle of Man Government Department for Enterprise. In 2010 MSIOM was recognised as an Isle of Man Champion business by the Island's Chief Minister.

Clive currently leads a major international forensic project involving millions of pounds and hundreds of illegal transactions resulting from a fraud that occurred over a decade. This involves first identifying and tracking the movement of assets and then locating assets, monetary and physical, around the world. Ultimately it will necessitate perfecting the ownership of these assets and restoring them to their appropriate owners.

Clive is a member of the Society of Trust and Estate Practitioners, the Chartered Institute for Securities & Investment, the Chartered Institute of Marketing, the Chartered Management Institute and the Institute of Directors. He has been listed on Citywealth's Leaders List for eight consecutive years and is one of only two Isle of Man accountants to be included. Alongside this achievement he was also featured on the Citywealth's Top 50 Editor's Choice list in November 2017.

Administrative Law

International Administrative Issues

Avv. Andreina Degli Esposti

Studio Legale Villata, Degli Esposti e Associati

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Andreina Degli Esposti graduated magna cum laude in Law from the University of Bologna in February 1984. She also studied at the University of Münster and was admitted to the bar in 1986. She has been involved in research and lecturing in the department of Constitutional Law at the University of Bologna and the departments of Administrative Law at the Universities of Milan and Pavia, publishing various essays and contributing entries to legal encyclopaedias.

Throughout the course of her practice – which covers both judicial (predominantly before the Regional Administrative Tribunals and the Consiglio di Stato) and extrajudicial (stipulating agreements with Public Administrations and providing counsel in the administrative areas of M&A and joint ventures) work – she has gained expertise in the sectors of procurement (also concerning the German legal system), environment, telecommunications and town-planning. She also has extensive experience as a member of the Board of Arbitrators. Currently, she is involved in the professional network of the online administrative law review "GiustAmm.it".

Andreina Degli Esposti was selected among the Italian experts in Administrative and Public Law to contribute with an in-depth analysis of the features and discipline of the Italian Energy Market, published in the Volume "The Energy Regulation And Markets Review" 2017 (forthcoming new edition 2018).

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Dalla Verità & Partners provides services to international groups and high-net-worth individuals (HNWI). Our team combines a well-established expertise with a thorough knowledge of corporate law and international taxation.

The constant analysis of global economics complements the legal competences of this innovative boutique firm.

A worldwide network of fellow professionals and organisations ensures a friendly, customised approach: this not only makes Dalla Verità & Partners the ideal investment advisor, but also an invaluable partner for the optimisation and restructuring of existing entities from a legal and financial perspective.

Gianluca Maria Dalla Verità, a chartered public accountant, auditor, TEP and published writer, is the founding member of Dalla Verità & Partners, with, among others, branches in Bologna and London. Along with his associates, he is specialised in advisory, M&A (advisor and originator) and cross-border taxation. He is experienced in financial instruments, securitisation vehicles and NPLs schemes in compliance with EU legislation, and has a longstanding record of accomplishments in the Far East and in Africa.

He is a member of various international bodies in the field of international tax law, and of the London branch of STEP, the world Society of Trust and Estate Practitioners.

He works with HNWI in areas such as tax structures for managers and sportsmen, real estate tax planning, and the arts. His experience in trusts, foundations and probate proceedings makes him the best counsellor for wealth management and family businesses.

Gianluca has been studying worldwide trends and habits all his life. The core of his analysis is what lies behind macroeconomic phenomena. He is equally at ease exchanging ideas with ordinary people, scholars or leading entrepreneurs. His curiosity to understand the "stories behind the story" underpins strategic analyses of future events - insights that he enjoys sharing with both clients and friends in open conversations.

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ARBITRATION & LITIGATION

Italy

Litigation

Arbitration: International Commercial
Contracts: Private International Law

Marco Torsello

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Marco Torsello, a dual (Italian and US) citizen, uniquely combines the competences and experience of a successful transnational litigator and those of a highly-regarded transactional lawyer. After two decades of successful practice (first with the firm Studio Galgano and then through his own practice), he joined ARBLIT in 2014, effectively contributing to the establishment of the firm's network of international correspondents, which ensures a seamless and efficient service in cross-border litigation. In 2017 he became name partner, responsible for the department of litigation.

In over twenty years of practice Marco has successfully represented top foreign and domestic clients in a variety of business-related matters and has developed specific skills and knowledge in transnational and multi-jurisdiction litigation, in ordinary, ex parte, and summary proceedings. He has often represented clients in disputes over jurisdictional issues, the law applicable, the recognition of foreign judgments and awards, attachments proceedings and other interim measures, also in support of claims brought before foreign courts or arbitral tribunals.

The many substantive areas of his litigation practice include most types of commercial contracts, corporate litigation, IP-related litigation, unfair competition, antitrust litigation, procurements and construction projects including the injunctive relief for abusive calling on bank guarantees, bankruptcy-related litigation, professional and medical malpractice and product liability.

Marco's practice greatly benefits from his parallel scholarly work. He is professor of comparative law and transnational commercial law and has taught in some of the most prestigious Universities in Europe and the US. In this capacity he has often advised top foreign and domestic clients on complex, multi-jurisdiction transactions and on several cases he served as expert before foreign and domestic courts. He also often appears as counsel and sits as presiding, sole and party-appointed arbitrator in ad hoc and institutional, international and domestic arbitrations under a variety of rules and governing laws and has also worked extensively in court proceedings assisting arbitration.

MERANI
VIVANI
& ASSOCIATI

Italy

Public Law

Administrative Law, Environmental
and Energy Law; Public Procurement

Merani Vivani & Associati

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Merani Vivani & Associati is a leading firm in administrative and public law in northern Italy. Acting both on domestic and international basis, Merani Vivani & Associati has been recently increasing its practice areas including environmental and energy law as one of its main areas of expertise.

Based in central Turin, it has operating desks both in Milan and Genoa.

Merani Vivani & Associati is able to offer clients high-qualified legal services since it pursues a direct approach to its clients' needs, combining technical competence with a customer oriented philosophy.

The firm regularly manages all fields of administrative and environment law and subsequent litigation; it currently hosts 16 professionals who have acquired solid skills in specific sectors, including public contracts, environmental law, urban planning, public companies, PPP/PFI, international tenders, proceedings before independent authorities, public accounting liability.

Merani Vivani & Associati represents clients before different Administrative Courts, i.e. Regional Administrative Courts, Court of Appeal (Consiglio di Stato), Public Accounting Courts (Corte dei Conti), Civil Courts, i.e. Tribunals, Courts of Appeal, Italian High Court (Corte di Cassazione), special Courts, like the Regional and National Public Waters Courts, as well as arbitration boards both public and private. In addition the firm has developed significant experience in due diligence activities related to its main expertise.

The name partners Carlo Merani and Claudio Vivani are frequent speakers all over Italy on all of their specialist subjects and they are both published authors.

Merani Vivani & Associati has been gaining growing widespread appreciation over the years, including remarkable clients such as public administrations, international cultural institutions, private companies, corporations listed in the stock market.

OPTIMUM
asset management

Luxembourg

Asset Management

Andrea Suriano

Optimum Asset Management



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Andrea Suriano joined Optimum Asset Management in 2014 from the high profile international law firm Simmons & Simmons where he was a senior lawyer in the International Capital Markets group in London.

He brings a much needed expertise in the legal area and holds the position of Group's Head of Legal & Compliance. Prior to joining the company, Andrea trained in London, Rome and Milan, respectively, at Freshfields Bruckhaus Deringer, Bonelli Erede Pappalardo and Chiomenti Studio Legale. He was also seconded in the Legal departments of Credit Suisse, JPMorgan Nomura and Mediobanca. He also worked for Morgan Stanley as a senior lawyer in the Transaction Management Group.

Andrea sits on the Board of Directors of Optimum Asset Management (Luxembourg) S.A. and holds a Magister Juris at Oxford University in Comparative Law and a dual qualification of Solicitor of England and Wales and Italian Avvocato.

Optimum Asset Management

Optimum Asset Management is a trusted partner to many of the world's top institutional investors, and through its various investment vehicles the firm preserves and protects assets for public and corporate pension funds, and other institutional investors. With a wealth of entrepreneurial ideas, the firm believes that it has created a world class investment business built on a foundation of uncompromising commitment to excellence.

Optimum Asset Management's credo is to create a firm that puts clients' needs first, that is independent and conflict free, adheres to the highest ethical standards and strives to create long-term value for its investors. Its business is based on a strong partnership culture, solid foundation of intellectual capital, commitment to exceptional performance and uncompromising integrity. Constantly striving to deliver compelling risk-adjusted returns over the long term, the firm is committed to understanding client's portfolio needs. The firm believes that talent, discipline, commitment and high ethical standards combined with availability of capital are the foundations of value creation.

CRS
CharlesRussell
Speechlys

Luxembourg

Investment Management and Funds

David Louis

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David is the head of the firm's Luxembourg office. David is the head of the Investment Management and Funds group of the Luxembourg Office. David's practice covers all areas of investment funds (UCITS and AIF/M), including fund formation and investments and regulatory compliance. He specialises in alternative investment funds.

David is an active member of the ALFI (Association Luxembourgeoise des Fonds d'Investissement) notably at the level of the AIFMD, Private Equity, Real Estate and Socially Responsible Investment committees. He is the co-chair of the equity crowd funding and peer to peer committee. He has over 15 years of acute legal expertise in this field acquired in international law firms based in Luxembourg. David is a member of the Luxembourg Bar and co-chair of the American Bar Association Subcommittee on Private Equity and Venture Capital Funds. David is quoted in several professional directories including Legal 500 and Chambers. David is a regular speaker at international conferences and seminars. David speaks French, English and Spanish.

David is admitted to practice in Luxembourg.

Translation Services

Financial Services Training;
Consultancy Services

Mark L. Zammit

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.

Whether a client is an individual looking for career progression, a small to medium sized company looking to assess their current situation and obtain strategic direction or an established corporation looking at consolidating its market position by motivating its staff, ATCS Consultancy Ltd has the expertise and hands on approach towards your success.

ATCS' translations service is one of the most cost-effective and efficient services on the island. All translations are done by professional translators based around the world and communicate with each other and ATCS through its online network. Translations are also proof read by a second team of international translators.

Emphasis is made on the fact that ATCS has a human touch to all of its translations.

ATCS provides translations in any language and specialises in cross-border translations.

Multi-Lingual Translations

- Over 30 different languages with over 100 possible cross border translation combinations.
- Multi format Text acceptable and Original Format translation.
- Speedy service with an average of 9000 keystrokes per day.
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- Urgent same day translation requests also possible.

Website Translations and Localisation

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Software Translations

- User Interfaces, Software Guides and Software Documentation

ATCS Consultancy Ltd



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ABVADVOGADOS | ALVES, BOTELHO, VARELA & ASSOCIADOS
Sociedade de Advogados R.L. | Law firm

Portugal

Commercial Law

António Paula Varela

ABVADVOGADOS ALVES, BOTELHO, VARELA & ASSOCIADOS SOCIEDADE DE ADVOGADOS, R.L.



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ABV ADVOGADOS is traditionally a law firm dedicated to business law. We are privileged partners of a large number of Portuguese and foreign companies, on a wide range of activities, in their operations both in Portugal and overseas.

In addition to legal consultancy, the firm activity is also highlighted for its litigation practice, ensuring the uncompromising defence of clients' interests also in this field. Considering the increasing demand for legal services by individuals and families, including foreigners who choose Portugal as a living or working destination, we recently developed a specific Private Client practice, focused specially on residence, citizenship, family, inheritance and tax matters.

At ABV ADVOGADOS, we work focused on the client. We truly believe that only a proximity relationship and thorough understanding of our clients allows us to efficiently represent and defend their interests. Furthermore, we always want to be a constructive partner to our clients, providing pragmatic and objective legal solutions which result in fact in an added value to their activity. Finally, we are committed to working in Portugal and in the other jurisdictions in which we operate, always following the highest possible standards and fulfilling scrupulously the ethical and deontological rules governing the practice of the law.

Apart from the activity in Portugal, the firm actively supports Portuguese and foreign individuals and companies in international projects, particularly in Angola, Cape Verde and Mozambique, jurisdictions where the firm has established local partnerships and has extensive experience.

Furthermore, the firm is the exclusive member for legal matters in Portugal of the Alliott Group, a prestigious international network of law. This alliance allows us to better serve our clients not only in Portugal and in the other jurisdictions where we normally operate, but also in all the other countries where there are Alliott Group members.

ALBUQUERQUE & ASSOCIADOS
Sociedade de Advogados RL - LL Law Firm

Portugal

Competition Law

European Union, Regulation, Unfair Competition

Sónia Gemas Donário

Albuquerque & Associados



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Sónia Gemas Donário is Managing Associate of the Competition and European Union Department of AA and has been practicing competition law for nearly 15 years, with a particular emphasis on merger control, cartel and dominance matters, implementation of antitrust compliance programmes and trade restrictive practices.

Her practice covers a wide range of industries, including ports, food and beverage, chemical, energy technologies, trade and distribution, electronic communication, renewable energies and pharmaceuticals. Sónia's regular clients include international and national market leaders in those industries.

She is a graduate and has a Master's degree from the University of Lisbon Law School (ULLS), and is a PhD student in the area of Competition and Regulation Law at the same faculty. Also has Postgraduate studies: European Union Law, European Institute of ULLS; Public Regulation and Competition, Centre for Public Law and Regulation Studies, Faculty of Law of the University of Coimbra; and Public Procurement Law, ULLS.

Alongside with the lawyer experience, Sónia also had experience with an internship at the Court of Justice of the EU; Assistant Professor at FLUL; Assistant Professor at University Autónoma of Lisbon; Lecturer at European Institute of the FLUL.

In the specific area of Competition Law, she was Legal Officer at Portuguese Competition Authority and represented this institution in European Commission Working Groups.

Albuquerque & Associados is one of the longest established Portuguese Law Firms in the field of business law, both domestic and international and its origin can be traced back to 1922. Was founded by two distinguished university professors of law. The firm's clients includes international corporations from around the world and leading Portuguese companies. AA is also engaged as a legal consultant by government authorities in Portugal and abroad. The firm has set consistently high standards for legal services, combining sound scholarship with a customer-focused approach. AA has also developed and expanded its African business.

KETNER
ZAŠČITA INTELEKTUALNE LASTNINE
INTELLECTUAL PROPERTY PROTECTION

Slovenia

Intellectual Property

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KETNER Ltd., an official Patent Attorney, is one of the best legal offices for IP Law in Slovenia, founded by Meti Ketner in 2008. The firm – which this year celebrates its tenth anniversary – focuses on industrial property protection (patents, trademarks, industrial designs, etc.). KETNER Ltd. offers a comprehensive and strategic approach to the IP challenges of modern times, both corporations as well as to individuals.

The firm expertise includes in-depth analysis of the idea itself, focussing on problem solving inventions and related patent technical documentation. This is backed up with legal advice, expert reports, IP searches and monitoring, and IP valuating, along with other specialist support in the field of industrial property rights and beyond.

KETNER Ltd. prides itself on its vision, optimism, and ability to allow the originality of owners to be expressed though their intellectual property. The firm's services range from representation in the processes of acquisition, registration, maintenance, and enforcement of industrial property rights in Slovenia and worldwide.

Meti Ketner is a strong, passionate and innovative businesswoman, dedicated to the law and her clients. Her depth of experience, deep understanding of the subject matter and unique personal approach allows her to meet all of her clients' IP needs. Meti Ketner is the owner and CEO of KETNER Ltd.. She works as a lawyer, an expert for patents and a trademark and design attorney. She was previously employed at a number of the larger Slovenian professional legal offices, institutions of public importance, and on international projects of great significance for Slovenia. Meti Ketner and her team of highly-qualified experts strive for success and to do their best for their clients.

"Challenges are another word for speeding up the process," she said. "Responsibility for work, enthusiasm, trust, knowledge and flexibility are the key principles to maintain success in this field of profession."

RUGGLE PARTNER
Rechtsanwalt
Mediatoren

Switzerland

Commercial Law

Contract and Company Law;
Private Client; Dispute Settlement

Peter Ruggle

Ruggle Partner



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Ruggle Partner is a boutique law firm. We offer individuals and companies in set-up, growth, crises and change phases our extensive knowledge and experience. We advise national and international clients in all matters of corporate development, transactions (M&A), tax, contract negotiations, company restructuring and succession planning.

The services of Ruggle Partner are characterised by consistent focus on finding holistic solutions, accomplishing the economic goals of our clients and protecting their interests. Ruggle Partner approaches our work with creativity and commitment. Your aim is to find not only legally sustainable answers but also the best commercial solution.

Our clients have access to an exclusive global network.

Peter Ruggle, founder of Ruggle Partner, studied Law at the University of St. Gallen; he worked at a local district court, at the end as Judge. After his bar exam he was employed with a well known law firm in Zurich. Peter Ruggle publishes on a regular basis in the field of Financial Services Law and Dispute Resolution.

BOREL & BARBEY
AVOCATS 1907

Switzerland

Corporate Law

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Luc Hafner specialises in business, estate planning and succession law. He advises Swiss and foreign high-net-worth clients as a lawyer, director, trustee or protector. He has become a reference in the field of private clients, at an international and multi-jurisdictional level.

Luc Hafner has been Chairman of the International Red Cross and Red Crescent Museum (MICR) and he has led the renovation of the Museum.

He chaired the military tribunals and was in charge for trials delegated by the International Criminal Tribunal of The Hague regarding war crimes committed in former Yugoslavia and Rwanda.

Languages: French, English, German

Practice Areas: Company Law; Contractual Law; Finance; Succession Law; Foundations and Trusts; Memberships; Geneva Business Law Association; Swiss Lawyers Federation; Geneva Bar Association

Education and Professional Experience:

1969 Legal intern at Borel & Barbey

1972 Geneva Bar

1973 Associate at Burditt & Calkins, Chicago

1975 Partner at Hafner & De Pfyffer

1987 Partner at Borel & Barbey

1984 Colonel (Swiss Army)

1996 Chief of the 1st Division's Court

2001 - 2008 Chief judge of the 1st Military Appeal Court (war crime cases of former Yugoslavia and Rwanda)

2008 - 2016 Chairman of the International Red Cross and Red Crescent Museum (MICR)

Publications: Swiss section of International Charitable Giving edited by Clive Cutbill, Alison Paines and Murray Hallam, Withers LPP

Aleksey Pukha
& Partners

Ukraine

Corporate Law; Construction and Engineering Law

Investment; International Trade; Tax

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Aleksey Pukha

Aleksey Pukha has been the managing partner of the law company Aleksey Pukha and Partners, since 2009.

Today Aleksey Pukha and Partners Company is one of the leading Ukrainian law firms with worldwide business contacts. The company cooperates with clients from more than 100 countries worldwide.

Aleksey Pukha is the head of the Commission in the Ukrainian League of Industrialists and Entrepreneurs. He is also a member of many professional legal organisations such as the Commission in the International Chamber of Commerce, Court of Arbitration, the Ukrainian Bar Association, the Union of Lawyers of Ukraine, European Business Association and the Taxpayers Association of Ukraine.

He specialises in corporate, global finance, investment, international trade, construction and engineering law, energy and natural resources, government contracts, public law, alternative dispute resolution, and public-private partnerships.

Significant Clients: Cardiomo Care Inc; Claas; Hawk Aviation; Fly Mobile; Ipca Laboratories International House; Medrex; Mega Lifesciences; Pentair; Wilo; Winger Group.

Anna Gadiatska

Anna Gadiatska is a lawyer specialising in construction and engineering law, the real estate purchasing market, pre-trial and trial settlement of commercial disputes, support of international transactions, and case management in the areas of taxation and reporting, investment and customs law.

Anna Gadiatska has great experience in cases involving capital construction of commercial and residential buildings including contractual arrangement of a construction project, support of investment in construction, transaction management, obtaining licences and permits required by Ukrainian law in construction.

She is the author of numerous scientific publications concerning construction, engineering and real estate. Anna Gadiatska is also a member of the Ukrainian and international professional legal organisations.

Significant Clients: Duracell; Enker; Erba; Hawk Aviation; Medrex; Mega Lifesciences; New Vision; Notino; Winger Group.

Venture Capital

Marc Deschenaux

Marc Deschenaux, also known as "The Eagle of Wall Street", is a world renowned specialist in corporate finance from private offerings to initial public offerings (IPO's). He raised private and public, equity and debt, for companies internationally. He also financed various types of operations, from import/export transactions to real estate investment trusts and organised government loans.

His is specialised as a corporate generalist legal and financial advisor with strong financing expertise and experience. He provides pre-emptive legal support in French, Italian, English or German. He focuses on securities law, trading law and intellectual property. He adds high premium on contract drafting and complex financing negotiation.

Marc Deschenaux was involved in the entertainment & music industry. In 1998, he founded the World Intellectual Property Securities Exchange Corporation (WIPSEC), the first exchange quoting a new generation of securities representing ownership of a patent, a trademark, a music work, a movie or a technology. For the first time, an investor could invest purely in artistic creation or in technology without worrying about management.

In this venture, he allied the two fields he was involved in and made one of his dreams come true: to help artists and inventors raise the funds they need to create, through a financial market investing purely in the application of an idea.

He sat on the board of directors of more than 50 companies worldwide. He founded 48 companies, he sold 32 of them at a profit and only seven failed.

Through Aback, a record label, he produced artists of various genres. Through Publishing World, he acquired publishing and neighbouring rights from songwriters and artists.

Deschenaux, Hornblower & Partners, LLP

We are an entrepreneurial international jurists firm that aims to avoid litigation as much as possible. We believe that making money from the misfortunes and quarrels of others is not a harmonious way of living. Our positive attitude enhances our credibility and therefore gives our clients the confidence to entrust us with important matters such as financing operations, because our clients know that they are hiring a legal and financial representative without enemies from past litigation unrelated to them. We believe that the modern business law firm must integrate skills from other professional domains such as finance, marketing & communications.

Our practice as international financial jurists is exactly the opposite to that of attorneys-at-law.

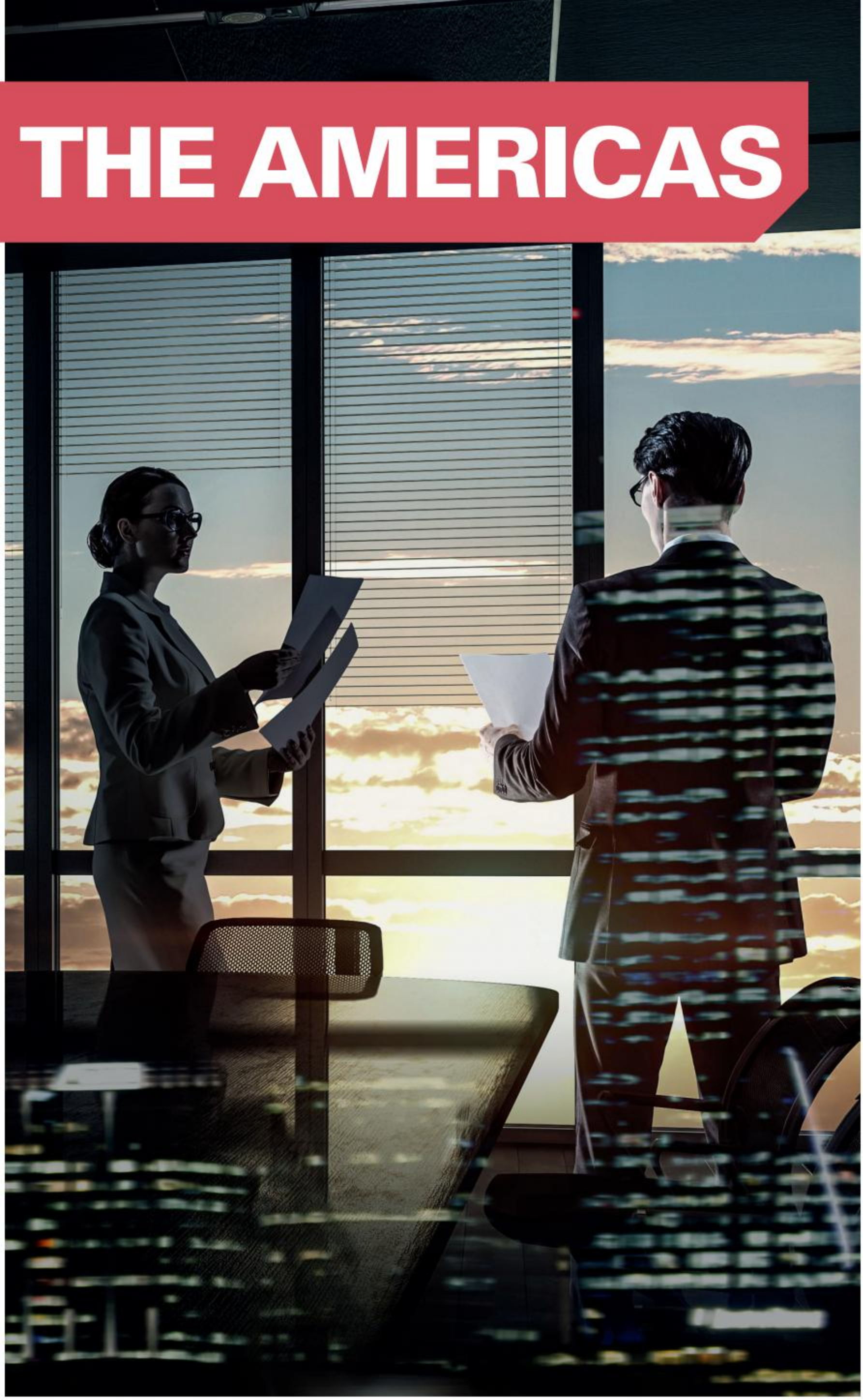
We are builders making money on our clients' achievements and successes not on their woes and failures. Generally we do not deal with disputes and litigations. We do not appear in court except for the companies we administer or for free idealistic causes.

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THE AMERICAS



The near-term outlook for the US economy is one of strong growth and job creation, according to the IMF. Unemployment is near levels not seen in 50 years, and growth is set to accelerate, aided by a fiscal stimulus, a recovery of private investment, and supportive financial conditions. These positive outturns have supported, and been reinforced by, a favourable external environment. The balance of evidence suggests that the US economy is beyond full employment.

A slow but steady rise in wage and price inflation is expected as labour and product markets tighten. Core PCE inflation is expected to rise modestly above 2% by mid-year. Wages have been growing broadly in line with (relatively weak) labour productivity growth, leaving unit labour costs virtually unchanged over the past 2 years. In the next several months, wages and unit labour costs are anticipated to increase at a modest pace.

Despite good near-term prospects, a number of vulnerabilities are being built-up. The planned expansion in the federal deficit at this stage of the cycle could trigger a faster-than-expected rise in inflation. That would be accompanied by a more rapid rise in interest rates that could increase market volatility both in the US and abroad. There is a risk of a marked reversal of capital flows, particularly from emerging markets with weaker macroeconomic fundamentals. The net effect of US budget and tax policy choices will exacerbate an already unsustainable upward dynamic in the public debt and leave few budget resources available to invest in a range of urgently needed supply-side reforms, including infrastructure spending. It will also contribute to a rise in global imbalances. These risks are added to by recent actions by the US to impose tariffs on imports.

The consultation focused on the policies needed to address these risks, rebuild fiscal space, preserve financial stability, support low- and middle-income households, incentivise work, and raise medium-term living standards.

IMF directors welcomed the strong performance of the US economy, with accelerating growth, low unemployment, and muted inflation. They also welcomed the favourable near-term outlook and the prospect of marking the longest economic expansion in its recorded history. At the same time, they observed heightened policy uncertainty and medium-term vulnerabilities, including rising public debt, trade tensions, and income inequality. They stressed that developments and policy actions in the United States have significant implications for the rest of the world, and encouraged the authorities to take that consideration into account in their policy decisions.

Regaining citizens' trust in public institutions is key to resuming inclusive growth and well-being in Latin America and the Caribbean

Three out of four Latin Americans today show little or no confidence in their national governments, according to the OECD. Around 80% think corruption is widespread. These levels are both up from 55% and 67% respectively in 2010. Mistrust is rising as in most regions of the world and risks deepening the disconnect between people and public institutions, harming social cohesion and weakening the social contract. Reconnecting public institutions with citizens by better responding to their demands is thus critical for strengthening growth and sustainable development in Latin America and the Caribbean (LAC) and for the well-being of the region's citizens, according to the Latin American Economic Outlook 2018, Rethinking Institutions for Development. The region needs more transparent, capable, credible and innovative institutions if it wants to put itself on a higher and more inclusive development trajectory.

After five years of economic slowdown and a two-year recession in 2015-2016, LAC is on the path of a frail economic recovery. According to estimates in the Outlook, the region's gross domestic product (GDP) is projected to increase again between 2 and 2.5% in 2018, after reaching 1.3% growth on average in 2017. This range masks wide heterogeneity within the region, with countries in Central America outperforming Mexico, South America and the Caribbean. The on-going recovery is due mostly to the improving global economic outlook, but also improvement in domestic conditions. Nevertheless growth performance remains less favourable than during the growth cycle of the 2000s.

The report notes the critical role played by institutions in overcoming the middle-income trap - the slowdown in growth taking place after reaching middle-income levels - in which most Latin American and Caribbean economies remain tangled. Countries in other regions that successfully overcame this trap invested in strong institutions, deepened their integration with the world economy and, in some cases, benefitted from significant external financing that supported public investment.

The weakening of the region's economic performance over recent years already has had an impact on living standards and could jeopardise the remarkable socio-economic progress achieved over the previous decades. Today, 23% of Latin Americans still live below the poverty line, and around 40% belong to the vulnerable middle-class.

At the same time, the report highlights the rapid expansion of the middle-class as one of the major socio-economic transformations of recent times in LAC, between 2000 and 2015. 34.5 % of the population could be considered consolidated



middle-class in 2015, up from 21% in 2001. If subjective measures of social class belonging are used, even more Latin Americans consider themselves as "middle class," although their level of income would position them in the lower revenue category. The influence of the middle-class on the political agenda - driven by higher aspirations, growing expectations and evolving demands - may thus be even greater than statistics suggest and explain the growing dissatisfaction with the quality of public services.

The report notes that trust in public institutions declined and satisfaction with public services has deteriorated, eroding the social contract in the region. For instance, the share of the population satisfied with the quality of healthcare services fell from 57% in 2006 to 41 % in 2016, well below levels in the OECD of around 70%. Likewise, satisfaction with the education system fell from 63% to 56% over the same period. This contributes to citizens' discontent and their unwillingness to pay taxes – so called "tax morale" – because they find them unjustifiable. In 2015, 52% of Latin Americans said they wanted to evade taxes if possible, an increase of 6% since 2011. Discontent with public services is more pressing amongst vulnerable and poor Latin Americans who cannot afford to seek better quality, more expensive services from the private sector.

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International Taxation and Transfer Pricing

Ricardo Enrique Riveiro

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.

RIVEIRO Y ASOCIADOS



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Trust & Estates Law

Matthew Paton

Matthew is Of Counsel to LennoxPaton, a leading offshore, full service commercial law firm with offices in The Bahamas and the British Virgin Islands. Matthew is also a tenant of 5 Stone Buildings, a top tier private client set situated in the heart of Lincolns Inn, London, UK. Matthew has substantial experience, including advocacy, in high value and complex offshore litigation matters, including: contentious trust and probate; civil fraud, asset-tracing and recovery; shareholder disputes; insolvency and restructuring; and general corporate/commercial litigation including international arbitration. Matthew also maintains a niche practice in admiralty matters where there is a jurisdictional nexus with The Bahamas.

The core of Matthew's practice is contentious trust and probate work. He has substantial expertise in multi-level trust matters advising professional trustees, protectors and beneficiaries alike. He advises extensively on all matters relating to trusts and estates and ancillary applications including: variation; removal and appointment of trustees/executors; blessing applications; Part 8 declaratory relief; indemnification and liability; and the enforcement of foreign judgments. Matthew regularly provides guidance on the proper administration of trusts and estates re construction and remedies available to fiduciaries in their relevant capacities. He also advises trustees and trust companies on their reporting duties and necessary considerations under anti-money laundering legislation as well as all aspects of the obtaining of information/disclosure of documents, and ensuing questions over breaches of confidentiality, especially where such information is sought for use in foreign proceedings.

As well as his core practice Matthew also has an active commercial Chancery practice. He has been involved in numerous highly contentious company and shareholder disputes arising in the context of Bahamian companies and International Business Companies respectively. He regularly advises on directors' duties; rights of shareholders, especially in respect of minority oppression and dissention. Matthew has also advised and appeared in civil fraud actions involving tracing assets through multiple jurisdictions tracing and usually involving the principles of constructive trusts where such actions have included applying for resisting applications for injunctive relief in The Bahamas and their jurisdictional reach, including freezing applications/Norwich Pharmacal (disclosure orders) and Anton Pillar relief (search orders).

Finally, Matthew has built a niche practice area in The Bahamas in shipping matters and has advised a number of major UK financial institutions and international law firms on various admiralty matters including: arresting vessels in Bahamian waters; priority and enforcement of maritime liens; registration of cautions/caveats against Bahamian flagged vessels and the application of the same as well as on cross-jurisdictional issues and the conflict of laws in private international law

5 Stone Buildings LennoxPaton



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Private Trust

Bahamas

Trust, Corporate and Fiduciary Services

Adrian Crosbie-Jones

The Private Trust Corporation Limited



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Adrian Crosbie-Jones, the Managing Director of The Private Trust Corporation Limited, has over 40 years' experience in the international financial services industry.

He obtained a B.Sc. degree from the London School of Economics in 1971 and subsequently qualified as a Chartered Accountant with KPMG in London in 1976.

After an early career in private banking in London, he moved into the international trust and fiduciary business with a large Liechtenstein based trust company. He subsequently established his own fiduciary company with offices in London and Hong Kong, which specialised in the provision of financial, corporate and tax advice, mainly to clients in the Pacific Rim.

He joined The Private Trust Corporation Limited as a Director in 1994 and was subsequently appointed Managing Director in 2008.

The Private Trust Corporation Limited, which was established in 1983, is a Bahamian full-service professional trust company which specialises in the establishment and ongoing administration of trusts, foundations, family offices, private trust companies, investment funds (including Bahamian SMART Funds) and companies.

It is the largest independent trust company in The Bahamas, with more than $8 billion in assets currently under administration. It is not owned by, or affiliated with, any bank or financial institution and is not a conduit for asset management or other financial products. As a result, clients have full freedom to choose their financial service providers, the ability to segregate functions and products and the ability to diversify assets between jurisdictions, managers, custodians etc.

Fees, which are based on responsibility and time spent, and are not tied to the value of assets. No exit, termination or distribution fees are charged.

Solution orientated, client driven, The Private Trust Corporation Limited is totally committed to delivering a highly personalised and efficient, professional service to clients and their advisers throughout the world.

SANTOS NETO ADVOGADOS

Brazil

Agribusiness

Trade Finance; Corporate Finance and Banking

Domicio dos Santos Neto

Santos Neto Advogados



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Founding partner at Santos Neto Advogados. Domicio dos Santos Neto is the head of agribusiness, trade finance, corporate finance and banking. He has extensive experience in assisting foreign investors in Brazil with agility, identifying and solving problems with personalised attention and a high degree of availability. Domicio has worked for almost 24 years in structured commodity finance and he is specialised in restructurings and in the strategic coordination of actions involving a pool of creditors. In addition, he has expertise in bankruptcy law.

Domicio was admitted to the Brazilian Bar Association (OAB), São Paulo Chapter, in 1990. He has an LLB (1990) and a master's degree in tax law (1998), both from the Pontifical Catholic University of São Paulo; and a master's degree in commercial law from the University of Sao Paulo (2002). He is a former member of the Commission on Foreign Trade and International Relations of the São Paulo Chapter of the Brazilian Bar Association. He is a speaker in conferences and author of specialised articles in Brazil and abroad.

Education:

- Universidade de São Paulo – USP, Master's Degree in Commercial Law
- Hague Academy of International Law, Specialization in International Law
- Pontifícia Universidade Católica de São Paulo – PUC/SP, Specialization in Tax Law
- Pontifícia Universidade Católica de São Paulo – PUC/SP, Bachelor of Laws

Business Law

Foreign Trade; Financing; Franchises

Miguel I. Mardoñez Barrero

RATIO LEGIS is consolidating in the national market as a firm specialising in foreign trade, franchises and a couple of years ago ventured into the stock market through legal advice specialised in financing companies.

How do you enter the Office of Foreign Trade?

Ratio Legis, within its legal advice to the Chamber of Exporters of Santa Cruz (CADEX) and its clients' reference, conducted double taxation studies, studies of international treaties that encourage the exporter, as well as the procedures and study of special regulations (Free Zone, Customs Tariffs, etc.) and advised for the consensus of regulations that regulate the export sector as an initiative of the Institution and the sector to the State; this is how we have been acquiring more experience and capacity in the field for years, in order to advise our clients in a more dynamic and expert way.

In the world of franchising, what does Ratio Legis do?

Given the growth and specialty of the franchise sector, we had the initiative to convene and set up the Bolivian Chamber of Franchises (CAFRAN) as a specialised entity that encourages and protects the model of the franchise in Bolivia, understood as a special business, that if well is the optimal model of business expansion. It must also contain a series of obligations to the parties for the success of the model and since Bolivia lacks a special regulation we consider CAFRAN as a benchmark. Thus, Ratio Legis is taking a greater specialty in legal advice to international franchises that invest in Bolivia and national franchises that relied on our advice and aspire to have a national and international growth.

What are the challenges of the Ratio Legis Office today?

We are currently studying and advising legally in the financing of companies through the stock market, as an option of the entrepreneur or entrepreneur to achieve better financial and economic ratios in the market, considering that this type of operation will be gaining strength in Bolivia in the following years and that for the Dispatch is complementary to the advice of franchises and foreign trade within the frame of the preventive corporate advisory to our clients.

RATIO LEGIS

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EDUARDO ANTÔNIO LUCHO FERRÃO
ADVOGADOS ASSOCIADOS

Brazil

Business Law

Compliance; Mergers and Acquisitions; Litigation before High Courts

Eduardo Antônio Lucho Ferrão

Eduardo Antônio Lucho Ferrão Advogados Associados



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Eduardo Antônio Lucho Ferrão graduated from Universidade Federal de Santa Maria-RS. For 14 years he has been a member at the Prosecution Office of Rio Grande do Sul, receiving all promotions by merit criteria.

He was a professor at Universidade de Cruz Alta and at Escola Superior do Ministério Público/RS. He has worked as legal advisor at the National Constitutional Convention. He has integrated the Commission of Diffuse Right of the Federal Council of Ordem dos Advogados do Brasil. He has been practicing law at High Courts since 1990. Member at Instituto dos Advogados do Distrito Federal.

MPA MORAES PITOMBO
advogados

Brazil

Civil Litigation

Claudio M. Henrique Daólio

Moraes Pitombo Advogados



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Cláudio M. Henrique Daólio is one of the founding partners of the law firm Moraes Pitombo Advogados (MPA), where he heads the civil litigation team.

Cláudio graduated from the University of São Paulo Law School in 1999.

He gained a master´s degree in civil procedural law from the University of São Paulo Law School in 2007 (thesis: "Writ of Mandamus under the Procedural Civil Law") and concluded his doctoral studies in civil procedural law at the University of São Paulo Law School in 2018 with the thesis "Effects of settlements in judicial proceedings".

Claudio represents national and international clients in a variety of matters involving civil and comercial issues. He also advises clients in digital and electronic law.

Cláudio is a member of Brazilian Bar Association (OAB – São Paulo, Rio de Janeiro and Brasília chapters) and São Paulo Association of Lawyers (AASP).

EDUARDO ANTÔNIO LUCHO FERRÃO
ADVOGADOS ASSOCIADOS

Brazil

Commercial Law

Civil Law; Regulatory Law; Digital Law

Bruno Beserra Mota

Eduardo Antônio Lucho Ferrão Advogados Associados



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Bruno Mota works in the areas of Civil Law, Regulatory Law and Digital Law. He works with strategic business issues, involving complex legal discussions and of great relevance for clients, mainly in lawsuits in the Superior Courts (STF and STJ). Likewise, he works on matters involving discussions on regulations issued by regulatory agencies, especially those issued by ANVISA and ANATEL.

He also operates, predominantly, in the Superior Courts (STF, STJ and TSE), in demands related to Digital Law, focusing on the guidelines of the Civil Internet Framework and other rules applicable to the worldwide computer network.

MILARÉ
ADVOGADOS

Brazil

Environmental Law

Business Law

Priscila Santos Artigas

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Priscila graduated in Law from the Faculty of Law of Curitiba in 1995 and specialised in Business Law (Tax, Corporate and Labour) at the Institute of Lawyers of Paraná in 1996/1998.

As a lawyer, in the beginning of her career Priscila worked in several areas of law, such as labour, corporate, contracts and tax, having broad generic knowledge, which allows her to advocate with a broader view in Environmental Law cases.

In 2002, she specialised in Environmental Law from the University of São Paulo/USP, starting in 2004 to work exclusively in this area at Milaré Advogados. From the beginning, she coordinates a team as Leading Lawyer, serving the most diverse areas, such as infrastructure, mining, hydroelectric, industry, pharmaceutical, real estate, contaminated areas, waste, etc. For example, she is the lawyer who coordinates the team (now with five lawyers and three trainees) that has been in charge, since 2006, of environmental licensing and the administrative and litigation processes of the Hidroeletric Plant of Belo Monte.

Priscila has a master's degree in Philosophy and General Theory of Law (2008) and a PhD in Economic and Financial Law (subarea Environmental Law) (2012), both from the University of São Paulo / USP.

She is the Chairwoman of the Environmental Studies Commission of the São Paulo Institute of Lawyers – IASP since 2013 and a member of "Ordem dos Advogados do Brasil".

Also, she is the author of the book "Medidas Compensatórias em Direito Ambiental", 2017; co-coordinator and co-author of the book "Infrastructure in Environmental Law", 2015 and author or co-author of several articles in newspapers and books.

Patents

Trademarks; Industrial Designs; IP Litigation

Igor Simoes

Simoes Intellectual Property was founded by Igor Simoes, a Brazilian IP attorney having more than 20 years of IP prosecution and litigation experience. By the end of 2017, Igor Simoes had prosecuted more than 3,000 patent and trademark cases in Brazil and abroad.

The firm is known for its strong patent and trademark practice which has advised on numerous application and opposition proceedings in recent years, being especially good at complex patent cases. The firm is highly regarded for its expertise in telecommunication, biotechnology, chemistry and pharmaceuticals.

In addition we also provide professional translation services of patent/trademark/design applications. The accuracy of our translations is certified by our technical team.

Simoes IP's attorneys act on behalf of global companies, small and medium-sized entities, startups, universities and individual applicants. In our firm, attorneys work collaboratively with clients and design and deliver solutions customised to meet their specific needs, with responses within 60 minutes during working hours for urgent matters.

Main Clients: Huawei Technologies, Electrolux, Air Force Technological Institute (Instituto Tecnológico de Aeronáutica – ITA) and National Institute of Technology (Instituto Nacional de Tecnologia – INT).

Igor Simoes received a degree in Chemical Engineering from the Federal Fluminense University (1999) and a law degree from the Candido Mendes University (2009). He is a registered Brazilian Industrial Property Agent (2001) and a member of the Regional Council of Chemistry (2000) and of the Brazilian Bar Association, Rio and São Paulo Chapters (2010).

He has great experience with the preparation, filing and prosecution of patent applications in the Brazilian Patent Office. His practice also encompasses counselling clients in several patent issues, such as, litigation, drafting of patentable claims in Brazil, launching of products into the market, data exclusivity and National Sanitary Surveillance Health Agency - ANVISA regulations, and preparation of FTO opinions and infringement analysis.

Igor teaches Patent Law in the postgraduate course of Intellectual Property and Unfair Competition Rights of Candido Mendes University Law School. In the past (2006/2007), he served as vice chairman of the Patent Commission in the Brazilian Intellectual Property Association. He is author and co-author of several publications on intellectual property law in Brazil and abroad. He is a native speaker of Portuguese and is fluent in English and Spanish.

Specialties:

- Rendering opinions on validity and infringement of patents issues.
- Participating in events and creating projects to maintain (client care) and increase number of office's clients and work opportunities.
- Negotiating patent clauses in contracts.
- Preparing freedom to operate opinions.
- Determining potential of granting patents on inventions, and monitoring possibility of infringement.
- Preparing and prosecuting patent applications.

Awards: https://www.simoes-ip.com.br/en/awards.

Simoes Intellectual Property



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Dennemeyer
The IP Group

Brazil

Intellectual Property

Claudio Szabas

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Claudio Szabas, co-founder and former partner of ASPEBY-SZABAS Industrial Property, has over 25 years of professional experience in prosecution and maintenance of IP rights. With a technical background in industrial controls and electronic engineering by the Universidad Tecnológica Nacional of Argentina and IP related courses like Introduction into Genetic Technology and Protection of Microbiological Inventions in Germany, he is registered to practice with the Brazilian PTO (INPI) and with the IPEA's to act on behalf of BR PCT applicants.

From 1971 to 1990, Claudio Szabas worked with the engineering department of AEG Telefunken, Siemens in Argentina and with Johnson Controls' branch in Brazil, an automation consulting firm representing US control device manufacturers merging products, engineering services and innovative technology.

Since 1990 to date, he has represented foreign and Brazilian applicants before the Brazilian Patent Office, providing legal guidance in the obtainment of patents, trademarks and enforcement in Brazil and other Latin American countries.

Claudio Szabas speaks English, German, Spanish and Portuguese, and has been active in the field of IP since 1990.

Area of expertise: Engineering, Physics

Qualifications & Authorisations: M.Sc. in Industrial Controls and Electronic Engineering

Awards & Memberships: Intellectual Property Law Firm of the Year - Lawyer Monthly, Legal Awards 2016

Selected Publications:

- INPI Today Facts and Figures - IPO COMMITTEE NEWSLETTER, July 2010
- Pharmaceutical Related Patent Examination Changes the Decision To "Create An Unhealthy Patent"? - IPO COMMITTEE NEWSLETTER, December 2012
- Description Sufficiency in Brazil - IPO COMMITTEE NEWSLETTER, August 2011
- Practice Tips for Patent Prosecution in Brazil - IPO COMMITTEE NEWSLETTER, April 2012

RLG
ROGERSON LAW GROUP

Canada

Asset Protection

Offshore Trusts and Corporations; Cross Border Estate Litigation; Cross Border Family Law

Andrew Rogerson

Rogerson Law Group, Toronto



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In 2006, after 25 years in practice, Andrew Rogerson founded the Rogerson Law Group in Bay Street, Toronto. Since then, the firm has flourished and now has ten lawyers.

Andrew and the firm have won many awards over the years as leaders in the field of asset protection. Andrew's practice focuses on Asset Protection, using offshore tax havens; the law of Tax Residency and cross border litigation: mainly estates and family law. An experienced cross-border advocate, he is a leading authority in Canada on asset protection structures and litigating trust issues – having spent 11 of his 38 years of practice in offshore tax havens.

Andrew was called to the Bar of England and Wales in 1981 by Middle Temple and served his pupillage in the Insolvency Chambers of Michael Crystal QC, at 3-4 South Square, Gray's Inn. Since then, his extensive international legal experience includes practicing in South Africa, Australia, the Turks and Caicos Islands, Jersey (Channel Islands), Ontario, Alberta, and as a barrister in London. He is also a Fellow of the Society of Trust and Estate Practitioners (STEP).

Andrew is very much in demand with High Net Worth Individuals in Canada, England and Dubai and frequently lectures on professional development courses for lawyers and other professionals and has written many published articles on the subject of asset protection.

MILLER THOMSON
AVOCATS | LAWYERS

Canada

Corporate Securities

Foreign Direct Investment; Mergers & Acquisitions; Corporate Finance

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As a senior business law partner, Barbara Doherty has led projects demanding large teams of lawyers in leading edge transactions from P3s to cross border mergers and acquisitions including in regulated industries. Her practice includes providing general counsel advice to local and international clients as a trusted adviser. She is actively involved in advising foreign companies with their direct investment and establishing their businesses in Canada.

She advises companies in countries from Asia, Australia, Europe, North and South America on their Canadian operations. These international companies operate in industries as diverse as biopharma, biotech, clean tech, data management, digital media, e-commerce, emerging technologies (AI, blockchain and smart contracts), energy and renewable energy, film production, financial services, food and beverage, footwear, forestry, global construction and infrastructure, health care, hotel management, hydro-electric construction, international dealers and advisors, logistics, marketing and advertising, mining equipment engineering, product manufacturing, real estate development, robotics, roof coatings, small appliance manufacturing and housewares, soil and water decontamination, specialty environmental contracting, specialty publishing and telecommunications.

In firm management, she has chaired and co-chaired the Securities and Business Law groups, both at the national and local levels. Barbara is active in mentoring and developing business development tools designed to assist young lawyers in identifying, pursuing and servicing their best client relationships and opportunities.

Miller Thomson LLP enjoys a reputation as one of Canada's leading national business law firms. With close to 550 lawyers across Canada, the firm offers a complete range of business, advocacy and personal legal services to help domestic and international decision-makers with all their Canadian legal needs.

KPMG

Canada

Forensic Technology

Dominic Jaar

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Dominic is the Canadian Advisory Leader, Clients & Markets, and a partner in KPMG's Forensic Technology Practice, focusing on supporting organisations' Forensic Technology needs (Ediscovery, Digital Forensics, Records & Information Management, Data Analytics and Cyber Investigations).

Dominic is a guest speaker on such topics as privacy, legal technology, IT law, cross-border data flow, information management, investigation methodology and ediscovery at different universities, including McGill, University of Montreal, Laval and Ottawa, and international conferences, such as LegalTech, ARMA, ILTA, ABA Techshow and the ediscovery Institute. Dominic also teaches ediscovery and technology to Canadian judges, via the National Judicial Institute.

He regularly acts as an expert in cases involving ediscovery disputes, and was recognised as such before the Quebec Superior Court. He has also been recognised for the last five years as one of Canada's leading lawyer in e-commerce and Internet law, as well as one of Canada's top ten forensic technologists by the international Who's Who Legal.

Prior to joining KPMG, Dominic was the CEO of the Canadian Centre for Court Technology. As such, he sat on the Canadian Judicial Council's Judges Technology Advisory Committee.

During the same period, he was the president of Ledjit Consulting, Canada's leading Information Management and ediscovery firm, bridging the gap between IT and the Law™, which was acquired by KPMG. Before founding Ledjit, Dominic was an in-house counsel at Bell Canada where he focused on ediscovery, as well as IT and complex litigation. Previously, he worked as a commercial litigator in one of Canada's largest law firms.

Dominic was involved in the development and improvement of many international standards and best practices regarding Data, Discovery as well as law and technology. He also worked with a number of software companies to help them develop and improve ediscovery and forensic technology solutions.

LAPOINTE ROSENSTEIN MARCHAND MELANÇON
L.L.P. Attorneys

Canada

Trade & Customs Law

Michael Kaylor

Lapointe Rosenstein Marchand Melançon, L.L.P.



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Michael Kaylor practices in the fields of international trade law and commodity taxes. He has been involved with international trade law issues for more than 40 years.

Michael has recognised expertise in the fields of tariff classification, customs valuation, export controls, resolution of seisures and assessments at the Recourse Directorate, duty relief programs, the Goods and Services Tax, the Quebec Sales Tax and the rules of origin under the North American Free Trade Agreement.

He represents clients in these areas with the Customs and Excise branches of the Canada Border Services Agency (the "Agency") and has an established record of successful resolution of complex trade and tariff issues with Customs and Excise officials at both the regional and national levels. He appears frequently before the Canadian International Trade Tribunal, the Tax Court and the Federal Court of Canada.

Michael represents importers and exporters in anti-dumping and countervailing trade investigations. He assists foreign exporters and Canadian importers in the completion of questionnaires issued by the Anti-dumping and Countervailing Directorate of the Agency. He represents such companies before the Canadian International Trade Tribunal.

He represents clients on trade issues and strategies before officials of numerous government departments, including the Agency and Global Affairs Canada.

Michael served as Chairman and speaker at several Customs Update Seminars held by The Canadian Institute. He has also been an invited speaker at meetings of the Canadian Society of Customs Brokers and the Canadian Association of Importers and Exporters. He acted as Chairman of the International Trade Committee of the Board of Trade of Metropolitan Montreal.

Over the years, Michael has acquired a detailed understanding of the Customs and Excise branches of the Agency and has a full appreciation of the working relationship between these branches and the business community.

LEXCOUNSEL

Costa Rica

Commercial Law

J Jorge D. Guzmán

Lex Counsel



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Education:

- Georgetown University, School of Business, Washington, DC (International Finance and Global Markets Certificate Program, 1997)
- Harvard Law School, Cambridge (Program of Instruction for Lawyers, Negotiation Workshop and courses, 1996)
- American University, Washington College of Law, Washington, DC (LL.M., 1996)
- Tulane University, New Orleans (Course of Legal English, 1995)
- Universidad Autónoma de Centroamérica (UACA). Collegium Academicum, Costa Rica (Law Degree, 1993)

Experience:

- Lex Counsel, Costa Rica (2005-present)
- Pacheco Coto, Costa Rica (1998-2005)
- Serrano & Asociados, Costa Rica (1994-1995)
- Zürcher, Odio & Raven, Costa Rica (1989-1994)

Member:

Board of Directors, Amcham's Center for Mediation and Arbitration (2004-present)

Languages:

Spanish and English

Practice Areas:

Commercial Law, Contracts, Corporate, Real Estate, Mergers and Acquisitions

Lex Counsel

Lex Counsel is a Costa Rican-based law firm founded in 2001 by attorneys —formerly members of Costa Rican traditional law firms— who decided to merge their efforts to provide legal counsel with a new and dynamic vision in domestic and international affairs.

It comprises a total of 21 highly qualified lawyers, of which four are partners. The firm partners' combined professional experience surpasses 150 years of national and international practice. The joint experience and teamwork of its partners and members allow Lex Counsel to provide high quality services under strict ethical standards.

The firm has developed, and continually acquires, first-hand experience and knowledge of its practice areas. It includes within its list of representative clients, companies worldwide recognized as leaders in their fields.

The firm as a whole, and its members individually, are fully aware of the need of their clients to find creative solutions to their everyday issues, within the highest legal and ethical standards.

International Trade

International Commercial Law; Customs and Foreign Exchange; Corporate Law

Carlos Espíndola – Scarpetta

Carlos Espindola – Scarpetta is the founder and managing partner of Espindola International Consultants, one of Colombia's leading consulting firms in international trade and business. He established the law firm in 1979 as a versatile, flexible and competitive organisation, covering a full range of legal and strategic consulting services in order to satisfy the demands of their local and international world-class clients.

Through its evolution, the law firm constituted itself as a team of lawyers and specialised consultants with extensive experience in the international business environment combined with the nuances of the local and regional markets, prepared extensively to guide Colombian and foreign companies and businesses in the Inter-American integration, particularly with the Free Trade Agreements signed between the United States, Colombia and Latin American communities, incorporating in such guidance, the integration with China and the EU.

The team includes experts in the following services: international trade, international commercial law, customs and foreign exchange regulations, international trade agreements, foreign investment, banking and insurance, maritime and aviation, corporate and international commercial law, mergers and acquisitions, taxation, business law, franchises, joint ventures, regulatory, in pharmaceutical, cosmetics, beverages and food, administrative law, dispute resolutions, audits in customs and trade matters, litigation, in customs and foreign trade matters, exchange control and international trade matters; logistics and international business planning.

With offices in Cali, and Bogotá, Colombia, and correspondents in the principal economic centres of the world, Espindola International Consultants has the ability to assist its clients with a global perspective and a profound understanding of the global economy. Thanks to the interpersonal skills of its professionals, today the firm is capable of rendering versatile, flexible, professional and competitive services, directed to a group of Colombian and multinational companies located in the country and in the American region.

Espindola International Consultants



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BZSE
Attorneys at Law | Tax Lawyers

Corporate Law

Finance Law, Litigation, Asset Recovery

Karel Frielink

Karel Frielink has been an attorney as from 1989. He has been working in the Dutch Caribbean (f.k.a. the Netherlands Antilles) from 1997. He is admitted to the Dutch Caribbean bar and thus licensed to practice in Aruba, Bonaire, Curaçao, St. Maarten, St. Eustatius and Saba.

Karel is an experienced litigator, specialising in finance law, corporate law and corporate governance. He represents clients from a range of industries including banking, hospitality, aviation, oil and finance. He is very knowledgeable in the areas of proving fraud, asset location and recovery techniques. Karel not only dealt with highly complicated, multi-jurisdictional fraud cases, he also lectured on fraud, bribery and corruption at training seminars.

Being particularly expert in complex international fraud cases, Karel became a member of the FraudNet legal network in 2015. He is the representative of FraudNet for the Dutch Caribbean (Aruba, Bonaire, Curaçao, St. Maarten, St. Eustatius and Saba).

Karel is ranked Band 1 by Chambers and Partners in 2018 for the 9th time. According to Chambers and Partners, Karel continues to be regarded as a leading authority on corporate law in the Dutch Caribbean. According to sources Karel "has an excellent way of putting himself in the client's shoes".

Karel has (co-)authored over 160 books and articles on various aspects of Dutch and Dutch Caribbean law. He is the author of the leading textbook on Dutch Caribbean law: Kort begrip van het Nederlands Caribisch Rechtspersonenrecht (A concise understanding of Dutch Caribbean corporate law; 1st edition 2017) and of Karel's Legal Blog. He is a core editor and frequent commentator of 'Jurisprudentie Onderneming en Recht (JOR)', the Netherlands leading publication of jurisprudence in corporate and commercial matters, a core editor of 'Financieel Recht in de Praktijk (FRP)' (a leading publication on Dutch finance law), a core editor of the 'Caribisch Juristenblad' (the leading publication in Dutch Caribbean law matters) as well as a core editor and commentator of 'Commentaar Financieel Recht' (a leading Dutch publication in financial law matters).

Karel's memberships include: the Curacao Bar Association; International Bar Association; Dutch Finance Law Association; fellow of the Business and Law Research Centre, Radboud University Nijmegen; member academic staff Institute for Financial Law, Radboud University Nijmegen.

Karel is the Honorary Consul of Germany in Curaçao, St. Maarten, Bonaire, St. Eustatius & Saba (2012 – present), Dean of the Consular Corps of Curacao (2017 – present) and Lecturer on Advanced Corporate Law at the University of Curacao (2016 – present). He was a two-term President of the Curaçao Bar Association (2008 – 2012) and a member of the Board of Directors of the Curaçao Chamber of Commerce (2009 – 2011).

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LAW FIRM

Ecuador

Corporate

José Rafael Bustamante Espinosa

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M&A and intellectual property expert. Broad experience in banking, insurance, oil and mining, and business law; Director and Chairman of committees and boards of directors of companies formed by groups of local and foreign shareholders. He carries out pro bono work helping the farming sector, and offers free legal assistance to foreign NGOs in the creation of their related companies. He also does pro bono work assisting the Italian Embassy in Ecuador.

José Rafael had a private practice as licentiate (Quito), 1974-1978. He carried out internships at Chadbourne Parke, Whiteside and Wolff, New York (1980) and Bomchil, Castro, Goodrich, Claro, Lavalle et Associes, Paris (1980). He worked at the Academy of International Law in The Hague, Netherlands (1983) and the International Developmental Law Institute in Rome (1988). He attended the INTA Panel of Neutrals; the Inter-American Bar Association (1981); and the International Bar Association Conference, business law section (1979, 1986 and 1988). He is a mediator at INTA.

Also member of the Ecuadorian Bar, Inter-American Bar Association; Multilaw (Chairman 1996-1997); American Society of International Law, International Bar Association Ecuador; the United States Trademark Association; AIPPI, Inter-American Association of Industrial Property; ECTA; and LES.

Mr Bustamante is Chairman and Senior Partner of Bustamante & Bustamante.

Languages: Spanish and English.

Bryan 1940

Mexico

Foreign Investment Law

Judith Wilson

Bryan González Vargas & Gonzáles Baz



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Bryan, Gonzalez Vargas & Gonzalez Baz, S.C. has focused for many years on representing the business interests of foreign investors in Mexico and Latin America.

Clients of the firm include large, internationally recognised, publicly-held corporations as well as small, closely-held companies active in highly specialised niche markets. The firm employs an integrated approach in providing legal services which clearly recognises that client business requirements frequently involve resolution of issues in several different areas of law. Practice groups have been established in the firm to meet these challenging conditions and to provide the most effective utilisation of resources with which to deal with complex, interdisciplinary matters of law. The Practice Group Coordinators of Bryan, Gonzalez Vargas & Gonzalez Baz, S.C., have had extensive experience in managing and coordinating the work of legal professionals in each of the firm's offices on behalf of clients with diverse business interests.

Business and economic conditions in a global marketplace are continually evolving; In order to provide enhanced responsiveness to clients under these conditions, the firm has developed an in-house international legal staff representing the signatory nations to the North American Free Trade Agreement. In conjunction with the firm's practice group organisational structure, this team approach places Bryan, Gonzalez Vargas & Gonzalez Baz, S.C., at the forefront of legal professionalism in Mexico.

Having represented foreign investors in Mexico for many years and having served as advisors to the Canadian government during the negotiation of the North American Free Trade Agreement, the firm has developed extensive experience in dealing with agencies of the Mexican government at all levels: national, state and local. This expertise in regulatory affairs, in conjunction with the firm's strong ties to Mexican business and industry, enhances the ability of Bryan, Gonzalez Vargas & Gonzalez Baz, S.C. to serve the needs of its international clients in a highly professional, comprehensive manner.

WinthropCouchot
Professional Corporation

California, US

Complex Bankruptcy and Business Reorganisations

Litigation; Liquidations and Acquisitions of Distressed Assets

Richard H. Golubow

Richard H. Golubow is a founding member and the managing shareholder of Winthrop Couchot Professional Corporation, a premier bankruptcy law firm established in 1995 and located in Newport Beach, California. Mr Golubow devotes his practice to and has extensive experience in the areas of financial restructuring, insolvency law, complex bankruptcy and business reorganisations, liquidations, and litigation, out-of-court workouts, acquisitions and sales of distressed assets, Uniform Commercial Code Article 9 foreclosure sales, general assignments for the benefit of creditors, and receiverships.

Mr Golubow has a diverse client base that includes representation of debtors, creditors, creditor committees, bankruptcy trustees, assignees for the benefit of creditors, receivers and asset purchasers in a wide range of industries, including retail, consulting, manufacturing, distribution, importing, construction, entertainment, education, religious and other non-profit institutions, fitness, financial services, healthcare, hospitality, financial services, real estate, automotive, agriculture, golf and country club, biotech, transportation, telecommunications and internet businesses, and multi-level marketing.

Mr Golubow has been honoured as the recipient of bankruptcy or financial restructuring attorney of the year awards by several leading international financial publications. The awards collectively recognise success and excellence, expertise, service, achievement and innovation as chosen by industry peers. He has achieved an 'AV Preeminent' (5 out of 5) Peer Rating, Martindale-Hubbell's highest peer recognition, generated from evaluations by other members of the bar and the judiciary for legal ability and ethical standards. He is also rated "superb" (10 out of 10) by the leading independent attorney rating service, AVVO, and has been selected by his peers as a Super Lawyer, representing the top 5% of practising attorneys in Southern California. Mr Golubow is a member of the International Network of Boutique Law Firms (INBLF), an invitation only network of lawyers from single-discipline boutique law firms with the highest level of knowledge, experience, reputation and credentials comparable or superior to what can be found at the highest-ranking full-service law firms.

Mr Golubow has lectured, written about, or been interviewed on varied insolvency related topics including: as a panellist, Commercial Bankruptcy, Workouts and the Valuation Process, 2016 Summer Conference, Southern California Chapter of the Appraisal Institute, July 12, 2016; as a panellist, Bankruptcy & Restructuring Annual Review 2016, Financier Worldwide Magazine, June 2016; as an author, Corporate Principles for Thriving and Avoiding Bankruptcy, Orange County Business Journal, November 2015; as a panellist, Bankruptcy in the Americas Roundtable, Financier Worldwide Magazine, September 2015; as a panellist, Bankruptcy & Restructuring Annual Review 2015, Financier Worldwide Magazine, June 2015; as an author, Use of the Common Interest Doctrine in Bankruptcy Cases, Corporate LiveWire Bankruptcy & Restructuring Expert Guide, March/April 2015; as a guest interviewed on Your Money Talks radio show, host Jerry Slusiewicz, a Bloomberg radio affiliated program, January 5, 2015 about corporate bankruptcy and financial restructuring; as a moderator, Comparative Analysis of Receiverships, Bankruptcies and Assignments for the Benefit of Creditors, California Receivers Forum Loyola VI Conference, January 23, 2015; and as a panellist, Bankruptcy in the Americas Roundtable, Financier Worldwide Magazine, September 2014.

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PANISH SHEA & BOYLE LLP

California, US

Plaintiffs Personal Injury

Product Liability; Aviation Law; Mass Torts

Kevin R. Boyle

Kevin R. Boyle is co-founding partner of Panish Shea & Boyle LLP, a plaintiffs personal injury law firm securing more than $1 billion for clients in wrongful death, catastrophic personal injury, product liability, mass torts and business litigation cases.

Known for his work handling cases arising from major transit disasters, including airplane, helicopter and train crashes, as well as complex product liability and injury cases, Mr. Boyle's significant victories include a $13.65 million settlement against Boeing and four other companies for two United States soldiers who were severely injured when their helicopter crashed in Iraq, a $17.85 million award for a man whose wife, two daughters and mother-in-law were tragically killed when an improperly maintained Marine jet crashed into their home, a $19.8 million jury verdict for a man who was seriously injured when his rental home exploded as a result of gas company negligence and a $27.5 million record verdict for the wrongful death of a 4-year-old girl killed in an accident caused by a negligent city employee.

Currently, Mr. Boyle represents multiple plaintiffs in lawsuits against large corporations including Olympus America, Inc. in relation to the CRE "Superbug" infection contracted by contaminated duodenoscopes that has affected many across the nation, as well as Live Nation and MGM International as a result of the 2017 mass shooting at the Mandalay Bay Resort and Casino in Las Vegas.

He is consistently recognised for his outstanding work representing plaintiffs, including accolades for Best Lawyers® Lawyer of the Year - Plaintiffs Product Liability Litigation, Top 100 Lawyers in California by Daily Journal, Top 100 Southern California Super Lawyers as well as being named a Consumer Attorneys of California Trial Lawyer of the Year finalist.

Prior to dedicating his career to helping plaintiffs, Mr. Boyle served as law clerk to Chief Justice William H. Rehnquist of the United States Supreme Court and Judge Melvin T. Brunetti of the United States Court of Appeals for the Ninth Circuit. A graduate of Vanderbilt University, Mr. Boyle received his Juris Doctorate from the University of Arizona where he finished first in his class and served as the Business Editor of the Arizona Law Review.

He is a member of the American College of Trial Lawyers, one of the premier legal associations in North America, composed of the best of the trial bar from the United States and Canada with fellowship limited to one percent of the total population of any state or province. Additionally, Mr. Boyle is a member of the Amicus Committee of the Los Angeles County Bar Association, serves on the Boards of the Los Angeles Chapter of the American Board of Trial Lawyers and Law College Association of the University of Arizona, and is a member of the Consumer Attorneys of California and Consumer Attorneys Association of Los Angeles

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MINTZ GROUP
Clarity in a complex world

San Francisco, US

Management Due Diligence

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Peter Lagomarsino is a partner and manages Mintz Group's San Francisco office, which serves both regional and international clients.

He co-heads the Pre Hire and Pre Deal due diligence practices and created Global Verify, a multi-language screening and verification service which backgrounds high volumes of people around the world.

In the course of his work, Peter has revealed a public company executive's undisclosed years in prison; identified an acquisition target's ties to organized crime; found the hidden assets of a bankrupt real estate developer; helped a commercial litigation client support its patent infringement case; and worked on scores of sensitive executive and board placements in the U.S. and abroad.

Peter has particular expertise in due-diligence standards and best practices for what constitutes responsible decision making before hires and business deals.

He has written several articles, including "Board Vetting in the Digital Age" in Directors & Boards and "What Do Candidates' Social Media Profiles Say About Them?" in Executive Talent. He has also done a number of speaking engagements about best practices in background checking.

Peter has a B.A. in philosophy with a concentration in economics from Amherst College.

Mintz Group

Founded in 1994, the Mintz Group has conducted over 10,000 investigations in more than 100 countries. Our global team has the expertise, resources and insight to find and analyze hidden business facts anywhere in the world. We take pride in our untarnished record of maintaining the highest professional and ethical standards.

It's tricky doing business in a complex, cross-border environment, where you're unlikely to have the information you need. When the truth is complicated and hidden, we reveal the risks you need to know to make informed decisions in business relationships, in the workplace, and in court. Leading corporations and their legal, financial and recruiting advisors trust the Mintz Group to provide a clear and detailed view of the facts.

Capasso LawGroup

Massachusetts, US

Immigration Law

Employment Law

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Capasso LawGroup has core practice areas in all facets of immigration and employment law. Our many years of experience working for and with government agencies provides us with the knowledge necessary to represent employers as well as individuals in immigration and employment matters.

Capasso LawGroup provides seasoned legal practitioners and consultants that have many years of government and private practice experience, including prior experience with global and international law firms, the United States Department of Justice, the Immigration and Naturalization Service, the American Federation of Government Employees, and, the United States Postal Service.

Our extensive experience also allows us to represent employers, unions, and individuals in labor disputes, real estate matters, discrimination cases, and personal injury matters.

Capasso LawGroup also works with numerous consultants in various areas, including immigration and mobility, employment, labor, real estate, personal injury, and construction.

Capasso LawGroup is an immigration member of The Lawyer Network as well as Global Law Experts and Legalsfinest.

RUSSACK LAW
YOUR BANKRUPTCY & DEBT RELIEF PROFESSIONALS

Maryland, US

Personal Bankruptcy

Business Insolvency; Work-Outs

Tate Russack

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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COUCH WHITE, LLP
COUNSELORS AND ATTORNEYS AT LAW

USA

Environmental

Construction; Commercial and Complex Litigation

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Adam provides strategic advice and precise execution in sensitive, high-profile proceedings, including energy development projects, resource extraction, infrastructure, and commercial and industrial development and re-development.

He assists national, regional and local industrial and commercial developers in environmental, regulatory compliance, energy, construction, remediation, enforcement and litigation matters. Adam also advises developers and construction industry clients on permitting and land use (including zoning and environmental review), government procurement and contracting matters (including False Claims Act defense), and suspension and debarment proceeding.

In addition, Adam serves as counsel to and/or provides advice to associations representing construction industry interests before federal, state and local governmental authorities.

Environmental

Couch White's environmental practice group has more than 75 years' experience providing strategic advice and precise execution in sensitive and high-profile proceedings, including energy development projects, resource extraction, infrastructure, commercial and industrial development, and remediation and redevelopment. Typically, the group's attorneys are involved from the planning stage through the successful completion and construction of our clients' projects. Working in this fashion ensures a thorough and comprehensive approach to efficiently securing and defending the approvals necessary to allow a project to move forward.

On a day to day basis, the environmental practice group advises clients with respect to complex federal and state regulatory permitting and compliance requirements. These matters often involve differing, but interrelated aspects of substantive environmental laws, land use and zoning and environmental review. Whether a client's project involves infrastructure, oil & gas production and transport, mining, landfilling or other types of commercial or industrial development requiring air, water, wetland or other substantive environmental permits, the environmental practice group is well versed in preparing and defending applications before local, state and federal agencies, including administrative hearings and any resulting litigation.

Hogan Lovells

Virginia, US

Commercial Litigation

Shareholder Litigation; Privacy and Cybersecurity; E-discovery

Jon M. Talotta

Hogan Lovells



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Helping clients navigate the high-risk, high-value challenges involved in complex commercial disputes is what Jon Talotta does best.

Jon is Global Co-Group Leader for Corporate/Shareholder Litigation, as well as the Northern Virginia office Practice Manager for the firm's Litigation, Arbitration, and Employment group. He has significant background experience in corporate governance, securities, cybersecurity, consumer protection, technology, and other business issues. He has represented US and multinational clients from a variety of industries in trial and appellate courts across the US in arbitrations and mediations; and in administrative proceedings and investigations before numerous federal and state agencies.

Jon also chairs the firm's Electronic Information Group, which focuses on US and cross-border electronic discovery and information governance. He is also the partner in charge of the firm's litigation support infrastructure. He regularly counsels clients on information governance and risk issues. And he publishes and speaks on topics involving US and international litigation, discovery, and information governance.

Jon is a member of The Sedona Conference (WG1, WG6, and WG11) and other associations, an advisory board member of two international consulting firms, and a former council member of the Virginia Bar Association's civil litigation section. After law school, he served as a law clerk for the Honorable James C. Cacheris (E.D.Va.). During law school, he served as a law clerk extern for the Honorable B. Waugh Crigler (W.D.Va.).

NastLaw LLC
CIVIL LITIGATION ATTORNEYS

Pennsylvania, US

Antitrust

Mass Tort; Pharmaceutical; Products Liability

Dianne Nast

Dianne M. Nast is a *magna cum laude* graduate of Rutgers University School of Law. From 1976 to 1995, she was a senior shareholder with the Philadelphia law firm of Kohn, Nast & Graf, P.C. (now Kohn, Swift & Graf, P.C.), and then a senior shareholder at RodaNast, P.C. from 1995 to 2012. She is currently the founder and senior member of NastLaw LLC in Philadelphia.

Ms Nast holds an AV Martindale-Hubbell rating and has been selected to be listed in each edition of *The Best Lawyers in America* (Antitrust Law, Mass Tort Litigation/Class Actions, Personal Injury Lawyer) since 2003. *The National Law Journal* has selected Ms Nast as one of the nation's top fifty women litigators. Ms Nast was also selected by *Philadelphia Magazine* as one of Philadelphia's Best Complex Litigation Lawyers. She has been named as one of Pennsylvania's Top Fifty Women Lawyers. She appears in numerous *Who's Who* publications.

In April, 2015, the American Bar Association Tort and Trial Practice Section awarded Ms Nast its Pursuit of Justice Award. In June 2016, Ms Nast was selected by The Legal Intelligencer, Pennsylvania's leading legal newspaper, to receive its Life Time Achievement Award. In 2017, The Legal also named Ms Nast a recipient of its Professional Excellence Award.

Ms Nast served as a Director of the Federal Judicial Center Foundation for eleven years, from 1991 to 2002. In 1998, then Chief Justice William H. Rehnquist named Ms Nast Chair of the Board of Directors of the Foundation.

Judge Edward Becker, then Chief Judge of the United States Court of Appeals for the Third Circuit, appointed Ms Nast to serve as a member of the fifteen-member Third Circuit Task Force on Selection of Class Counsel. The Task Force issued a report, *Selection of Class Counsel*, 208 F.R.D. 340 (2002), cited over 100 times in court opinions. Ms Nast was also selected by The American Law Institute to serve on the ALI's Principles of the Law of Aggregate Litigation.

Ms Nast chaired the Lawyers Advisory Committee for the United States Court of Appeals for the Third Circuit. She served for eight years on the Third Circuit's Committee on Revision of Judicial Conduct Rules of the Judicial Council, and on the Judicial Conference Long Range Planning Committee.

Ms Nast is member of the Disciplinary Committee of the Supreme Court of Pennsylvania. She is a Fellow of the American Bar Foundation. Ms Nast is an elected member of the American Law Institute, a member of the Board of Directors of the Sedona Conference, and a member of the American Antitrust Institute and the Public Justice Foundation.

She has been named to *Chambers USA* for her work in product liability litigation.

Ms Nast has been named as Lead Counsel or an Executive Committee member in scores of Antitrust and Products Liability cases, most recently as co-Lead Counsel in the Generic Drug Antitrust Litigation, MDL 2724, currently one of the largest MDLs in the United States.

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Commercial Real Estate Law

Anthony (Tony) J. Barbieri

As president of Kessler Collins, Tony's legal practice spans many disciplines, including commercial real estate. His practice involves complex real-estate transactions and real-estate finance, including corporate real estate services, developing, land use, leasing, secured lending, investing, eminent domain, and real estate acquisitions and dispositions of portfolio and single asset transactions, all with a broad geographic coverage. His practice also includes advising clients regarding all their business, corporate, employment, intellectual-property rights, as well as software and other technology-related areas. Tony represents clients in state and federal courts across the country in various business disputes.

Professional Recognition:

Texas Monthly Magazine - Texas Rising Star, 2004, 2008, 2010, 2011, 2012 and 2013

Fellow, Litigation Counsel of America

Admissions:

- Texas Bar, 2000
- United States District Courts (Northern, Eastern & Southern Districts of Texas)

Publications:

- Author, "Co-Employment" THE NETWORK (March 2017)
- Author, "How to Avoid Probate," March 2017
- Author, "Transgender Rights Movement," December 2016
- Author, "At Will vs. contract Employment." September 2015
- Author, "Finder Keepers, Losers Weepers." December 2015
- Author, "Operating Expense Issues for The Modern Texas Landlord," Crest Publications Group, THE NETWORK (Jun 2015)
- Author, "Guns & Real Estate: Are Your Buildings on Target?", Crest Publications Group, THE NETWORK (Feb 2015)
- Author, "Lease Legalese Made Easy," Crest Publications Group, THE NETWORK (Nov 2014)
- Author, "The Power of Emminent Domain," Crest Publications Group, The NETWORK (Jun 2014)
- Author, "Squatter's Paradise?" Crest Publications Group, The NETWORK (Mar 2014)
- Co-Author, "The NCAA, Northwestern University and the First Student- Athlete Union," Dallas Bar Association Headnotes (Sept 2014, Vol 39, No 9)
- Author, "What You Need to Know About Insurance in the World of Commercial Real Estate," Crest Publications Group, THE NETWORK (Sept 2014)
- Author, "2014 IRS Tipping Rules: Restaurant And Hospitality." January 2014

Professional Affiliations:

- American Bar Association (Intellectual Property and Business Law Sections)
- State Bar of Texas (Intellectual Property Section)
- Dallas Bar Association
- Member, The Trial Law Institute
- Sports Lawyers Association (SLA Outreach Committee Regional Captain - Texas)
- International Council of Shopping Centers (ICSC)
- Urban Land Institute (ULI)
- Building Owners Management Association (BOMA)
- Association for Corporate Growth

Education:

- Texas A&M University School of Law (formerly Texas Wesleyan University School of Law), J.D. (1999)
  - Russell Baker Moot Court Award
  - Moot Court Board
  - Dean's List
  - President, Delta Theta Phi Law Fraternity
- The University of Arizona, B.S. (1995)

Areas of Focus:

- Business Transactions & Planning
- Employment
- Health Care
- Intellectual Property
- Commercial Litigation
- Corporate & Securities
- Estate Planning & Administration
- Real Estate

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ASIA & OCEANIA

Asia is expected to grow by around 5½% this year, according to the IMF, accounting for nearly two-thirds of global growth, and the region remains the world's most dynamic by a considerable margin. But despite the strong outlook, policymakers must remain vigilant. While risks around the forecast are broadly balanced for now, they are skewed firmly to the downside over the medium term. Key risks include further market corrections, a shift toward protectionist policies, and an increase in geopolitical tensions.

Growth in developing East Asia and Pacific (EAP) is expected to remain strong and reach 6.3% in 2018, according to the latest World Bank economic report on the region. Prospects for a continued broad-based global recovery and robust domestic demand underpin this positive outlook. Still, emerging risks to stability and sustained growth require close attention.

Enhancing Potential, the April 2018 edition of the World Bank East Asia and Pacific Economic Update, underscores that even with favorable prospects, policy makers in the region will be well advised to recognise and address emerging challenges. Attending to the short-term risks associated with a faster-than-expected rise in interest rates in advanced economies and possible escalation of trade tensions will require tighter monetary policy and larger fiscal buffers. To raise growth in the longer term, boosting public and private investment, productivity growth, and human capital will be key.

"Robust growth has underpinned the region's tremendous gains in reducing extreme poverty. To build on this success, and improve prospects for the large share of the population who remain economically insecure, will require sustaining growth over the longer term," said Victoria Kwakwa, World Bank Vice President for East Asia and the Pacific. "Policy makers need to focus on addressing risks to economic stability while taking steps to enhance longer-term growth potential."

After growing faster than anticipated in 2017, China is expected to slow moderately to 6.5% in 2018 as its economy continues to rebalance away from investment and towards domestic consumption with policies that focus more on slowing credit expansion and improving the quality of growth.

Excluding China, growth in developing EAP is expected to remain stable in 2018 at 5.4%, reflecting continued robust domestic and external demand. Growth in Indonesia and Thailand is expected to strengthen in 2018, with improved prospects for investment and private consumption. In the Philippines, growth is likely to remain stable in 2018. In Malaysia and Vietnam, growth is expected to ease, as public investment moderates in the former and agricultural production stabilises in the latter after rebounding in 2017.

Prospects for several of the smaller economies are generally favorable, in part due to higher commodity prices. In Myanmar, economic growth is projected to rise in 2018, although investment prospects could deteriorate with the ongoing developments in Rakhine State. Mongolia's higher growth is predicated also on continued macroeconomic stabilisation. Papua New Guinea could experience a cyclical recovery as commodity prices rise, although the recent earthquake could hurt prospects. Growth in Cambodia is expected to pick up slightly, while Lao PDR will likely see stable growth.

The growth outlook for the Pacific Island Countries is mixed. Growth in Fiji and the Solomon Islands is projected to ease. Growth in the smaller Pacific Island Countries is expected to be modest but volatile due to their high susceptibility to natural disasters and reliance on commodity imports.

"While the region's growth outlook is positive, there are challenges for policy makers in the short and medium term," said Sudhir Shetty, World Bank Chief Economist for the East Asia and Pacific region. "Addressing these challenges will require measures to dampen the possible impacts of a more rapid pace of monetary policy tightening in advanced economies as well as to enhance longer-term growth prospects in the face of policy uncertainty, particularly around global trade."

To address risks to macroeconomic stability, countries will need to consider tightening monetary policies and further strengthening macroprudential regulations. This will be particularly important in countries where high debt levels or rapid credit growth could exacerbate vulnerabilities in their financial sectors as interest rates are raised in advanced economies.

To address moderating growth prospects across the region in the medium term, countries will need to find ways of raising their long-term potential growth. This could include a mix of measures aimed at: improving public spending and infrastructure provision; deepening trade integration and improving trade facilitation; implementing reforms to enhance competitiveness; and building human capital.

With continued threats to the global trading system, developing EAP can respond by deepening its own trade integration and facilitation, through such mechanisms as the ASEAN Economic Community, the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, and the Belt & Road Initiative. Done well, these initiatives will be even more important as countries adapt their manufacturing-led development strategies

to the emerging challenges of labor saving technologies and automation, and the blurring of the lines between manufacturing and services.

Improving competitiveness will also be important for countries in the region as they seek to adjust to the ongoing changes in the manufacturing landscape with the evolution of technology. Various aspects of the business environment are likely to become more important than labor costs in determining countries' fortunes in manufacturing. And, as technologies continue to evolve, basic numeracy and literacy and familiarity with digital technology will be essential.

Improving the effectiveness of schools is a priority in many countries in the region where most students are in school but many are not learning. A critical first step is to align institutions and create sound administrative systems to provide basic conditions for learning. Additionally, education systems should concentrate on: ensuring equity in public spending on primary education; preparing students for learning starting in preschool; raising selectivity and enhancing pay and career prospects for teachers; and using assessments systematically to inform instruction.

To ensure that those who are economically insecure are not left behind, strengthened social assistance and insurance programs and increased resilience to systemic shocks will be key. Economic resilience is particularly important in the Pacific Island Countries, and can be helped by building up sovereign wealth funds as well as improving access to temporary migration schemes.



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MAKINSON
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Charity & Not For Profit Law

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Makinson d'Apice is a commercial law firm in Sydney, Australia. Today we have one of the largest and most knowledgeable C&NFP practices in Australia. We provide the sector with specialist expertise as well as a team that understands the details of our clients' operations and the challenges they face.

Our services include:

Charity & Not-for-Profit Law: ACNC & Charities Act advice; fundraising requirements; partnerships, projects and procurement, reducing your risk when contracting, collaborating and merging; establishing charitable trusts; interpretation and advice on trusts.

Governance: Advice on best practice; advice on constitutions; meeting governance standards; managing board conflicts; establishment of governance standards and practices.

Intellectual Property and Data Privacy: Protection and management including trademarks and privacy policies

Property: Acquiring strategic property; development and sale of land; easements and leasing; portfolio management; stamp duty exemptions.

Taxation and Compliance Advice: Income tax exempt status; GST concession; FBT rebates; ACNC requirements; obtaining and maintaining DGR status.

Workplace: Drafting of and advising on employment agreements; employee code of conduct; social media policies; anti-discrimination policies and anti-bullying policies.

LOVEGROVE AND COTTON
Construction and Planning Lawyers

Australia

Construction Law

Kim Lovegrove RML, F.A.I.B

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Kim Lovegrove RML, FAIB is a senior consultant with Lovegrove & Cotton Lawyers Pty Ltd; was a consultant to the World Bank 2016/2017; a past Conjoint Professor of Building Regulation and Certification at the University of Newcastle (New South Wales); Past Chairman Building Practitioners Board Victoria; Chairman of the Centre for Best Practice Building Control; Past President for the Northern Chapter of the New Zealand Institute of Building and a past President of the Australian Institute of Building (Victorian Chapter). Kim Lovegrove is increasingly being deployed in an advisory capacity to advise policy makers and law reformers in offshore jurisdictions on best practice building control and building regulatory 'holistics'.

On the 24th of June, 2017, Kim Lovegrove RML, FAIB was awarded the RML – Royal Medal of the Lion by Prince Ermias Sahle Selassie (President of the Crown Council of Ethiopia and grandson of the late Ethiopian Emperor Haile Selassie). The Lion symbolises the Lion of Judah, which was also one of the titles of the Ethiopian Emperor Haile Selassie. This award was in recognition of Kim's humanitarian endeavours in Ethiopia, where he and the firm sponsored the Lawyer position at the Hope for Children Organisation.

Lovegrove & Cotton Lawyers Pty Ltd

This construction law firm was established in Melbourne in 1993. There are areas of the law where the firm is without peer, primarily in the construction-related sector. The firm possesses a level of expertise that has contributed to the legal fabric of the construction industry and modern day building regulation. This is a key indicator of the benchmarks and standard of excellence at Lovegrove & Cotton.

The firm has evolved into a practice that provides expertise in all facets of construction law, including but not limited to regulatory law reform and dispute resolution for large to medium cases.

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Australia

Recruitment Process Outsourcing (RPO)

Recruitment Projects; Contingent Workforce Solutions & Blended RPO

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Kimberley Hubble is the founder and CEO of Hudson RPO, Asia Pacific.

Hudson RPO partners with organisations to transform their recruitment models and drive superior business outcomes relating to quality, cost, service and efficiency. Hudson RPO services more than 50 clients globally across diverse industry sectors in Asia Pacific, EMEA and America's. Hudson RPO provides hiring at all levels from senior executives to entry level positions across all roles and employment types, including internal employees and external permanent, contract and temporary hires.

Hudson RPO's solutions deliver real and immediate benefits to clients including improvements to: new hire quality & retention; candidate and hiring manager experience; hiring manager recruitment and interviewing skills; employer brand communication & awareness; reporting & visibility of hiring activity and outcomes; continuous improvement of the recruitment function; cost per hire and use of third party agencies; and time to hire and on-board.

Hudson RPO deploys highly skilled recruitment and sourcing professionals and best practice technology, tools and processes to deliver the above benefits, many of which can be reported in the first three months of the partnership.

Kimberley holds a Masters Degree in psychology and is an Organisational Psychologist and Recruitment Professional with over 25 years experience across the globe. Kimberley played a key role in launching Australia's first-ever RPO solution for Johnson & Johnson in 1999, a solution which Hudson RPO managed for 17 years. Kimberley has partnered with some of Asia Pacific's leading companies to design, implement and transform their recruitment models using her expertise across RPO, Contingent Workforce Solutions, High Volume Project Recruitment, Blended RPO & Contingent Solutions, Employment Branding, Job Design, Competency Frameworks, Psychometric Assessment, Assessment & Development Centres, Career & Succession Management and Coaching.

FTI CONSULTING

Australia

Technology and Big Data

Project Management; Litigation Consulting; Risk Management

David Bowie

FTI Consulting



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David Bowie is a Senior Managing Director and Leader of the Australian Technology segment of FTI Consulting, based in Sydney. David has over 17 years' experience across the legal and technology markets, including technology business development, project management, litigation consulting, electronic discovery, electronic courtrooms and deal room implementation.

Prior to FTI Consulting, David successfully worked within three top-tier law firms in Australia, and as a technology consultant to the legal industry. He has provided technology solutions for significant corporate deals within the Australian market, as well as being involved in large multi-party, global litigation proceedings.

David has grown a significant Australian legal technology practice, and has added key horizontal clients to the practice's portfolio while maintaining a highly profitable and diverse business.

David has extensive experience in leading complex global engagements, while managing the ongoing demands of a significant legal technology practice. His client base includes 18 of the top-20 Australian law firms, significant State and Federal Government departments, and many large multinational corporate clients.

Rahman IP Solutions
Intellectual Property Attorneys

Bangladesh

Trademark Law

S. M. Zillur Rahman



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S. M. Zillur Rahman, Advocate, Supreme Court of Bangladesh, is the founder of the Rahman IP Solutions. He has been involved in dealing with filing, prosecution, registration and granting of trademarks, designs, copyrights and patents for the last 20 years while serving with a world reputed intellectual property law firm.

In a broader spectrum, he has also dealt with the opposition cases, rectification cases, appeals, infringement and passing off suits, enforcement and investigation in respect of trademarks and designs. As such, it is crystal clear to Rahman IP Solutions as to what steps are to be taken for the effective and smooth processing of registration of a trade mark or design and what is the course of action to be taken to cope with the objections and situations raised by the Trade Marks Registry during the course of examination and thereafter. The firm has a highly professional team which serves its clients' requirements according to their needs in a most professional way and at a reasonable price. Rahman IP Solutions is visibly a trustworthy firm on which its clients can easily depend as a reliable law firm dealing with intellectual property issues in Bangladesh.

Rahman IP Solutions' intellectual property legal experts offer a number of services, for example: watch service, searching, investigations, filing applications to register trademarks, designs, patents, copyright, domain names, etc. The firm also deals with cases on litigation, opposition, rectification, infringement and passing off suits, appeal, etc. Rahman IP Solutions is highly committed to provide its clients with a prompt and best possible service at all time in a cost effective manner.

Rahman IP Solutions realises that every client is unique and their needs may vary. The firm has developed a strong professional team to provide the best service according to their demands.

協力律師事務所
CO-EFFORT LAW FIRM LLP

China

Admiralty & Maritime Law

International Trade Law;
Arbitration & Litigation

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Grace Zheng, PhD, began to practice in King & Wood Shanghai Office in 1999 and became the partner of Yao Liang Law Firm in 2003. She joined Co-effort Law Firm LLP as senior partner and head of the firm's shipping and international trade team in 2015.

During the practice of almost two decades, Grace Zheng has gained extensive experience in handling maritime claims, charter party disputes and shipbuilding & repair contracts disputes. She handles a variety of arbitration and litigation cases, representing domestic clients in international and domestic arbitration and litigation proceedings and representing international clients in arbitration and litigation proceedings taking place in China. She also has in-depth experience in advising on ship sales and financial leasing transactions.

She is the legal counsel of a number of China state-owned trading companies, shipyard, shipping companies, financial institutions and leasing companies. She is also retained by international companies and law firms to provide legal services in relation to Chinese law. She is the arbitrator of China Maritime Arbitration Commission, Shanghai International Arbitration Center and Shenzhen International Arbitration Center, which are the most reputable international arbitration centers in China. She is the professor and part time tutor of Shanghai Maritime University and East China University of Politic and Law.

She has published more than 37 pieces of articles and books in many reputable legal journals in China as of April 2018. Being a legal expert and senior lawyer in maritime and arbitration, Grace is frequently invited to speak at the seminars held in China, Singapore, Norway and other countries focusing on development of maritime law and arbitration practice in China.

德恒律师事务所
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WTO Dispute Settlement, Section 337

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Ding Liang is the head of DeHeng China's antitrust practice. Mr Ding joined DeHeng Law Offices in 2013. Before joining DeHeng, he worked at King & Wood Mallesons, Dewey Ballantine LLP in DC, China National Textile Import & Export Corp, and the US International Law Institute.

Mr Ding specialises in Antitrust and Competition Law, WTO dispute settlement, and Section 337 Investigation.

In the area of antitrust and competition, Mr Ding has provided a full range of antitrust compliance services to clients in: automobile; pharmaceutical; medical devices; shipping; internet; telecommunications; chemical; food and beverages; cement; machinery; luxury; electrical appliances; finance; tobacco and retail industries. He has represented clients on a number of antitrust civil litigation cases and antirust investigations, and has achieved favourable results. Mr Ding has provided merger filing services to clients in ODM, automotive, machinery, cement, metal materials, chemistry, agriculture industries etc. He is the co-author of a CCH book – China Anti-monopoly Law Guide.

In the area of WTO dispute settlement, Mr Ding participated in China - IP Rights (WT/DS362); China - Subsidy (WT/DS358,359); Canada/US - Hormones Suspension (WT/DS320,321); EC/US - Aircraft (WT/DS316,317); EC - Biotech Products (WT/DS291,292,293); and Japan - Apples (21.5) (WT/DS245).

In the area of Section 337 Investigations, Mr Ding provided legal services in Carbon and Alloy Steel (337-TA-1002), Toner Cartridges (337-TA-918), Outdoor Grill (337-TA-895); Tires (337-TA-894); Rubber Resins (337-TA-849); Hair Irons (337-TA-637); Lighters (337-TA-575); Laminated Floor Panels (337-TA-545); and Antidegradants (337-TA-533) together with US colleagues.

Mr Ding received three master degrees of law from Georgetown University Law Center and University of International Business & Economics.

His honours include: Chambers Asia-Pacific Leading Lawyers in competition/ antitrust 2018; Asia Law Leading Lawyers in area of competition/antitrust 2016/2017; and Legal Band Top Antitrust Lawyers in China, Top International Trade Lawyers in China 2015/2016.

中倫律師事務所
ZHONG LUN LAW FIRM

China

IP Litigation

Trademark; Copyright; Unfair Competition

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Jimmy Huang focuses on various aspects of intellectual property matters, including non-contentious and contentious matters in relation to trademarks, copyright, domain names and unfair competition. Mr Huang has extensive experience of assisting foreign/ domestic clients in their China IP matters and has helped many clients recover their trademark rights, manage their trademark portfolios and crack down on infringements.

His working experience at an IP boutique firm, an international law firm and a leading China local full-service law firm allows him to understand the client's business needs from different perspectives and offer customised services. Mr Huang offers clear advice and creative solutions to meet clients' needs, and he has been serving leading Chinese companies, multi-nationals and foreign law firms in the areas of consumer products, manufacturing, internet, finance, high-tech, wines, whisky, fashion products, education, properties, etc.

At the prosecution level, Mr Huang offers a comprehensive strategy of dealing with squatted trademarks, overcoming prior obstacles and seeking proper scope of protection, which results in satisfactory outcomes for many clients. He also maintains an admirable success rate in trademark administrative lawsuits at all levels.

At the enforcement level, Mr Huang has successfully represented clients in different industries in trademark infringement, copyright infringement and unfair competition lawsuits. He is also experienced in effectively tackling infringements by means of online complaints, administrative raid actions, customs seizures, investigations and demand letters.

Mr Huang actively participates in professional organisations and events, and is a member of International Trademark Association-Unfair Competition Committee (2016-2017) and ABA Section of Intellectual Property Law.

Mr Huang is the author of a number of publications, including *Analysis and Remedies for Infringement and Criminal Activities on the Internet*, published on *Netinfo Security*, 2011 and *How to Prohibit Trademarks from Being Misused as Trade Names in China*, with Ted Marr, published on *Lexis Nexis Australian Intellectual Property Bulletin*, 2008.

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Intellectual Property

Franchising; Technology and Telecommunications; Healthcare and Life Sciences

Ella Cheong

ELLA CHEONG is the Senior Partner of ELLA CHEONG & ALAN CHIU (ELLALAN), a Hong Kong based full service firm servicing the Greater China Region but with particular emphasis on Intellectual Property (IP) matters.

Ella is recognized as **one of the best IP lawyers in Asia and is an all-round IP pioneer in Hong Kong**. Internationally, Ella Cheong is **a highly reputable IP lawyer**. She was inducted into the IP Hall of Fame by IAM and Globe Business Media Group in 2018. **She has served in many IP organizations**, including:

- AIPPI– Former Chair of the Group comprising Independent Members, Council of Presidents and the Executive Committee member, received its Award of Merit, and was elected Member of Honour of AIPPI
- APAA– Founding President of the Hong Kong Group, and was honoured with APAA Enduring Award
- FICPI– Council Member (being its first Asian), and is now its Member of Honour
- Hong Kong Law Society – Chair of the Intellectual Property Committee, and now on its Roll of Honour
- INTA– Past member of the Board of Directors, and presented with the INTA President's Award

Ella concentrates on all IP related legal issues, including enforcement of IPRs and commercial-related IP issues (e.g. preparing of or reviewing agreements ensuring adequate protection for IPRs in agreements for licensing, franchising, employment, manufacturing, agency and distributorships), as well as litigious issues (including cancellations and oppositions of trademarks) before the Courts and the IP Registries.

At the invitation of the Singapore government, Ella also established Ella Cheong LLC in Singapore and a supporting office of Ella Cheong IP Services Sdn Bhd in Malaysia.

Alan Chiu, the Managing Partner of ELLALAN, is renowned for his anti-counterfeiting, IP litigation and advisory practices in Hong Kong and People's Republic of China (PRC). In particular, Alan has handled a number of IP litigations in China and is renowned for his sophisticated strategies in handling cross-border and convoluted IP disputes for international fashion brands, technology giants and food and beverages companies.

ELLALAN also handles enforcement portfolios for many international clients for their businesses in the PRC. The scope of work relating to brand protection includes partnering with PRC lawyers to commence civil litigation against Chinese subjects for IPR infringement and unfair competition, arranging for administrative raids with local authorities, negotiating with major PRC e-commerce platforms on takedown policies and advising on enforcement strategies and tactics from time to time.

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SOLICITORS & NOTARIES

Commercial Litigation

Commercial Fraud; Regulatory (Securities and Futures Commission / The Stock Exchange of Hong Kong); Urgent Interlocutory Applications and Remedies

Barry Hoy

Barry qualified in England 1983, was admitted as a Solicitor in Hong Kong in 1985 and joined Robertsons in 1990.

He was made a Partner of the Firm in 1991 and now heads the Firm's Dispute Resolution Department.

Barry's own Dispute Resolution practice areas include commercial litigation, fraud, tracing, employment, regulatory (SFC / Hong Kong Stock Exchange), domestic and international arbitrations, and urgent interlocutory injunctions.

He regularly features in publications, such as "Who's Who of the Law", Chambers Global, Legal 500.

He is a Contributing Editor to the Hong Kong White Book and was appointed to a Specialist Law Society Committee advising on Civil Procedure Reform in Hong Kong

He is also a Panel Prosecutor for Hong Kong Law Society in Disciplinary Proceedings, and lectures part-time at University of Hong Kong.

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Intellectual Property

Franchising; Technology and Telecommunications; Healthcare and Life Sciences

Ella Cheong

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Alan Chiu, the Managing Partner of ELLALAN, is renowned for his anti-counterfeiting, IP litigation and advisory practices in Hong Kong and China. Alan has a diversified practice ranging from IP, civil and commercial litigation, anti-counterfeiting, advertising and trade description, data privacy, computer forensic, internet security to e-commerce. In particular, Alan has handled a number of headline IP litigations in Hong Kong and is renowned for his sophisticated strategies in handling cross-border and convoluted IP disputes for international fashion brands, technology giants and food and beverages companies.

ELLALAN is now a leading IP boutique in Hong Kong with a diversified and deep client base consists of a significant number of international brands, HK listed companies, start-up companies, universities, luxury goods, fashion, food & beverage, consumer goods, electronics medical and health care, scientific research and development, property developers, banks and financial institutions.

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Intellectual Property

Litigation and Dispute Resolution

Rahul Chaudhry

Mr Rahul Chaudhry has been at the helm of LLS' practice since 2007 and Managing Partner of the firm since September, 2014. Under his leadership, the firm has developed from a family run practice into a major business law firm with immense respect the world over. Today, as a result of his efforts, LLS has grown from a handful of attorneys and family ownership to over 65 attorneys and a support staff of 90.

Mr Chaudhry emphasises a solution based approach to all matters entrusted to him by his clients. Not satisfied by merely elucidating the law, he encourages his clients to develop long term strategies based on business goals and long term cost-benefit analysis. He is sought after by his clients for his tailor made solutions that cover the vast spectrum of business types across the industrial segments.

He has committed himself and the firm to develop with the needs of the clients. While creating extensive depth in practice areas and expertise, he places special emphasis on meeting business goals of the clients through legal services.

Awards & Recognitions:

- Leading Lawyer for Intellectual Property in Asialaw Leading Lawyers 2018
- Ranking as IP Stars 2018/19 – Managing IP
- IAM Patent 1000: 2018 - Leading Patent: Prosecution firm in the country.
- Finance Monthly Global Awards 2018 - Intellectual Property – Lawyer of the Year – India
- Finance Monthly Global Awards 2018 - Dispute Resolution – Lawyer of the Year – India
- Corporate USA Today – Annual Awards – 2018-Patents Law Firm of the Year – India
- Corporate Rahul Chaudhry - Lall Lahiri & Salhotra - Best Lawyer of the Year - India
- Global Awards Corporate Livewire 2017 - "IP Law Firm of the Year in India".
- Rahul Chaudhry - Managing Intellectual Property - IP star 2017
- Managing IP 2017 (India Rankings - 2017) - Trade mark contentious (Tier 1), Trade mark filing & prosecution (Tier 2), Copyright (Tier 2), Patent contentious (Tier 3)
- Patent filing & prosecution (Tier 2)
- Asia IP Profiles 2017 (Tier -1 for Trademark Prosecution & Trademark Contentious, Tier -2 for Patent Prosecution , Patent Contentious & Copyright)
- Winner - 2017 Corporate Intl Global Awards – category win - "IP Enforcement Law Firm of the Year in India"
- IAM Patent 1000 - The World's Leading Patent Professionals 2016 - Ranked as Leading Patent Prosecution firm in India [Lall Lahiri & Salhotra]
- WTR 1000 2017 edition Rankings - National India Firm Table for its expertise in Enforcement & Litigation AND Prosecution & Strategy [Lall Lahiri & Salhotra]
- WTR 1000 2017 edition Rankings - Individuals: Prosecution & Strategy category [Rahul Chaudhry]
- Asialaw Profiles 2017 - Highly Recommended law firm for Intellectual Property [Lall Lahiri & Salhotra]

Key Clients:

- Metlife
- Alcon Laboratories
- Exxon Mobil Corporation
- Sony Corporation
- NBA Properties, INC etc.

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Intellectual Property

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Rahajeng Handayani is the Head of the Intellectual Property Practice Group of SS&R Legal Consultants since this practice group was established by the end of 2006, when she joined the firm after her first position as in house legal in a US multinational company in the tyres industry for two years and another eight years in a former and leading IP firm in Jakarta.

To support and verify her capacity, she has joined number of IP organisations, i.e. INTA, AIPPI, APAA, AIPA, Indonesia IP Registered Consultants (AKHKI) and Indonesia Advocate Association (PERADI). As a dedicated member of APAA, she has served as a committee member since 2004, started for Design, and continued for Copyright, and now is joining the committee for Emerging Rights. She also was a Sub-Committee Member of INTA, for LRC and Trademark Office Practice, serving one period for each.

She has been entrusted by a national oil company and a leading printing company to file a joint-ownership patent application to entering nation phase in nine countries, and so far it has been successfully granted in six countries. She has also been entrusted by a leading plastic company in Indonesia to file its trademark in 13 countries. Those experiences are quite rare for Indonesia IP practitioners, as most Indonesia IP applications come from overseas filing rather than domestic applicants going abroad.

In line with the new regulation issued by the Indonesian Government – the Control of Import and Export of Goods Allegedly Constituting or Deriving from Intellectual Property Infringement – SR Legals wishes to introduce new practice on supply chain management also covering the field of waste management.

Optimistically, this new practice will support and complete the existing legal services of SR Legals which has provided services in the field of banking & corporate finance, corporate law & foreign direct investments, labour law and property law, trade law and dispute resolution in those areas.

ANDERSON MŌRI & TOMOTSUNE

Japan

M&A

Corporate Crisis Management; Intellectual Property; Life Sciences

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Shigeki Tatsuno is an M&A/Corporate partner at Anderson Mori & Tomotsune and is well-known as having a thorough knowledge in mergers and acquisitions of listed and unlisted businesses (including, share acquisitions and divestments and business acquisitions and divestments for foreign clients where the target is a Japanese company or business), joint ventures and other cross-border investments, and corporate restructurings.

In addition, he regularly advises a number of venture companies and PE funds in various aspects including start-up, equity finance and initial public offerings, as well as establishing venture capital or other private equity funds, and engages in general corporate matters, including IP transactions, broadly. His clients include reputable international and domestic corporations and investment funds.

Mr Tatsuno has served as a member of the Human Research Ethics Review Committee of Graduate School of Pharmaceutical Sciences, Faculty of Pharmaceutical Sciences, The University of Tokyo since 2014 and also served as a member of the External Evaluation Committee for the Program for Promoting the Enhancement of Research Universities (Fiscal 2017), Tokyo Medical and Dental University, with his special expertise in life-science industry. He is qualified in Japan and New York.

Firm Profile

Anderson Mori & Tomotsune is a full-service law firm with more than 450 lawyers qualified in Japan and various jurisdictions around the world, one of the largest international firms in Japan which has been best known for serving overseas companies doing business in Japan since the early 1950s. As a result of this experience, we are quite familiar with every kind of matter faced by non-Japanese companies doing business in Japan. Our main office in Tokyo is supported by our offices in Osaka, Nagoya, Beijing, Shanghai, Singapore, Ho Chi Minh City and Bangkok, as well as a Jakarta Desk

M&A

Commercial Litigation; Banking & Finance; Tax

Atty. Nilo T. Divina

Nilo T. Divina is a recognised expert and bar reviewer in Commercial Law and the Dean of the University of Santo Tomas – Faculty of Civil Law, one the Philippines' leading law schools.

Atty. Divina has a post-graduate diploma from Robert Kennedy College, Switzerland in International Tax Law. He earned his Bachelor of Law degree from the UST Faculty of Civil laws as class Valedictorian, magna cum laude and Rector's Awardee for Academic Excellence. He earned his degree in BA Behavioural Science, cum laude, as a consistent dean's lister and college scholar, from the same university.

He founded DivinaLaw in 2006 and grew it from a crew of nine lawyers to the present complement of 52 attorneys and counsels with core competence and dedication to varied areas of legal practice, including but not limited to civil, criminal and commercial litigation; banking and finance; corporate advising, including mergers & acquisitions, take-overs, and initial public offerings; special projects and taxation; and, cross-border and international transactions, among others.

Atty. Divina continues to advise and represent some of the Philippines largest banks, insurance and health companies, realty companies, educational institutions, and several high net-worth individuals. He is a member of the Board of Directors of a number of top Philippine corporations, including the United Coconut Planters Bank, one of the Philippines' top banks.

An active member of several Supreme Court committees on reforms in legal education and court procedures, Atty. Divina is a sought-after speaker on various legal topics such as debt restructuring, debtor-creditor relationship reforms, procedural reforms, public interest cases involving elected officials, presidential impeachments, anti-graft and corrupt practices issues, realty law, finance and investment, and special court proceedings. He has appeared as an expert guest in several highly acclaimed television public information shows and continues to do so whenever his schedule permits.

DivinaLaw is illustrious for its holistic handling of mergers and acquisitions through the prevention of legal problems and cost-effective, strategic and innovative solutions to legal and implementation issues. The firm's M&A experience may be considered among the most extensive in the country. It represents a broad range of high net-worth individuals, private and public corporations, both local and international. Its undisputed track record in providing strategic legal advice, formulating cost-effective structures and high-quality innovative approaches involves –

a. M&A planning, including documentation of the Plan and Articles of Merger, obtaining regulatory approvals and post-merger implementation;
b. Initiation and thwarting of corporate takeovers, management buy-outs and asset/equity divestments;
c. Corporate workouts, rehabilitation, restructuring and recapitalisation;
d. Shareholder agreements, block sale and pooling arrangements;
e. Joint ventures and asset acquisitions;
f. Private and public equity offers and acquisitions; and
g. Extensive legal and corporate due diligence.

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Commercial Litigation and Family Law **Chia Boon Teck; Wong Kai Yun**

We wish to thank you Mr Chia for your assistance in our recent legal suit. We looked desperately in vain for a good, capable and compassionate lawyer to take up our case. Due to our ignorance, we made grave and stupendous errors in letting the opponent win by default and matters thereafter escalated to a critical stage. We were at our wits' end and saw no hope at all until we found you, and you explained to us very clearly our position, the possible scenarios and solution. For this "ray of hope" and guiding us to take on our unreasonable opponent, we are truly grateful. We wished we had found you earlier but it's better late than never and we commend you to all our family and friends as a first class lawyer. Our sincere thanks to Chia Wong LLP. **Ms Egnes B** Indonesia

It was great having you as our lawyer Mr Chia. The confidence and explanation you provided for us was something we needed while handling our case. The past two years had been like stepping on needles whenever we received the latest updates of how the case is progressing. But you never failed to give us the confirmation and affirmation we needed. Your knowledge and experience in the legal service exceeded what I had expected when I first found you. It was great! Once again, thanks a lot to you and your team!

Ms Tan Kaiting
Singapore

I was deliberating between two law firms and am extremely glad to have gone to Kai Yun despite having committed to and paid for consultation with the other firm. Kai Yun analysed the case keenly from different strategic perspectives while taking care to accommodate the numerous constraints. She was clearly focused on resolving the case in my best interests rather than clocking superfluous legal hours. I am deeply appreciative of Kai Yun's comprehensive analysis and highly professional treatment which brought the case to a satisfactory close. Kai Yun is an astute lawyer whom I trust and will not hesitate to recommend.

Ms S Singapore

Ms Wong Kai Yun gives her profession a good name. A great counsel, a reassuring presence, and a steady hand to guide me through a most difficult and traumatic period in my life. My first impression from meeting her was a strong assurance and confidence that 'everything will be perfectly alright once Ms Wong acts for me'. Indeed, I appreciate Ms Wong's intelligence, expertise and professionalism in her handling of my case, balanced with her kindness and thoughtfulness, that enabled me to remain focused and emotionally in control throughout the proceedings. Ms Wong and her team are always helpful, prompt and precise in their communications with me. Ms Wong and Chia Wong LLP come with my high recommendation.

Ms Lee Singapore



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Intellectual Property

Soh Kar Liang

Kar Liang is a graduate of the National University of Singapore. He practices intellectual property and information technology law. He has represented, guided and supported key client accounts from diverse fields ranging from high-tech microprocessors to consumer food and beverage industries in both contentious and non-contentious matters along the IP value chain.

As the first Singaporean appointed as a domain name panellist by the World Intellectual Property Organisation, Kar Liang regularly adjudicates on domain name disputes under the Uniform Dispute Resolution Policy. He is also a domain name panellist of the Regional Arbitration Centre of Kuala Lumpur and a principal mediator of the Singapore Mediation Centre.

Kar Liang is an active participant of various local and foreign professional and business organisations, including serving as Vice President of the ASEAN Intellectual Property Association, past President of the Singapore Group of the Asian Patent Attorneys Association and honorary advisor of the Chinatown Business Association. He also contributes regularly to professional publications on intellectual property and information technology subjects and is frequently invited to speak on topics in these fields both locally and regionally at conferences, seminars, workshops and expert panels.

Memberships

- Law Society of Singapore
- Singapore Academy of Law
- International Association for the Protection of Intellectual Property (AIPPI)
- Asian Patent Attorneys Association (APAA)
- International Federation of Intellectual Property Attorneys (FICPI)
- International Trade Mark Association (INTA)
- ASEAN Intellectual Property Association (AIPA)
- Association of Singapore Patent Attorneys (ASPA)

Firm Overview

The Ella Cheong brand derives from the name of our founder, an internationally renowned and respected intellectual property law practitioner who started her professional practice in Hong Kong in the 70's. On the invitation of the Singapore government, the Ella Cheong brand first took root in South East Asia in 1986 as a specialist intellectual property boutique law practice in Singapore to meet the rapidly evolving demands of both local and international businesses for the region.

In 30 years, the brand has garnered a strong track record and reputation as a leading regional one-stop focal-point in South East Asia meeting the intellectual property needs of businesses locally, regionally and around the world, including:

- Prosecution
- Portfolio management
- Commercialisation
- Dispute resolution
- Enforcement
- Strategy

The legal and technical expertise gathered under the Ella Cheong banner spans the gamut of intellectual property rights including trade marks, patents, designs, copyrights, as well as associated subject matter like domain names, trade secrets and advertising.

Our regional team across our offices, affiliates and strategic partnerships is committed to quality, timely and commercially-based yet cost-effective services. We are proud to support a diverse client base, including start-ups, SMEs and leading multinational corporations in the aviation, manufacturing, luxury, FMCG, cleantech, pharmaceutical, education and F&B industries.

Our clients appreciate our results-oriented, business-centric, transparent and uncompromising philosophy to service.

What matters most is what works.

Ella Cheong LLC and Ella Cheong IP Services Sdn Bhd



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IP Litigation and Licensing

Antitrust and Anti-Unfair Competition Litigation; Advocate of White Collar Crime; IP Management and Corporate Governance

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Admitted to the Taiwan Bar in 1991, Dennis Huang has been practicing for more than 25 years. He is an alumnus of the University of Michigan Law School, Ann Arbor (LL.M.) and a leading partner of Lee and Li's Patent and Technology Department, mainly responsible for IP litigation, licensing, IP transaction and antitrust matters.

He sat on the editorial board of the Taiwan Bar Journal for more than a decade, and has published numerous articles and books on subjects relating to IP law and antitrust law. He chaired the IP Committee of the Taiwan Bar Association for three years from 2015 to 2017. Currently, he is the supervisor of the Licensing Executive Society, Taiwan (Chinese Taipei) chapter. He has handled litigation and licensing matters both in Taiwan and China for multinational companies, mainly from the US, Japan and Europe.

Credited with having played a significant role in protection of many landmark portfolios in various industries, he performs a wide range of services that include counseling, litigation, dispute resolution, complex transactions, due diligence investigations and licensing in patent, trademark, trade secret and copyright matters. In a groundbreaking process patent litigation suit in Taiwan, in which he represented a US chemical company, a landmark NT$2 billion (around US$700 million) in damages was awarded by the Taipei District Court. He has been repeatedly named the World's Leading Patent Practitioner by the IAM and Leading Lawyer in Intellectual Property by Asia Law.

Insolvency

International Arbitration; Banking & Finance; Regulatory

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Surasak is the managing partner of R&T Asia (Thailand) Limited.

Surasak is recognised by The Legal 500 Asia Pacific as a Leading Individual for Corporate and M&A and a Band 1 lawyer for Dispute Resolution by Chambers Asia Pacific, naming him as one who "wins plaudits from the market" and with clients describing him as "one of the best" based on his "reputation on complex matters." A large part of Surasak's practice focuses on representation in litigation and dispute resolution proceedings, including arbitrations, mediations and other alternative dispute resolution proceedings. Surasak is also consistently recognised as one of the leading lawyers in Thailand for Restructuring & Insolvency.

Experience

With more than 31 years of work in the private and public sectors, Surasak has extensive experience in corporate and financing transactions, including privatisations, securities transactions (public issues of debt and equity), loan facilities, project finance, restructuring and bankruptcy-related work. He represents some of Thailand's state enterprise banks and other financial institutions and a number of publicly-traded companies. Additionally, he has been involved in some of Thailand's most important infrastructure projects including, expressways, railways, tollways, waterworks and telecommunications projects. He also represents several multinational clients in complex Thai regulatory matters, particularly those involving customs and anti-corruption proceedings.

Surasak served for eight years as a judge of the Courts of Thailand.

Insolvency and Restructuring

- Advised an investment unit of the World Bank on the reorganisation proceedings of Thai Petrochemical Industry PCL.
- Advised certain creditors in connection with the reorganisation of Bangkok Mass Transit Public Company Limited, an operator of a rail-based mass transit system in Bangkok.
- Advised certain creditors in connection with the reorganisation of TT&T Public Company Limited, a major telecommunications company in Thailand.

AFRICA & THE MIDDLE EAST



Sub-Saharan Africa's growth is projected to reach 3.1% in 2018, and to average 3.6% in 2019–20, says Africa's Pulse, a bi-annual analysis of the state of African economies conducted by the World Bank.

The growth forecasts are premised on expectations that oil and metals prices will remain stable, and that governments in the region will implement reforms to address macroeconomic imbalances and boost investment.

"Growth has rebounded in Sub-Saharan Africa, but not fast enough. We are still far from pre-crisis growth levels," said Albert G. Zeufack, World Bank Chief Economist for the Africa Region. "African Governments must speed up and deepen macroeconomic and structural reforms to achieve high and sustained levels of growth."

The moderate pace of economic expansion reflects the gradual pick-up in growth in the region's three largest economies, Nigeria, Angola and South Africa. Elsewhere, economic activity will pick up in some metals exporters, as mining production and investment rise. Among non-resource intensive countries, solid growth, supported by infrastructure investment, will continue in the West African Economic and Monetary Union (WAEMU), led by Côte d'Ivoire and Senegal. Growth prospects have strengthened in most of East Africa, owing to improving agriculture sector growth following droughts and a rebound in private sector credit growth; in Ethiopia, growth will remain high, as government-led infrastructure investment continues.

"For many African countries, the economic recovery is vulnerable to fluctuations in commodity prices and production," said Punam Chuhan-Pole, World Bank Lead Economist and the author of the report. "This underscores the need for countries to build resilience by pushing diversification strategies to the top of the policy agenda."

Public debt relative to GDP is rising in the region, and the composition of debt has changed, as countries have shifted away from traditional concessional sources of financing toward more market-based ones. Higher debt burdens and the increasing exposure to market risks raise concerns about debt sustainability: 18 countries were classified at high-risk of debt distress in March 2018, compared with eight in 2013.

"By fully embracing technology and leveraging innovation, Africa can boost productivity across and within sectors, and accelerate growth," said Zeufack.

This issue of Africa's Pulse has a special focus on the role of innovation in accelerating electrification in Sub-Saharan Africa, and its implications of achieving inclusive economic growth and poverty reduction. The report finds that achieving universal electrification in Sub-Saharan Africa will require a combination of solutions involving the national grid, as well as "mini-grids" and "micro-grids" serving small concentrations of electricity users, and off-grid home-scale systems. Improving regulation of the electricity sector and better management of utilities remain key to success.

Growth expected to rebound in Middle East and North Africa

The World Bank Group's latest Middle East and North Africa Economic Monitor projects regional growth to increase to 3.1% in 2018, up from 2% in 2017. The increase in growth is expected to be broad based, driven by a favourable global economic environment, stability in the oil market at slightly higher prices, and the resumption of post-conflict reconstruction.

"There are grounds for optimism," said Hafez Ghanem, World Bank Vice President for the Middle East and North Africa Region. "Now is the time to focus on creating more jobs and economic opportunities for youth. The positive outlook is an opportunity to speed up reforms for a renewed private sector as an engine of growth and job creation."

On the back of a good performance by Gulf Cooperation Council countries, oil exporters could see growth reach 3% in 2018, double the rate in 2017. Growth among oil importers is expected to increase to 4% on average from 2018 to 2020, driven by a sharp rebound in Egypt and a rise in remittances, tourism and exports. Almost all countries in the region have embarked on major reforms to reduce or eliminate energy subsidies, identify new sources of non-oil revenues, and expand social safety nets to shield the poor from adverse effects of change.

"While stabilisation policies have helped economies adjust in recent years, we need much faster growth to absorb the hundreds of millions of young people who will enter the labour market in the coming decades," said Rabah Arezki, World Bank Chief Economist for the Middle East and North Africa Region, "In this report, we study ways for transforming rather than adjusting the region's economies, to achieve the growth needed."

Low oil prices and a global shift toward renewable energy to meet climate goals poses risks and opportunities. With its abundant sunshine, the region can leverage the power of solar technology. Turning risks into opportunities will require innovation and the adoption of new technologies. Along with helping the region adapt to the new reality of low oil prices, leveraging new technologies could be a new engine of growth and jobs for the regions. A focus on corporate governance will need to accompany efforts to improve the business environment, to create a

new system of incentives at the firm level that encourages the bold and creative thinking required for economic transformation.

Adopting new technologies will require significant investments in infrastructure, which will require greater leveraging of private finance. This can be achieved through public-private partnerships, which Jordan has used to build the Queen Alia airport, and Egypt to attract sizeable private investments in its energy sector. Public-Private partnerships have the added advantage of drawing on the innovation and efficiency of the private sector, and are a step toward changing the role of the state from the main provider of employment to an enabler of private sector activity.



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Philip Forsang Ndikum, Esq.

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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Democratic Republic of the Congo

Mining and Natural Resources

Corporate, Financial Institutions, Energy

Benoit Tshibangu

This law firm has huge experience handling complex cases involving conflict of laws related to arbitration awards (London, Paris, New York, Hong Kong and so on) recognised and enforced in the for of OHADA. Further, it assists and represents clients in courts challenging undue taxation.

It carries out due diligence on behalf of international banking and financial institutions involved in investment projects in OHADA zone: sureties related to hydropower dams construction, due diligences prior to M&A; assisting clients in mining for licence applications and good standing of licences.

In corporate matters, drafting articles of association, by-laws and assisting clients with board meetings.

This law firm operates throughout the Francophone countries of the OHADA zone in Africa, including DR Congo (Kinshasa, Lubumbashi, Kolwezi, Matadi, Boma...), Congo-Brazzaville (Brazzaville, Pointe-Noire...), Cote d'Ivoire: Abidjan, Comoros: Moroni, Mali: Bamako, Niger: Niamey, Cameroon: Yaounde and Douala, Gabon: Libreville, Central Africa: Bangui, Burkina Faso: Ouagadougou, Benin: Porto Novo, Chad: N'Djamena, Senegal: Dakar, Togo: Guineas.

Tshibangu Ilunga & Partners SCA is in association with the American firm Cooke Robotham LLC based in Washington DC, US. Tshibangu Ilunga & Partners is also in association with the French chamber Simon & Associés.

Tshibangu Ilunga & Partners SCA is complying with anti bribery legislations, notably: the UK Bribery Act (UKBA), 8th April 2010 as well as the American Foreign Corrupt Practices Act (FCPA), 1977.

Benoit Tshibangu is the Founder of Tshibangu Ilunga & Associates (www.tshibangulegal.com), he is also an associate of the American firm Cooke Robotham LLC based in Washington DC (www.cookerobotham.com).

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Kwadwo qualified from the University of Botswana in 1999. He commenced his practice with one of the leading corporate commercial practices in Botswana, where he remained for six years before joining Osei-Ofei Swabi & Co. as senior partner.

Generally reputed to be a tenacious litigator and effective debt recovery expert, Kwadwo specialises in: civil litigation, insolvencies; corporate commercial transactions; banking; insurance; corporate recoveries and repossessions; mercantile law; large amount debt recoveries/collections; company law; foreclosures; landlord and tenant disputes; franchising; employment law; banking law; contracts; leases; tax regulatory issues and litigation; property law; constitutional law and human rights; arbitrations, mediation and alternative dispute resolutions; trusts and wills; conveyancing and notarial practice; pension law; legal research and opinions.

Known to generally represent mostly corporate clients in the financial sector comprising of Commercial Banks, Insurance Companies, Fund Managers as well as Construction Companies, Retail & Wholesale sector, and various medium to large companies. Kwadwo is largely regarded among his diverse clients to be a purposive problem solver who would generally provide tailor made solutions to any legal issue within his scope of competence. Kwadwo is also frequently briefed by foreign law firms to act as correspondents in a various array of commercial matters and provide local content as well as regulatory advice on various commercial transactions.

Kwadwo has been recently involved in a large tender dispute where he represented a party that was wrongfully excluded from a tender process but was eventually awarded the tender after a court order to that effect was obtained. He was the lead attorney in legal proceedings before the Competition Commission in a dispute that involved potentially a fine of approximately 10% of the client's turnover, which dispute was through negotiations successfully resolved.

EY
Building a better working world

Kuwait

Tax Advisory

Direct and Indirect Tax Advisory/Compliance; Transfer Pricing; Cross Border Corporate Income Tax Advisory

Alok Chugh

Ernst & Young, Al Aiban, Al Osaimi & Partners



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Alok is a partner with EY's Middle East practice, based in Kuwait and is the Kuwait market segment leader. He has lived and worked in Kuwait for over 25 years and has detailed knowledge of business and taxes in Kuwait. He has considerable experience in advising entry-level strategies for foreign multinationals wishing to do business in Kuwait. Alok has been involved in a number of consulting assignments (including cross-border planning, application of double tax treaties and the efficient handling of tax and commercial affairs) for project due diligence, business paper preparation or review, and structuring operational activities).

Alok is also the MENA Government and Public Sector Tax Leader and therefore, is consulted by various Government Organisations in Kuwait, including the Ministry of Finance, former National Offset Company, Kuwait Direct Investment Promotion Authority (KDIPA) and a number of other government institutions, on fiscal and regulatory matters.

EY and Alok Chugh in particular, have been involved in Kuwait government initiatives, including Vision 2035, Kuwait Investment Forum, the 5th Kuwait Oil & Gas summit, World Bank initiatives of Ease of Doing Business, the OECD initiative on review of regulatory framework in Kuwait for attracting foreign investments into Kuwait.

EY has been operating in Kuwait since 1952. EY is the largest accounting and consulting firm in the country and enjoys the premier position as tax advisers in Kuwait, with two specialist tax partners, four directors and a team of 50 tax specialist staff, including specialised team in Value Added Tax (VAT) and International Tax Services.

Our integrated structure is an important differentiator and it facilitates seamless services and consistent performance everywhere in the world. While EY works across various verticals, our main clients in Kuwait are from the Oil & Gas sector and Engineering & Construction sector. The other major clients are from Technology, Government and Public sector.

Intellectual Property Law

Afamefuna Francis Nwokedi

Afamefuna Francis Nwokedi has over 27 years of practice experience especially in the area of intellectual property law litigation. He is the Principal Counsel and Group Head of Stillwaters Law Firm, which operates from Nigeria, Angola and OAPI.

Mr Nwokedi has been involved in several intellectual property (IP) law initiatives and building processes in Nigeria, including being a member of the Federal Government Committee for the establishment of Intellectual Property Commission, and a member of the Nigerian delegation to OHADA (African Association for the Harmonisation and Development of Commercial Law) with particular representation on IP issues. He is a director and motivator of the "Idea Police" program, and has worked closely with the Commercial Law Development Programme (CLDP) of the United States Department of Commerce towards the harmonisation of Nigeria's IP laws to meet up with international best practices. Mr Nwokedi is the chairman many companies and a few associations, including the IP Committee of the Section on Business Law of the Nigerian Bar Association.

Mr Nwokedi is the Editor-in-Chief of the "Nigerian Intellectual Property Opposition (NIPO) Reports", and has authored and presented several papers on intellectual property law in Nigeria.

Member: NBA, IPLAN, IBA, INTA, AEA, APAA, IPO, BMM, MARQUES, PTMG, IPO and AAAIP.

Stillwaters

Stillwaters is a law firm based in Nigeria. The firm was established in 2001 and specialises in corporate and commercial law, intellectual property (IP) law, tax advisory services, Media-Entertainment-Technology and Sports (METS), and Litigation/Dispute Resolution.

As a firm, it is our belief that many aspects of today's legal landscape require a keen understanding as well as knowledge of the law; accordingly, we offer solutions to the often complex arrays of regulations and requirements that confront the business client in Nigeria thereby creating conducive legal environments for our clients to achieve their goals.

Professionalism, flexibility and innovation are the hallmark of our practice. We value professional excellence, outstanding result and realise they both require creativity and hard work. With over 125 years of combined partnership practice experience, we strive to gain every legal advantage for our clients while upholding the principles behind our guiding goal of PEOPLE, INTEGRITY and SERVICE as a driving force steering our entire practice.

From corporate commercial contracts, media rights mergers, sport licensing, corporate income tax, copyright issues, due diligence to general trademark/patent administration, infringement, passing-off, anti-counterfeiting, piracy technology transfer, joint venture, dispute resolution and enforcement, practice representative clients include over 600 foreign multinationals, quoted companies, financial institutions, industries, small and medium-size businesses and private entrepreneurs.

Our IP department operates from the commercial cities of Lagos and Abuja in Nigeria, with associate offices in Cameroon (for OAPI matters) and Angola; and our dispute resolution department has extensive practice before the trial and appellate courts in Nigeria.

IP Practice Areas:

Searches to registration, renewals, assignments, mergers, transmissions, oppositions, agency, distributorship, franchising, piracy, passing-off, infringement, licensing, technology transfer, patenting, annuities, designs, IP due diligence, boarder enforcement measures, anti-counterfeiting, anti-piracy, arbitration and litigation.

Stillwaters



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OLANIWUN AJAYI

Nigeria

Media & Entertainment Law

Finance & Capital Markets; Dispute Resolution

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Georgette is an Associate of the firm's Entertainment, Leisure & Media Practice and Finance & Capital Markets Practice. Her experience spans advising on diverse finance matters including equity financing, local and international debt financing as well as the intricacies of drafting technical Entertainment and Media contracts. Georgette regularly consults for members of the creative arts on their rights, contractual needs and potential areas of expansion in the entertainment industry with her commercial knowledge stemming from having gained experience in radio, film and television. Georgette has advised a wide range of players in the Entertainment Industry namely: Runtown, Tinny Entertainment, Tiffany Amber and Nemsia Studios just to name a few and has been asked to share her knowledge on "The Morning Show" Arise TV, the Business of Photography Conference, the University of Lagos and many more.

Georgette is a graduate of Law from the University of Exeter and has completed the Legal Practice Course (LPC) at BPP University, London specialising in Intellectual Property, Media and Entertainment Law and Debt Finance. She is also an active member of the Nigerian Bar Association.

Olaniwun Ajayi LP

Olaniwun Ajayi LP is a leading full-service law firm with broad capital markets, financial, corporate and commercial, infrastructure development, telecommunications, energy & natural resources, and regulatory advisory experience. With nearly 60 years' experience of advising corporate organisations, individuals, government and governmental agencies; the firm has developed particular expertise in sophisticated commercial and financial transactions, a fact illustrated by a track record of involvement in some of the largest and most complex transactions in the dynamic sectors of the Nigerian economy.

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Layi Babatunde, SAN has been engaged in the practice of Law as Barrister and Solicitor of the Supreme Court of Nigeria for over 30 years.

He is a member of the Chartered Institute of Arbitrators (UK); Fellow of the Chartered Institute of Taxation of Nigeria; was appointed Notary Public by the Chief Justice of Nigeria in 1991 and conferred with the rank of Senior Advocate of Nigeria (SAN) in 2004. He is Editor-in-Chief of the official Law Report of the Supreme Court of Nigeria; entitled Judgments of the Supreme Court of Nigeria (cited as S.C (Supreme Court)). His other publications include: The Lawyer's Companion (now in its 3rd Edition); Hints on Land Documentation and Litigation in Nigeria; Handbook of Criminal Law and Procedure Through Cases (now in its 2nd Edition); The Layi Babatunde Case Law Series (Volumes 1-9).

He is a frequent speaker at Conferences and Seminars. He is a Facilitator with The Nigerian Institute of Advanced Legal Studies. He served as member of the inaugural Council of the Section on Business Law of the Nigerian Bar Association. He is Legal Adviser to the Computer Professionals (Registration Council of Nigeria) and erstwhile Legal Assessor, to the Medical and Dental Disciplinary Tribunal of the Nigerian Medical Council; he has also served as member of the Disciplinary Committee of the Nigerian Bar Association (NBA), Ikeja branch.

He has been repeatedly honoured by the National Body of the Nigerian Bar Association (NBA), and the Ikeja, Ikorodu and Ilorin branches of the NBA. He is Chairman of Lawbreed Foundation, a foundation established to promote legal education in Nigeria and award scholarships to deserving Law Students. He is the Managing Partner and Lead Counsel of the firm.

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Grant is a partner in our commercial group. He specialises in corporate and commercial, technology, media and telecoms, public procurement and compliance.

Eversheds Sutherland is known for its commercial awareness and industry knowledge and for providing innovative and tailored solutions for every client. Grant is committed to the vision of Eversheds Sutherland - Client Commitment. Innovative Solutions. Global Service.

Grant holds a BCom (Law) and LLB (University of Pretoria), and was admitted as an attorney in 1999.

Grant has experience in advising on establishment, management and winding up of companies in South Africa, Middle East and the rest of Africa.

His recent experience includes:

- negotiating various information and communications technology outsourcing agreements, mostly acting for the service provider;
- advising and negotiating various vendor, partner, reseller and software licensing agreements with ICT providers;
- advising on software development (Agile) agreements;
- advising on and negotiating various lease agreements and property purchases;
- negotiating various construction and construction-related contracts; and
- providing procurement and compliance advice, including attending to appeals against tenders, particularly in state-owned and public entities.

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Mike Patterson has been engaged in the marine surveying, insurance and shipping industry since 1981. He has had the opportunity to work all over the world on behalf of various local and international principals which also include insurance brokers and maritime law firms.

Mr Patterson's survey experience extends to include, but is not necessarily limited to:

- The investigation of liquid bulk, dry bulk and break bulk cargo claims.
- The investigation of container cargo claims.
- The investigation of derailment claims.
- The investigation of Goods in Transit claims.
- The investigation of Freight Liability claims.
- The investigation of General Average claims, ship collisions and Port equipment claims.
- The investigation of inherently defective cargo quality claims when, for example, disputes arise between suppliers and receivers concerning pre-existing cargo quality, claims for which are often excluded from the scope of cover provided by the marine policy.

Today, Patterson & Associates has offices in Cape Town, Johannesburg, Durban (South Africa), Harare (Zimbabwe) and Lusaka (Zambia). Principally, the firm acts as surveyors for various underwriters in South Africa the UK, Europe, Australia, USA and the Far East.

All surveying staff are directed and guided by Mr Patterson and all reports relating to any investigations conducted by Patterson & Associates anywhere in Africa or further afield, as and when required, are incorporated into reports issued under his personal direction from the firm's Hillcrest, Durban head office.

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Mr Abdin advises international and city law firms, in addition to major multinational companies in Sudan. He specialises in Corporate M&A, project finance, ADR and joint ventures.

Mr Abdin had his first Masters in Law from the University of Khartoum in 2005 upon which he received the Chevening Scholarship and was able to accomplish his second masters in International Business Law with merit from the University of Manchester in 2006. Mr Abdin has also been awarded an International Practice Diploma in International Joint Ventures from the College of law of England and Wales, and this diploma has been funded by the International Bar Association (IBA). He was among one of few African lawyers selected for the International Lawyers for Africa Program (ILFA) in London 2007 where he was seconded at Denton's Law Firm and secondment spans for three month. He gained experience in Energy, Infrastructure, Project Finance, and Telecom. The (ILFA) project included an external training in many city Law Firms and Universities such as Allan & Overy, Clifford Chance, Herbert Smith, Linklaters, Freshfields Bruckhaus Deringer, Berwin Leighton Paisner, University of Oxford, University of Cambridge and the World Bank. He has undertaken a western education, yet has the benefit of having a full and deep understanding of how this would be applicable in developing countries. Mr Abdin has successfully passed the Qualified Lawyers Transfer Scheme and is admitted to the roll of Solicitors in England and Wales.

Mr Abdin is a member of London Court of International Arbitration (LCIA). He was also previously a member of the Chartered Institute of Arbitrators. He also served as a co-arbitrator in many arbitration proceedings in disputes related to construction, intellectual property and commercial contracts. He also rendered several legal opinions to international law firms regarding aspects of Sudanese legal issues in relation to ADR, investment, corporate, commercial, banking and labor.

Mr Abdin was the Sudanese legal expert advising the World Bank on drafting a PPP law in Sudan.

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Mohamed Lotfi El Ajeri holds a Bachelor's Degree in Law from the University of Paris Nord (1995); of a Master's Degree in Judicial Studies from the University of Paris Nord (1996) and a Post-graduate Diploma in Business Law from the University of Paris Nord (1997). He also attended courses in preparation of the International Legal Studies Certificate at the University Paris II, Institute of Higher International Studies

Mohamed Lotfi El Ajeri manages one of the most known law firms in Tunisia and North Africa, an official partner of DLA Piper. He is endowed with skills in all the fields of business law, notably in company law, commercial law, mergers and acquisitions, technologies law, intellectual property, labour law, dispute resolution, arbitration, mediation, tax law, private international law, foreign investments, public market law, telecommunication law, pharmaceutical law, banking law, environment law, competition & distribution etc.

He works with a multidisciplinary team specialised in tax consultancy, accountancy consultancy, engineering consultancy and technical aid consultancy. He is well positioned to manage international transactions and litigation matters involving multijurisdictional issues in several legal systems around the world and to act on multi-jurisdictional internal and external investigations. He regularly advises financial institutions and international companies on internal and external investigations. He is globally active with offices and highly skilled practitioners in Africa, Europe, the USA and the Asia-Pacific region. Lotfi El Ajeri has a very strong international network in assisting multinational companies in multi-jurisdictional investigation by various regulators and prosecutors.

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Martial Akakpo

Me Akakpo is an active arbitrator and litigator on local, national, and international cases. He is a member of the International Arbitration Court of International Chamber of Commerce in Paris (ICC). Among others, Me Akakpo is an arbitrator with The ICC Court of International Arbitration (CIA) and with the Organization for Harmonization for Business Law in Africa (OHADA)'s arbitration Court (CCJA) in Cote d'Ivoire.

He has 30 years of experience as a practicing attorney, advising clients on diverse issues and disputes resolution. He has been a General Counsel to many major projects and has had his own firm for 30 years.

As a general counsel, he brought its legal expertise in helping the Regulatory Authority of the Electricity Sector in Togo "Autorité de Régulation du Secteur de l'Electricité" (ARSE) to evaluate the complex contracts for the purchase of electrical energy (PPA) by Contour Global for the benefit of the "Compagnie Energie Electrique du Togo" (CEET) between November 2013 and June 2014.

Between 2015 and 2016, he led the audit of the concession of the Lomé Thermal Power Plant "Centrale Thermique de Lomé" (CTL) for the benefit of the Regulatory Authority of the Electricity Sector in Togo (ARSE). Me Akakpo is also specialised in development of investment of projects and financing of projects, in energy, railway and port infrastructure in Togo and West Africa.

Me Akakpo is a lecturer at both Universités Paris II Panthéon-ASSAS and Paris Est-Créteil in France. He is also lecturing at Ecole Régionale Supérieure de Magistrature de l'OHADA (ERSUM), a Judicial Training School for magistrates in Porto Novo, Republic of Benin.

Me Akakpo holds a doctoral degree from Université de Nice Côte d'Azur, an Executive master degree in Business Finance and Capital Market from Sciences-Po Paris, and a Post-Graduate Degree in International Business Litigation from the Université de Paris – Est Créteil Val de Marne (Paris 12), with honours. He is also a holder of a post graduate degree in Business Intelligence and Technological Monitoring at the Conservatoire National des Arts et Métiers (CNAM) in Paris with honours.

Me Akakpo received a training in International Organization Development Law (OIDD-Italy) organised jointly by the Loyola School of Law and Tulane Law School (USA).

Me Akakpo is the Founder of "Mercuriales Info", Togolese Business Law and Arbitration review and the author of the book "The protection of the weak party in the OHADA arbitration" published by Edition Harmattan, book which received Prizes of thesis in law of the academic year, issued respectively by the University Coast d'Azur university of Nice Sophia antipolis.

He was awarded the distinction of Officer of the National Order of Merit in 2009.

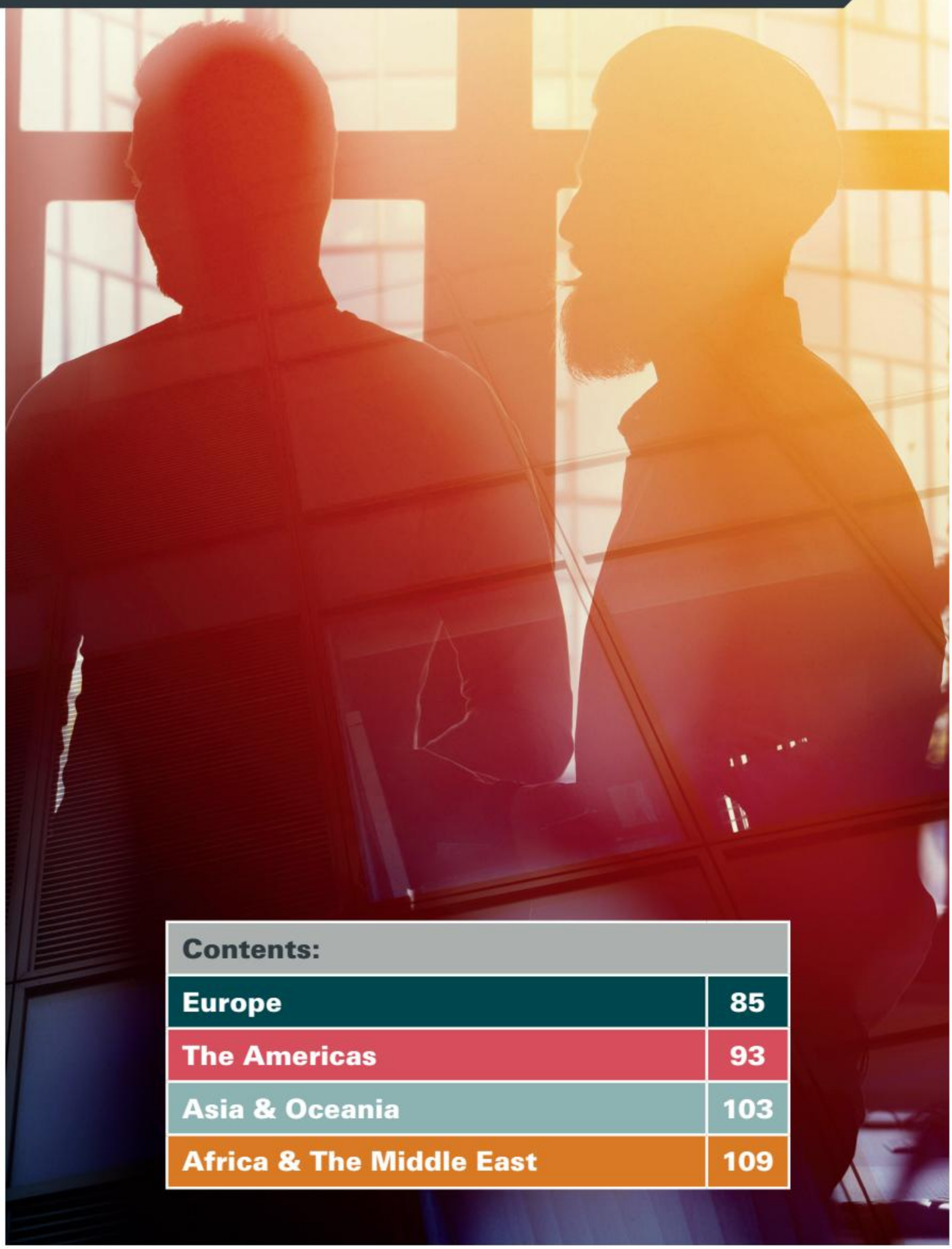
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Some of our selected advisers have chosen to represent their expertise with a Listing. Please see the coming pages for more expert individuals from around the world.



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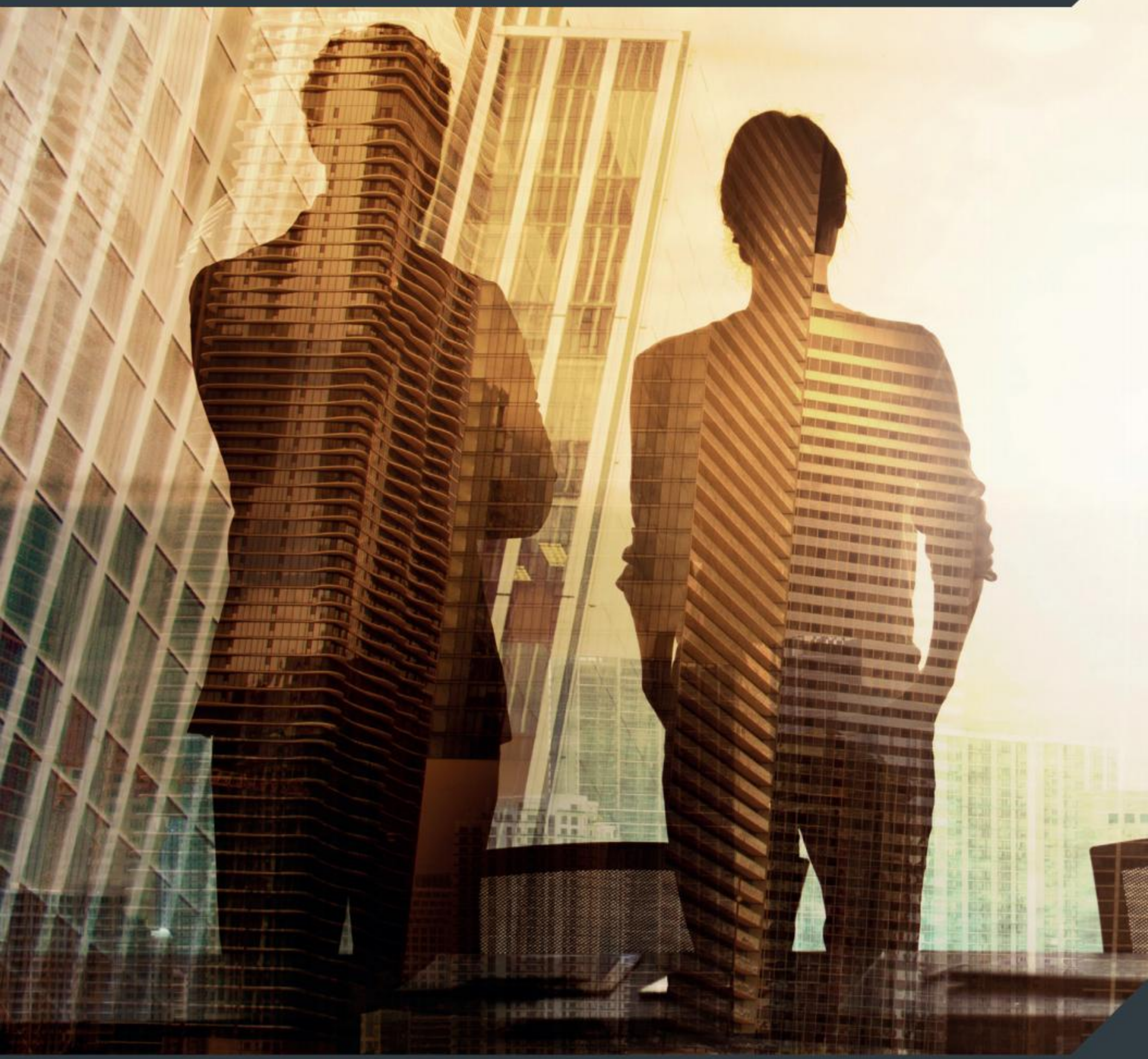
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