

DOING BUSINESS GLOBALLY

Conference Agenda

October 16, 2015 | Ritz-Carlton, Toronto | Toronto, Ontario

Sponsored by:



TIME	SESSION	LOCATION
8:30 am	Registration and Breakfast	Second Floor - Grand Foyer
9:00 am	Morning Keynote Presentation and Plenary Session	Second Floor - Salons 1,2,3
11:30 am	Lunch	Second Floor - Salons 1,2,3
12:15 pm	<p>Track Sessions</p> <p>Track I: Global Markets: Mapping Country Opportunities and Risks</p> <p>Track II: From Inception to Integration: Leading Successful Cross-Border Deals</p> <p>Track III: Navigating the Changing Landscape of International Tax and Finance: Analysis, Strategies, Results</p> <p>Track IV: Managing Risks Globally</p>	<p>Fourth Floor – Salon A</p> <p>Fourth Floor – The Gallery</p> <p>Fourth Floor – Salon B</p> <p>Fourth Floor – Salon C</p>
5:00 pm	Cocktail Reception	

Plenary Session
Second Floor - Salons 1,2,3

TIME	SESSION	SPEAKERS
9:00 am	Welcome	Kevin Coon Managing Partner, Baker & McKenzie - Toronto
9:15 am	Keynote Presentation	Jeff Rubin Former Chief Economist, CIBC World Markets Best-selling Author
10:15 am	BREAK	
10:30 am	Panel Session: <i>The Future of Doing Business Globally</i>	Moderator: Kevin Coon Managing Partner, Baker & McKenzie - Toronto Panelists: David Caldwell Managing Director, Corporate Development D+H Jonathan Drimmer Vice President, Deputy General Counsel Barrick Gold Corporation Heather Innes Global Process Leader, International Trade Law, General Motors
11:30 am	Luncheon	

Track I: Global Markets: Mapping Country Opportunities and Risks
Fourth Floor – Salon A

TIME	SESSION	SPEAKERS
12:15 pm	Brazil, Cuba and Mexico <ul style="list-style-type: none"> ▪ Current Legal and business environment and outlook ▪ Key regulatory and investment trends ▪ M&A insight: transaction attractiveness ▪ Practical considerations for doing business and managing risk 	Moderator: <i>Greg McNab, Baker & McKenzie - Toronto</i> Panelists: <i>Janet Kim, Baker & McKenzie - Washington, DC</i> <i>Alberto Mori, Baker & McKenzie - Sao Paulo</i> <i>Adam Segal, Associate General Counsel and Assistant Corporate Secretary, Sherritt International Corporation</i> <i>Benjamin Torres-Barron, Baker & McKenzie - Mexico City</i>
1:25 pm	Transitional Break	
1:30 pm	China <ul style="list-style-type: none"> ▪ Current Legal and business environment and outlook ▪ Key regulatory and investment trends ▪ M&A insight: transaction attractiveness ▪ Practical considerations for doing business and managing risk 	Moderator: <i>Greg McNab, Baker & McKenzie - Toronto</i> Panelists: <i>David Chmiel, Managing Director, Global Torchlight</i> <i>Tracy Wut, Baker & McKenzie - Hong Kong</i>
2:30 pm	Break	
2:45 pm	Africa <ul style="list-style-type: none"> ▪ Current Legal and business environment and outlook ▪ Key regulatory and investment trends ▪ M&A insight: transaction attractiveness ▪ Practical considerations for doing business and managing risk 	Moderator: <i>Greg McNab, Baker & McKenzie - Toronto</i> Panelists: <i>David Chmiel, Managing Director, Global Torchlight</i> <i>Reagan Demas, Baker & McKenzie - Washington, DC</i> <i>Chris Mathers, CHRISMATHERS INC.</i>
3:45 pm	Transitional Break	
3:50 pm	Turkey and the Middle East <ul style="list-style-type: none"> ▪ Current Legal and business environment and outlook ▪ Key regulatory and investment trends ▪ M&A insight: transaction attractiveness ▪ Practical considerations for doing business and managing risk 	Moderator: <i>Greg McNab, Baker & McKenzie - Toronto</i> Panelists: <i>David Chmiel, Managing Director, Global Torchlight</i> <i>Daniel Matthews, Baker & McKenzie - Istanbul</i>
5:00 pm	Cocktail Reception	

Track II: From Inception to Integration: Leading Successful Cross-Border Deals
Fourth Floor – The Gallery

TIME	SESSION	SPEAKERS
12:15 pm	Overcoming Challenges in Cross-Border Transactions <ul style="list-style-type: none"> ▪ Planning, timing and structuring ▪ Due diligence, compliance and regulatory ▪ Post-acquisition integration 	Moderator: <i>Charlie MacCready, Baker & McKenzie - Toronto</i> Panelists: <i>Catherine Conides, Vice President, Legal Affairs and General Counsel, Camso</i> <i>Robert Kittel, COO, Westaim</i> <i>Charles Magerman, Baker & McKenzie - Toronto</i>
1:25 pm	Transitional Break	
1:30 pm	Banging On the Table: How to be Heard Over the Deal Team's Noise <ul style="list-style-type: none"> ▪ Identifying Canadian pitfalls that could sink a multi-jurisdictional transaction ▪ Educating the deal team on those pitfalls: being heard at the table ▪ Understanding the role and impact of IP on the transaction 	Moderator: <i>Kamleh Nicola, Baker & McKenzie - Toronto</i> Panelists: <i>Chantal Desbiens, Director, Legal and Compliance and Chief Privacy Officer, Merck Canada</i> <i>Arlan Gates, Baker & McKenzie - Toronto</i> <i>Bill Richardson, Baker & McKenzie - Toronto</i>
2:30 pm	Break	
2:45 pm	Taking Your Workforce Global: Managing Cultural Barriers and Retaining Talent in Cross-Border Matters <ul style="list-style-type: none"> ▪ Employment and benefits concerns in multi-jurisdictional deals ▪ Strategies to compensate with equity ▪ Managing immigration issues - challenges and strategies ▪ Preparing for post-closing integration, including taking your policies global 	Moderator: <i>Cheryl Elliott, Baker & McKenzie - Toronto</i> Panelists: <i>Narendra Acharya, Baker & McKenzie - Chicago</i> <i>Shannon Donnelly, Baker & McKenzie - Washington DC</i> <i>Carole Spink, Baker & McKenzie - Chicago</i>
3:45 pm	Transitional Break	
3:50 pm	Tax Efficiencies <ul style="list-style-type: none"> ▪ Tax due diligence ▪ Assets vs. Shares: pros and cons ▪ Impact of foreign dumping rules ▪ Post-acquisition integration issues unique to tax 	Moderator: <i>Charlie MacCready, Baker & McKenzie - Toronto</i> Panelists: <i>Richard Chase, Managing Director, Duff & Phelps</i> <i>Peter Clark, Baker & McKenzie - Toronto</i> <i>Alex Pankratz, Baker & McKenzie - Toronto</i>
5:00 pm	Cocktail Reception	

Track III: Navigating the Changing Landscape of International Tax and Finance: Analysis, Strategies, Results

Fourth Floor – Salon B

TIME	SESSION	SPEAKERS
12:15 pm	Tax Planning in an Evolving Global Tax Environment <ul style="list-style-type: none"> ▪ Impact of Base Erosion and Profit Shifting (BEPS) initiatives ▪ Focus on Transfer Pricing, with increased transparency and attacks on the arm's length standard ▪ Strategies for designing and implementing global supply chain structures that withstand scrutiny 	Moderator: <i>Jacques Bernier, Baker & McKenzie - Toronto</i> Panelists: <i>Mary Bennett, Baker & McKenzie - Washington DC</i> <i>Angelo Bertolas, Global Head Tax Authority Relations, TD Bank Group</i> <i>Alex Pankratz, Baker & McKenzie - Toronto</i> <i>Gary Sprague, Baker & McKenzie - San Francisco/Palo Alto</i>
1:25 pm	Transitional Break	
1:30 pm	Effective Cross-Border Cash Pooling <ul style="list-style-type: none"> ▪ Trends and structures ▪ Managing currency and tax risk ▪ Compliance 	Moderator: <i>Jacques Bernier, Baker & McKenzie - Toronto</i> Panelists: <i>Peter Clark, Baker & McKenzie - Toronto</i> <i>Craig Meland, Baker & McKenzie - Chicago</i> <i>Omar Moerer, Baker & McKenzie - Amsterdam</i> <i>Richard Sabones, Executive Director - Liquidity Solutions Group, J.P. Morgan Treasury Services</i>
2:30 pm	Break	
2:45 pm	Managing Risk in the Current Global Audit Landscape <ul style="list-style-type: none"> ▪ Controlling information in the digital age when foreign tax authorities come knocking ▪ Protecting confidential and privileged information in an era of "transparency" ▪ The stakes are raised with potential criminal liability and foreign tax raids 	Moderator: <i>Jacques Bernier, Baker & McKenzie - Toronto</i> Panelists: <i>George Clarke, Baker & McKenzie - Washington, DC</i> <i>Thomas Linguanti, Baker & McKenzie - Chicago</i> <i>Mark Tonkovich, Baker & McKenzie - Toronto</i>
3:45 pm	Transitional Break	
3:50 pm	Using Partnerships in Business Acquisitions and Dispositions <ul style="list-style-type: none"> ▪ Advantages of using partnerships when planning acquisitions, dispositions and commercial transactions ▪ Current trends and common uses of partnerships in commercial transactions to generate cash and defer tax ▪ Strategies for designing and implementing partnership transactions that withstand scrutiny 	Moderator: <i>Jacques Bernier, Baker & McKenzie - Toronto</i> Panelists: <i>James Barrett, Baker & McKenzie - Miami</i> <i>Lesley Kim, Baker & McKenzie - Toronto</i> <i>Caroline Morin, Tax Research and Planning, Spectra Energy</i> <i>Brian Segal, Baker & McKenzie - Toronto</i>
5:00 pm	Cocktail Reception	

Track IV: Managing Risks Globally

Fourth Floor – Salon C

TIME	SESSION	SPEAKERS
12:15 pm	<p>Compliance With International Human and Labour Rights: Standards and Expectations</p> <ul style="list-style-type: none"> ▪ Understanding the growing legal and social framework on enterprises, including California Transparency Act, UK Modern Slavery Bill, US Executive Orders, EU Directives, UN Guiding Principles, OECD Guidelines ▪ Mitigating the risk of brand and reputational risk ▪ The implications and responsibility for supply chain management 	<p>Moderator: Kevin Coon, Baker & McKenzie - Toronto</p> <p>Panelists: Christopher Burkett, Baker & McKenzie - Toronto Jonathan Drimmer, Vice President, Deputy General Counsel, Barrick Gold Company</p>
1:25 pm	Transitional Break	
1:30 pm	<p>Strategic Risk Management in Global Information Governance</p> <ul style="list-style-type: none"> ▪ What is Information Governance (IG)? ▪ The convergence of privacy, security, IT, records/information management, compliance and legal functions ▪ Shared challenges including big data, cloud computing, social media and mobile applications ▪ Key issues in global IG including storage location, cross-border data transfer, paper v. electronic records and privacy implications ▪ Strategies for effective IG solutions 	<p>Moderator: Theo Ling, Baker & McKenzie - Toronto</p> <p>Panelists: Lisa Daulby, Manager, Enterprise Records Management Strategy, Royal Bank of Canada Lisa Douglas, Baker & McKenzie - Toronto Elspeth Williams, General Counsel, Compliance, McCain Foods Limited</p>
2:30 pm	Break	
2:45 pm	<p>Global Trade Compliance: Navigating the Challenges</p> <ul style="list-style-type: none"> ▪ Export controls and trade sanctions: Changing landscape and challenges ▪ Importing: Are the customs rules really harmonized across jurisdictions? ▪ Implementing global trade compliance programs: Practical tips and challenges 	<p>Moderator: Paul Burns, Baker & McKenzie - Toronto</p> <p>Panelists: Carol Buckton, Lead Regional Compliance Officer, Siemens Canada Limited Brian Cacic, Baker & McKenzie - Toronto Janet Kim, Baker & McKenzie - Washington, DC</p>
3:45 pm	Transitional Break	
3:50 pm	<p>Managing Antitrust/Competition Risk in Global Sales and Distribution</p> <ul style="list-style-type: none"> ▪ Establishing compliant pricing, supply and distribution arrangements in North America and beyond ▪ Dealing with competitors: the limits of cooperation and legal information exchange ▪ Determining when transaction reporting rules can apply ▪ Designing and implementing an effective antitrust compliance program 	<p>Moderator: Arlan Gates, Baker & McKenzie - Toronto</p> <p>Panelists: Ken Jull, Baker & McKenzie - Toronto Lee Van Voorhis, Baker & McKenzie - Washington, DC</p>
5:00 pm	Cocktail Reception	