

DOING BUSINESS GLOBALLY

Conference Agenda

November 4, 2014 | Baker & McKenzie Chicago Office

Sponsored by:



THE EXECUTIVES' CLUB
OF CHICAGO

CONNECTING CHICAGO'S BUSINESS LEADERS SINCE 1911



ABA Section of
International Law
Your Gateway to International Practice

TIME	SESSION TITLE	LOCATION
8:30 am	Registration and Breakfast	50th Floor Reception Area
9:00 am	Morning Keynote Presentation and Plenary Session	30th Floor
11:30 am	Luncheon	30th Floor
12:30 pm	<u>Track Sessions</u> Track I: Global Emerging Markets Track II: Doing Cross-Border Deals: Boot Camp Track III: Minding Your Global Tax Burden Track IV: Managing Global Risks	Inns East & Center Conference Room - 50th Floor Training Room - 50th Floor Inns West Conference Room - 50th Floor São Paulo/Mexico City Conference Room - 51st Floor
4:30 pm	Cocktail Reception	50th Floor Reception Area

Plenary Session & Luncheon - 30th Floor

TIME	SESSION TITLE	SPEAKERS
8:30 am	Registration and Breakfast (50th Floor)	
9:00 am	Welcome	<i>Dieter Schmitz</i> , Partner Baker & McKenzie - Chicago <i>Eduardo Leite</i> , Chairman of the Executive Committee, Baker & McKenzie
9:15 am	Keynote Presentation	Presenter: <i>Colin Dyer</i> , President and Chief Executive Officer, JLL
10:00 am	BREAK	
10:15 am	Panel Session: <i>The Future of Doing Business Globally</i>	Moderator: <i>Dieter Schmitz</i> , Partner Baker & McKenzie - Chicago Panelists: <i>Matthew Darnall</i> , Managing Director, Goldman Sachs <i>Marci Winga Fábrega</i> , Associate General Counsel - M&A/Strategic Initiatives, Ecolab <i>Louis Samson</i> , Partner, Platinum Equity <i>Herman Uscategui</i> , Director of Global Strategy - Strategic Alliances, Starbucks
11:30 am	Luncheon	

Track I: Global Emerging Markets: Mapping Country Opportunities and Risks

Inns East & Center Conference Room - 50th Floor

As they invest or operate internationally, multinational corporations need to understand and manage the new opportunities and pitfalls in emerging markets. Our global emerging markets track will provide you with first-hand analysis of the current regulatory and investment trends, business opportunities and risks faced by companies in key established and up and coming jurisdictions in Asia, Africa, the Middle East and Latin America.

TIME	SESSION TITLE	SPEAKERS
12:30 pm	Africa and the Middle East <ul style="list-style-type: none"> • Key regulatory and investment trends • M&A insight and outlook • How to successfully deal with local governments • Top 5 common mistakes made by foreign companies 	Moderator: <i>David Malliband</i> , Baker & McKenzie - Chicago Panelists: <i>Reagan Demas</i> , Baker & McKenzie - Washington DC <i>Matthew Revord</i> , Chief Legal Officer, Senior Vice President, General Counsel and Secretary, Potbelly <i>Virginia Sanzone</i> , Senior Vice President and Associate General Counsel, CareFusion <i>Tom Thraya</i> , Baker & McKenzie - Dubai
1:30 pm	Brazil, Colombia and Mexico <ul style="list-style-type: none"> • Key regulatory and investment trends • M&A insight and outlook • How to successfully deal with local governments • Top 5 common mistakes made by foreign companies 	Moderator: <i>David Malliband</i> , Baker & McKenzie - Chicago Panelists: <i>Christine M. Castellano</i> , Senior Vice President, General Counsel, Corporate Secretary and Chief Compliance Officer, Ingredion <i>J. Roberto Martins</i> , Baker & McKenzie - Sao Paulo <i>Erik Gutierrez-Zuniga</i> , Baker & McKenzie - Mexico City <i>Jaime Trujillo</i> , Baker & McKenzie - Bogota
2:30 pm	Break	
2:45 pm	India and Vietnam <ul style="list-style-type: none"> • Key regulatory and investment trends • M&A insight and outlook • How to successfully deal with local governments • Top 5 common mistakes made by foreign companies 	Moderator: <i>David Malliband</i> , Baker & McKenzie - Chicago Panelists: <i>Liz Huber</i> , Chief Counsel-M&A, Eaton <i>Ashok Lalwani</i> , Baker & McKenzie - Singapore <i>Lan Phuong Nguyen</i> , Baker & McKenzie - Ho Chi Minh City
3:45 pm	China <ul style="list-style-type: none"> • Key regulatory and investment changes • M&A insight and outlook • How to successfully deal with local government • Top 5 common mistakes made by foreign companies 	Moderator: <i>David Malliband</i> , Baker & McKenzie - Chicago Panelists: <i>Bing Ho</i> , Baker & McKenzie - Shanghai <i>Steve Price</i> , Deputy General Counsel, Bemis <i>Vivian Wu</i> , Baker & McKenzie - Beijing/Washington, DC
4:30 pm	Cocktail Reception	

Track II: Doing Cross-Border Deals: Boot Camp

Training Room - 50th Floor

Establishing profitable international operations requires an appropriate assessment of country risks, correctly defining structures for new market entry, and anticipating key legal hurdles. We will offer practical advice on how to maximize cross-border growth opportunities and minimize risk. Whether you are doing deals involving established global money centers or emerging markets, our panelists will provide insight on how to structure transactions that successfully manage a patchwork of jurisdictions, regulatory environments and business cultures.

TIME	SESSION TITLE	SPEAKERS
12:30 pm	Winning Strategies in Cross-Border Deals: Tips for Success <ul style="list-style-type: none"> Strategies to set up your team for success Structuring and deal issues of special significance in a cross-border deal context 	Moderator: <i>Craig Roeder, Baker & McKenzie - Chicago</i> Panelists: <i>Derek Linde, Deputy General Counsel, Illinois Tool Works</i> <i>Duffy Lorenz, Baker & McKenzie - Chicago</i> <i>William Rowe, Baker & McKenzie - Chicago</i> <i>Edward West, Baker & McKenzie - Chicago</i>
1:30 pm	Best Practices for Hot Issues <ul style="list-style-type: none"> Implementing strategic deal protections Navigating global competition regimes Avoiding intellectual property pitfalls Understanding employment and labor force consultative processes 	Moderator: <i>Michael Fieweger, Baker & McKenzie - Chicago</i> Panelists: <i>William Rowe, Baker & McKenzie - Chicago</i> <i>Edward Runyan, Baker & McKenzie - Chicago</i> <i>Carole Spink, Baker & McKenzie - Chicago</i> <i>Lee Van Voorhis, Baker & McKenzie - Washington DC</i> <i>Phil Zadeik, General Counsel and Secretary to the Board of Managers, Weber-Stephen</i>
2:30 pm	Break	
2:45 pm	Successfully Implementing Complex Cross-Border Transactions <ul style="list-style-type: none"> Making the borders disappear Due diligence as a value-added service Negotiating, documenting and closing the local sales Being ready for day 1 	Moderator: <i>Helen Mantel, Baker & McKenzie - Chicago</i> Panelists: <i>Duffy Lorenz, Baker & McKenzie - Chicago</i>
3:45 pm	Considerations for Transaction Related Restructurings <ul style="list-style-type: none"> Pre-sale/spin-off restructurings Post-acquisition integrations Legal entity rationalizations 	Moderator: <i>Helen Mantel, Baker & McKenzie - Chicago</i> Panelists: <i>Cindy Lareau, Director M&A Integration and Commercial Transactions, Accenture</i> <i>MaryAnn Spiegel, Deputy General Counsel, Illinois Tool Works</i>
4:30 pm	Cocktail Reception	

Track III: Minding Your Global Tax Burden: Key Issues for Chief Financial Officers and Chief Tax Officers

Inns West Conference Room - 50th Floor

Thinking about your company's global tax burden can keep you awake at night! And it's not just lowering your global effective tax rate and then maintaining it. It's the costs of supporting a global legal structure that may or may not have outlived its usefulness. It's making sure that tax, treasury and compliance are working together as a single team. And it's making sure that executives and employees globally are rewarded, awarded and compensated in a coordinated and cost-efficient manner. This track will focus on these key issues from the perspective of the Chief Financial Officer and the Chief Tax Officer.

TIME	SESSION TITLE	SPEAKERS
12:30 pm	Inversions and IP Migrations <ul style="list-style-type: none"> • What are they? • How do they work? • Why will you be asked about them? 	Moderator: <i>Regine Corrado, Baker & McKenzie - Chicago</i> Panelists: <i>John McDonald, Baker & McKenzie - Chicago</i> <i>Olivia Tyrrell, Baker & McKenzie - Chicago</i>
1:30 pm	Legal Entity Rationalization <ul style="list-style-type: none"> • Why simplifying your global structure can make tax, finance, and legal happy (but what about everyone else?) 	Moderator: <i>Regine Corrado, Baker & McKenzie - Chicago</i> Panelists: <i>Rafic Barrage, Baker & McKenzie - Washington DC</i> <i>Mounia Benabdallah, Baker & McKenzie - Amsterdam</i> <i>Michael P. Murphy, Assistant General Counsel, Ecolab</i> <i>James M. Wiese, Vice President Tax, Entegris</i>
2:30 pm	Break	
2:45 pm	Coordination is Key: Aligning tax, treasury and regulatory compliance with respect to hedge transactions involving derivatives, FATCA and other treasury center issues. <ul style="list-style-type: none"> • Comparing non-pooling vs. pooling • Comparing notional pooling to physical pooling • Assessing the impact of FATCA on non-US cash pooling structures • Coordinating the GAAP, tax and treasury aspects of doing business in multiple currencies • Addressing the impact of Dodd-Frank and FATCA on currency hedging 	Moderator: <i>Regine Corrado, Baker & McKenzie - Chicago</i> Panelists: <i>Lori F. Arnold, Director of International Tax, Ingredion</i> <i>Matthew Kluchenek, Baker & McKenzie - Chicago</i> <i>John McDonald, Baker & McKenzie - Chicago</i> <i>Patricia McDonald, Baker & McKenzie - Chicago</i>
3:45 pm	Financial and Tax Issues of Compensating Your Global Team <ul style="list-style-type: none"> • Global stock plans • Split payrolls • Other global benefits 	Moderator: <i>Regine Corrado, Baker & McKenzie - Chicago</i> Panelists: <i>David Ellis, Baker & McKenzie - Chicago</i> <i>Brian Wydajewski, Baker & McKenzie - Chicago</i>
4:30 pm	Cocktail Reception	



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Track IV: Managing Global Risks

São Paulo/Mexico City Conference Room - 51st Floor

Companies, more than ever before, have to be prepared to manage a variety of risks, whether they be risks associated with cyber attacks or risks associated with managing a global workforce. This track will identify some of the risks global companies face today and the best practices for managing those risks.

TIME	SESSION TITLE	SPEAKERS
12:30 pm	Key Considerations When Managing Global Employment Challenges <ul style="list-style-type: none"> • Trends affecting your global workforce • Ethics and privacy issues • Expat mobility, employment audits, and employee risks 	Moderator: <i>Thomas Doyle</i> , Baker & McKenzie - Chicago Panelists: <i>Andy Boling</i> , Baker & McKenzie - Chicago <i>James Byrne</i> , Global Privacy Officer, Lockheed Martin <i>Brian Hengesbaugh</i> , Baker & McKenzie - Chicago <i>William Shin</i> , Senior Counsel, Anixter
1:30 pm	Best Practices for Managing a Global Internal Investigation <ul style="list-style-type: none"> • Scoping the investigation • Managing data and expectations • Moving from reactive to proactive compliance 	Moderator: <i>Thomas Doyle</i> , Baker & McKenzie - Chicago Panelists: <i>Kathryn Ditmars</i> , Global Litigation Director, JLL <i>Brian Hengesbaugh</i> , Baker & McKenzie - Chicago <i>Robert Kent</i> , Baker & McKenzie - Chicago <i>Kris Swanson</i> , Partner and Midwest Leader, Forensic Services, PwC
2:30 pm	Break	
2:45 pm	Managing CSR Compliance & Governance <ul style="list-style-type: none"> • New frontiers for Corporate Social Responsibility • Emerging reporting regimes • Who owns CSR reporting? 	Moderator: <i>Thomas Doyle</i> , Baker & McKenzie - Chicago Panelists: <i>Robert Best</i> , Head of Energy and Sustainability, JLL <i>Daniel Goelzer</i> , Baker & McKenzie - Washington, DC <i>David Hackett</i> , Baker & McKenzie - Chicago
3:45 pm	Managing Cyber Security Risks <ul style="list-style-type: none"> • Litigation and regulatory update • Insuring some of the risk • Disclosure issues 	Moderator: <i>Thomas Doyle</i> , Baker & McKenzie - Chicago Panelists: <i>Sean Joyce</i> , Principal, PwC; former FBI Deputy Director <i>David Lashway</i> , Baker & McKenzie - Washington, DC <i>Kim Loverich</i> , Vice President, Risk Management, Fidelity National Financial <i>Robert Parisi</i> , Managing Director and National Cyber Risk Practice Leader, Marsh <i>Jeffrey Schmidt</i> , Founder and Chief Executive Officer, JAS Global Advisors LLC
4:30 pm	Cocktail Reception	