



DOING BUSINESS GLOBALLY

Conference Agenda

November 16, 2016 | Radisson Blu Downtown | Minneapolis

Program Sponsor:



TIME	SESSION TITLE	LOCATION
11:30 am	Registration	Outside Bergen Rooms
12:00 pm	Plenary Session & Luncheon	Bergen Rooms
2:00 pm	Afternoon Track Sessions Track I: Emerging Markets Track II: Cross-Border Deals Session III: Global Workforce Session IV: International Tax, Treasury and Finance	2nd Floor Conference Rooms
5:00 pm	Cocktail Reception	Bergen Rooms
6:30 pm - 9:00 pm	Dinner Around the World	BANK Restaurant



Plenary Session
Conference Room: Bergen Rooms

TIME	SESSION TITLE	SPEAKERS
12:00 pm	Luncheon	
12:30 pm	Welcome	<p>Bryan Carter <i>President MNACCA and Managing Counsel, Wells Fargo</i></p> <p>Dieter Schmitz <i>Partner, Baker & McKenzie - Chicago</i></p>
12:45 pm	Keynote Presentation	<p>Ivo H. Daalder <i>President, Chicago Council on Global Affairs</i></p>
1:15 pm	General Counsel Panel Discussion - Finding Calm (and Success) in a Choppy Global Sea	<p>Moderator: Dieter Schmitz <i>Partner, Baker & McKenzie - Chicago</i></p> <p>Panelists: Karen Park Gallivan, <i>Vice President, General Counsel and Secretary, Graco Inc.</i></p> <p>Matt Revord, <i>Senior Vice President, Chief Legal Officer, General Counsel and Secretary, Potbelly Sandwich Shop</i></p> <p>Jim Seifert, <i>Executive Vice President, General Counsel and Secretary, Ecolab</i></p>



Track I: Emerging Markets

Conference Room: Fjords 2 Room

As multinationals continue to invest across borders, they are faced with balancing profitable opportunities against an increasing amount of risk. Our Emerging Markets track will provide first-hand analysis of the business opportunities and common challenges faced by companies in several established and emerging markets around the world.

TIME	PANEL	SPEAKERS
<p>2:00 pm - 2:50 pm</p>	<p>China and India</p> <ul style="list-style-type: none"> ▪ Economic and political outlook; potential opportunities ▪ Recent regulatory developments affecting foreign investors ▪ Key issues for market entry and exit, as well as ongoing operations ▪ Dealing with local government agencies ▪ Compliance and risk management strategies ▪ Lessons learned: do's & don'ts 	<p>Moderators: David Malliband, Baker & McKenzie - Chicago Joel Stark, Baker & McKenzie - Houston</p> <p>Panelists: Michael Hoff, <i>Assisant General Counsel</i>, Tennant Ashok Lalwani, Baker & McKenzie - Singapore Tracey Wut, Baker & McKenzie - Hong Kong</p>
<p>3:00 pm - 3:50 pm</p>	<p>Middle East</p> <ul style="list-style-type: none"> ▪ Economic and political outlook; potential opportunities ▪ Recent regulatory developments affecting foreign investors ▪ Key issues for market entry and exit, as well as ongoing operations ▪ Dealing with local government agencies ▪ Compliance and risk management strategies ▪ Lessons learned: do's & don'ts 	<p>Moderators: David Malliband, Baker & McKenzie - Chicago Joel Stark, Baker & McKenzie - Houston</p> <p>Panelists: Mohamed Barakat, Baker & McKenzie - Washington DC Gregory J. Golden, <i>Corporate Counsel, International</i>, Northrop Grumman Corporation Jayshree Gupta, Baker & McKenzie - Dubai Matt Revord, <i>Senior Vice President, Chief Legal Officer, General Counsel and Secretary</i>, Potbelly Sandwich Shop</p>



<p>4:00 pm - 4:50 pm</p>	<p>Latin America</p> <ul style="list-style-type: none"> ▪ Economic and political outlook; potential opportunities ▪ Recent regulatory developments affecting foreign investors ▪ Key issues for market entry and exit, as well as ongoing operations ▪ Dealing with local government agencies ▪ Compliance and risk management strategies ▪ Lessons learned: do's & don'ts 	<p>Moderators: David Malliband, Baker & McKenzie - Chicago Joel Stark, Baker & McKenzie - Houston</p> <p>Panelists: Luis Ambrósio, Trench Rossi e Watanabe Advogados - São Paulo Jorge Fernández González, General Counsel Latin America and Global Channel Services, 3M Miguel Noyola, Baker & McKenzie - Chicago Steve Price, Associate General Counsel, Bemis Company, Inc.</p>
<p>5:00 pm</p>	<p>Cocktail Reception</p>	
<p>6:30 pm - 9:00 pm</p>	<p>Dinner Around the World</p>	



Track II: Cross-Border Deals

Conference Room: New Sweden Rooms

Track II takes a holistic approach to the discussion of cross-border transactions and multinational collaborations. Business leaders will share their top tips for starting cross-border deals and maximizing growth opportunities while minimizing risk. In addition, we will outline the essentials for successful closings, and discuss best practices for building strong alliances abroad.

TIME	PANEL	SPEAKERS
<p>2:00 pm - 2:50 pm</p>	<p>Starting Off Strong: 5 Tips to Set Up your Cross-Border Deal for Success</p> <ul style="list-style-type: none"> ▪ Navigate LOIs and key differences in deal terms around the world ▪ Set up a deal team with cross-border know-how ▪ Develop a thoughtful strategy on where to file merger control and antitrust filings ▪ Consider competition remedies from the jump ▪ Proactively manage timing 	<p>Moderator: Duffy Lorenz, Baker & McKenzie - Chicago</p> <p>Panelists: Brenda Arndt, <i>Senior M&A Specialist Lawyer</i>, Cargill</p> <p>Marci Winga Fábrega, <i>Associate General Counsel - M&A/Strategic Initiatives</i>, Ecolab</p> <p>Mark Hamer, Baker & McKenzie - Washington DC</p> <p>Samantha Mobley, Baker & McKenzie - London</p> <p>Carol Peterson, <i>Assistant General Counsel</i>, 3M</p>
<p>3:00 pm - 3:50 pm</p>	<p>Closing the Deal: Toolkit for Swift and Successful Closings</p> <ul style="list-style-type: none"> ▪ Know your counterparty ▪ Consider transaction structure early and anticipate potential buyers' needs 	<p>Moderator: Duffy Lorenz, Baker & McKenzie - Chicago</p> <p>Panelists: Dave Duvick, <i>Senior SEC Counsel and Assistant Secretary</i>, Ecolab</p> <p>Bob Jacob, <i>Senior Managing Counsel, Global Corporate Operations</i>, Boston Scientific Corporation</p> <p>Helen Mantel, Baker & McKenzie - Chicago</p>



<p>4:00 pm - 4:50 pm</p>	<p>Do's and Don'ts for Building Strong Alliances and Collaborating Abroad</p> <ul style="list-style-type: none"> ▪ Deciding to go international <ul style="list-style-type: none"> ○ Anticipating challenges ○ Securing a strong support structure ▪ Considerations and advantages for different modes of market entry <ul style="list-style-type: none"> ○ Franchise ○ Joint Venture ○ Direct Investment 	<p>Moderator: Duffy Lorenz, Baker & McKenzie - Chicago</p> <p>Panelists: Eric Bakken, <i>EVP, Chief Administrative Officer and General Counsel</i>, Regis Corporation</p> <p>Christina Conlin, Baker & McKenzie - Chicago</p> <p>Kevin Maher, Baker & McKenzie - Dallas</p> <p>Shelly O'Callaghan, <i>Executive Vice President and General Counsel</i>, International Dairy Queen</p> <p>William Rowe, Baker & McKenzie - Chicago</p>
<p>5:00 pm</p>	<p>Cocktail Reception</p>	
<p>6:30 pm - 9:00 pm</p>	<p>Dinner Around the World</p>	



Track III: Global Workforce

Conference Room: Fjords 3 Room

As companies consider expanding their global footprint in today's competitive marketplace, they must analyze how to engage and manage people in new jurisdictions where the legal risks and opportunities are challenging. Our Global Workforce track provides an overview of the key considerations integral to managing a multinational workforce amidst the increasingly complex and ever-evolving maze of local and country-specific labor and employment laws.

TIME	PANEL	SPEAKERS
<p>2:00 pm - 2:50 pm</p>	<p>Overseas Expansion: Understanding and Managing the HR Risks</p> <ul style="list-style-type: none"> ▪ Key considerations when engaging boots on the ground ▪ Accounting for culture in a global expansion plan 	<p>Moderator: Guenther Heckelmann, Baker & McKenzie - Frankfurt</p> <p>Panelists: Dionne Blake, <i>Senior Director and Assistant General Counsel, Employee & Labor Relations</i>, Target</p> <p>Andrew Boling, Baker & McKenzie - Chicago</p> <p>Nancy Joanis, <i>HR Department Manager</i>, Zinpro Performance Minerals</p> <p>Betsy Morgan, Baker & McKenzie - Chicago</p>
<p>3:00 pm - 3:50 pm</p>	<p>Navigating Critical Employment Issues in Cross-Border Transactions</p> <ul style="list-style-type: none"> ▪ How to avoid HR nightmares in cross-border transactions ▪ Top 10 HR issues to consider before you acquire, divest or spin 	<p>Moderator: Guenther Heckelmann, Baker & McKenzie - Frankfurt</p> <p>Panelists: DeShawn Arms, <i>Director, HR M&A</i>, Abbott Laboratories</p> <p>Mike Meyer, <i>Senior Executive Coach</i>, Meyer Partners LLC</p> <p>Aimee Soodan, Baker & McKenzie - Chicago</p> <p>Carole Spink, Baker & McKenzie - Chicago</p>



<p>4:00 pm - 4:50 pm</p>	<p>How to Manage the Increasing Challenges to Protecting Employee Data in a Globalized World</p> <ul style="list-style-type: none"> ▪ How data privacy laws impact global employment issues ▪ Recent developments affecting your HR data management ▪ Tips to avoid, and respond to, data breaches 	<p>Moderator: Guenther Heckelmann, Baker & McKenzie - Frankfurt</p> <p>Panelists: Brent Bidjou, <i>Counsel Data Privacy</i>, Pearson North America Brian Hengesbaugh, Baker & McKenzie - Chicago Amy de La Lama, Baker & McKenzie - Chicago</p>
<p>5:00 pm</p>	<p>Cocktail Reception</p>	
<p>6:30 pm - 9:00 pm</p>	<p>Dinner</p>	



Track IV: International Tax, Treasury and Finance

Conference Room: Fjords 4 Room

Sweeping changes in tax law over the last few months have dramatically changed the roles of tax, treasury and finance executives. How can multinational companies prepare for new debt-equity rules that set aside decades of precedents and require tax, treasury and finance executives to work together to manage the group's cash? How can multinational companies define and defend their multinational tax profiles and message the international tax landscape to their stakeholders? How can multinational corporations leverage the learnings from recent tax cases? Our International Tax, Treasury and Finance track will focus on answering these and more questions for the Chief Financial Officer, Treasurer and Chief Tax Officer.

TIME	PANEL	SPEAKERS
2:00 pm - 2:50 pm	<p>The Shifting Landscape of Intercompany Financing</p> <ul style="list-style-type: none"> Up to the minute discussion regarding the proposed section 385 regulations and what the regulations mean Practical strategies for dealing with the proposed regulations Discussion regarding best practices to ensure compliance with the regulations if finalized 	<p>Moderator: Regine Corrado, Baker & McKenzie - Chicago</p> <p>Panelists: Rema Farias, Executive Director International Coverage Banking, JPMorgan Chase</p> <p>Natalie Regoli, Baker & McKenzie - Houston</p> <p>Joshua Richardson, Baker & McKenzie - Chicago</p> <p>Ivan Tsios, Baker & McKenzie LLC - Chicago</p>
3:00 pm - 3:50 pm	<p>The Intersection of Tax and Corporate Governance</p> <ul style="list-style-type: none"> Assessing tax and reputational risks in a transparent country by country reporting ("CbCR") world Defining and defending a multinational business' tax profile in the era of BEPS, EU State Aid Investigations, Diverted Profits Tax and CbCR Messaging the new international tax landscape to relevant stakeholders 	<p>Moderator: Christine Sloan, Baker & McKenzie - Washington DC</p> <p>Panelists: Missy Glidewell, Senior Director, International Tax, Target</p> <p>Wendy Unglaub, Transfer Pricing Director, Ecolab</p> <p>Angela Walitt, Baker & McKenzie - Washington DC</p> <p>James Wilson, Baker & McKenzie - New York</p>



<p>4:00 pm - 4:50 pm</p>	<p>Today's World of Major Tax Disputes: From Altera to Medtronic and beyond</p> <ul style="list-style-type: none"> ▪ Successfully defending companies in the current world of tax disputes ▪ Rulings and updates from the major cases in the US and what they mean for corporate executives ▪ Debating the question: is it more difficult today to reach resolution with the taxing authorities and, if so, why? ▪ Searching for certainty in an uncertain but highly contentious environment – and how to (try to) find it 	<p>Moderator: Thomas Linguanti, Baker & McKenzie - Chicago</p> <p>Panelists: Philip Albert, <i>Vice President, Corporate Tax</i>, Medtronic Tracy Smith, <i>Senior Director and Tax Counsel</i>, Best Buy Robert Walton, Baker & McKenzie - Chicago</p>
<p>5:00 pm</p>	<p>Cocktail Reception</p>	
<p>6:30 pm - 9:00 pm</p>	<p>Dinner</p>	