

DOING BUSINESS GLOBALLY

Conference Agenda

November 5, 2014 | JW Marriott Essex House | New York

Sponsored by:



TIME	SESSION TITLE	LOCATION
8:30 am	Registration and Breakfast	Grand Salon Foyer & Petit Salon
9:00 am	Morning Keynote Presentation and Plenary Session	Grand Salon
11:30 am	Luncheon	Grand Salon & Petit Salon
12:15 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	Second Floor Conference Rooms Hyde Park Borghese Lincoln Central Park
5:00 pm	Cocktail Reception	Art Deco

Plenary Session - Grand Salon

TIME	SESSION TITLE	SPEAKERS
8:30 am	Registration and Breakfast	
9:00 am	Welcome	<p><i>James Colihan</i>, Managing Partner, Baker & McKenzie - New York</p> <p><i>Brian Campbell</i>, VP, Business & Legal Affairs and General Counsel at Dice Holdings, Inc. and ACC-GNY Board Member</p>
9:15 am	<p>Keynote Presentation</p> <p><i>The Opportunities and Risks of Growing and Managing a Global Business</i></p>	<p>Presenter:</p> <p><i>Mike Walsh</i>, CEO of the global legal business, LexisNexis</p>
10:15 am	BREAK	
10:30 am	<p>Panel Session:</p> <p><i>The Future of Doing Business Globally</i></p> <p>Join our panel of thought leaders as they share their views on how global business is expected to change over the next decade. They will discuss:</p> <ul style="list-style-type: none"> • Global market expansion: Today's main drivers and toughest challenges • Competing business opportunities in different geographic regions: How to assess and prioritize • Growing globally through M&A and strategic alliances: When and why • Developing a successful global expansion road map: Top considerations • Risk management and risk tolerance: Assessing what is right for your company • The future of global business: Ten years from now 	<p>Moderator:</p> <p><i>Alan Zoccolillo</i>, Baker & McKenzie - New York</p> <p>Panelists:</p> <p><i>Heather Clefisch</i>, Vice President, Senior Corporate Counsel & Assistant Secretary, Spectrum Brands, Inc.</p> <p><i>John Harrison</i>, Managing Director, Bank of America Merrill Lynch</p> <p><i>Andrew Matuch</i>, Executive Vice President, Strategy & Business Development, LexisNexis</p>
11:30 am	Luncheon	

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

Hyde Park Conference Room

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 first-hand analysis of the 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
12:15 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>Skip Rankin</i> , Baker & McKenzie - New York Panelists: <i>Lan Phuong Nguyen</i> , Baker & McKenzie - Ho Chi Minh City <i>Ashok Lalwani</i> , Baker & McKenzie - Singapore
1:30 pm	China <ul style="list-style-type: none"> • Key regulatory and investment changes • M&A insight and outlook • How to successfully deal with the local government • Top 5 common mistakes made by foreign companies 	Moderator: <i>Skip Rankin</i> , Baker & McKenzie - New York Panelists: <i>Howard Wu</i> , Baker & McKenzie - Shanghai <i>Grace Tso</i> , Baker & McKenzie - Hong Kong
2:30 pm	Break	
2:45 pm	Africa and the Middle East <ul style="list-style-type: none"> • Key regulatory and investment changes • M&A insight and outlook • How to successfully deal with the local government • Top 5 common mistakes made by foreign companies 	Moderator: <i>Skip Rankin</i> , Baker & McKenzie - New York Panelists: <i>Reagan Demas</i> , Baker & McKenzie - Washington DC <i>Tom Thraya</i> , Baker & McKenzie - Dubai
3:45 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>Skip Rankin</i> , Baker & McKenzie - New York Panelists: <i>Fernando Godard-Perez</i> , Baker & McKenzie - Mexico City <i>J. Roberto Martins</i> , Baker & McKenzie - Sao Paulo <i>Jaime Trujillo</i> , Baker & McKenzie - Bogota
5:00 pm	Cocktail Reception	

Track II: Doing Cross-Border Deals: Boot Camp

Borghese Conference Room

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
12:15 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: Alan Zoccolillo, Baker & McKenzie - New York Panelists: Heather Clefisch, Vice President, Senior Corporate Counsel & Assistant Secretary, Spectrum Brands, Inc. Michele Maney, Baker & McKenzie - New York
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: James Colihan, Baker & McKenzie - New York Panelists: Pamela Church, Baker & McKenzie - New York Carole Spink, Baker & McKenzie - Chicago Lee Van Voorhis, Baker & McKenzie - Washington, DC
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: Alan Zoccolillo, Baker & McKenzie - New York Panelists: Duffy Lorenz, Baker & McKenzie - Chicago Daniel Raglan, Baker & McKenzie - New York
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: Alan Zoccolillo, Baker & McKenzie - New York Panelists: Reza Nader, Baker & McKenzie - New York Jonathan Stevens, Baker & McKenzie - New York
5:00 pm	Cocktail Reception	

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

Lincoln Conference Room

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
12:15 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>Thomas May, Baker & McKenzie - New York</i> Panelists: <i>Mounia Benabdallah, Baker & McKenzie - Amsterdam</i> <i>James Wilson, Baker & McKenzie - London/New York</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>Jonathan Stevens, Baker & McKenzie - New York</i> Panelists: <i>Imke Gerdes, Baker & McKenzie - Vienna/New York</i> <i>Carita Twinem, Vice President Tax, Spectrum Brands, Inc.</i> <i>Alan Zoccolillo, Baker & McKenzie - New York</i>
2:30 pm	Break	
2:45 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>Marc Levey, Baker & McKenzie - New York</i> Panelists: <i>June Anne Burke, Baker & McKenzie - New York</i> <i>Kerry Weinger, Baker & McKenzie - Chicago</i>
3:45 pm – 5:00 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>Thomas May, Baker & McKenzie - New York</i> Panelists: <i>John D. McDonald, Baker & McKenzie - Chicago</i> <i>Joshua Odintz, Baker & McKenzie - Washington, DC</i> <i>Michael Sefton, Baker & McKenzie - Chicago</i>
5:00 pm	Cocktail Reception	



*This track is sponsored by The Financial Executives International (FEI) New York City Chapter

Track IV: Managing Global Risks

Central Park Conference Room

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. Our track will identify some of the risks global companies face today and the best practices for managing those risks.

TIME	SESSION TITLE	SPEAKERS
12:15 pm	Key Considerations When Managing Global Employment Challenges <ul style="list-style-type: none"> Trends and tools for building your global workforce Global codes of ethics & privacy considerations Managing ex-pat mobility and/or avoiding double liability 	Moderator: <i>Robert Lewis</i> , Baker & McKenzie - New York Panelists: <i>Flip Bernard</i> , VP Human Resources, Environmental Defense Fund <i>Andrew Upton</i> , Head of Employee Relations, Americas, Standard Chartered Bank <i>Kerry Weinger</i> , Baker & McKenzie - Chicago
1:30 pm	Best Practices for Managing a Global Internal Investigation <ul style="list-style-type: none"> Determining the scope of the investigation Developing the plan Collecting the information Developing/implementing a post-investigation strategy 	Moderator: <i>Douglas Tween</i> , Baker & McKenzie - New York Panelists: <i>Timothy Bridgeford</i> , Senior Compliance Counsel - FCPA, Antitrust, & Investigations, Tyco <i>Dean Hoffman</i> , Associate General Counsel and Compliance Manager - Region Americas, DB Schenker <i>Marc Litt</i> , Baker & McKenzie - New York
2:30 pm	Break	
2:45 pm	More than a 'BIT' of Protection: Recent Developments in Investment Treaty Arbitration <ul style="list-style-type: none"> Introduction to bilateral investment treaties ("BITs") Planning foreign investment to gain access to BITs BIT protections for investors Compensation under BITs 	Moderator: <i>Grant Hanessian</i> , Baker & McKenzie - New York Panelists: <i>Teddy Baldwin</i> , Baker & McKenzie, Washington DC <i>Christina Doria</i> , Baker & McKenzie, Toronto <i>David Zaslowsky</i> , Baker & McKenzie, New York
3:45 pm	Addressing Data Privacy and Data Security Challenges <ul style="list-style-type: none"> Understanding the legal landscape Cross-border data transfers Data privacy & security risks in M&A Key data privacy mitigation strategies 	Moderator: <i>Brian Hengesbaugh</i> , Baker & McKenzie - Chicago Panelists: <i>Gregg Goldman</i> , Executive Director - Global Lead, Outsourcing, UBS <i>Harry Valetk</i> , Baker & McKenzie - New York
5:00 pm	Cocktail Reception	