



CORPORATE Legal Excellence

a **marcusevans** event

Malaysia

24th – 26th November 2014

Lawyers who use plain **language** know it doesn't just make good sense, it makes good **cents**.

Christopher Balmford

Broadening the scope of legal professionals as strategic partners in managing both legal and business risks by integrating the legal function in every aspect of the business



Showcasing Case Studies and Key International Presentations from Distinguished Speakers:

Richard Phelan Gorgon Downstream – Legal Team Lead
Chevron Pty Ltd, Australia

Suprio Dasgupta Group General Counsel
Schneider Electric, India

Dominic Gyngell Vice President and Regional Counsel - AMEA
British Telecommunications Group

Astor Chan Senior Director & Associate General Counsel
Ralph Lauren, Hong Kong

Therese Linton Principal Consultant – Legal Project Management
Creative Planet Consulting, Australia
She is also Adjunct Lecturer at Sydney University and The College of Law, Australia

Oboama Addy General Counsel - Head of Legal Europe
Fujitsu, Germany

Purvez Bilimoria VP & Chief Legal Counsel – Asia Pacific Region
PepsiCo Inc., Australia

Thomas Thoppil VP & Deputy General Counsel
HP Asia Pacific, Singapore

Menaka Rajasegaran Ethics & Compliance Director
Dell - South Asia, Malaysia

Latifah Mohd Isa General Manager
Telekom Malaysia Berhad, Malaysia

Maria Eugenia (Maru) Quindimil, MBA Executive Director & Regional Compliance Officer - Asia Pacific, India & Japan
Merck Sharp & Dohme

Dr. Azura Shamsuddin Head – Contract Management & Sourcing Governance
Digi Telecommunications, Malaysia

Brian Oh General Counsel
KOGAS, Korea

Jack Ong EVP – Global Banking Legal
Maybank, Singapore

Jasmine Karimi Associate General Counsel
Coach Inc. (Asia), Hong Kong

Harminder Jaila Head – Legal Services
Prince Court Medical Centre, Malaysia

Baminee Viswanat Director Legal & Company Secretary – India
Lenovo Group, India

She is also the Regional Ethics and Compliance Counsel of Asia Pacific

John Paul Huntington Vigman General Counsel
Veolia Japan KK

Dr Philipp Raether Legal Counsel - Global Lead Data Management & Protection
UBS, United Kingdom

Jeff Bullwinkel Director of Legal & Corporate Affairs, Asia Pacific/Japan
Microsoft, Australia

Featuring Expert Presentations from Global Statutory, Association and Research Bodies:

Joe Liu Assistant Managing Counsel
Hong Kong International Arbitration Centre (HKIAC)

Datuk Sundra Rajoo Director
Kuala Lumpur Regional Centre for Arbitration (KLRC), Malaysia

Dr Donald Charrett Chairman
Melbourne TEC Chambers

Thavakumar Kandiahpillai President
Malaysian Corporate Counsel Association (MCCA)
VP Legal Affairs
President & Group CEO's Office
SapuraKencana Petroleum Berhad, Malaysia

Anil Xavier President
Indian Institute of Arbitration & Mediation

Dr Colin Ong President
Brunei Arbitration Association

Revantha Sinnatamby Honorary Treasurer
Malaysian Corporate Counsel Association (MCCA)
General Counsel
Scomi Engineering, Malaysia

John Lowe President
Association of Corporate Counsel (ACC) Europe

Exclusive Post Conference Workshop on Day 3:

Improving the Efficiency and Effectiveness of Legal Outcomes with Legal Project Management (LPM)

Understanding how to apply legal project management frameworks and techniques to effectively manage in-house legal teams and improve outcomes when managing external counsel

Bronze Sponsor:



Booking Line:

Stefanie Gee

Tel.: +603 2723 6721

Fax: + 603 2723 6699

Email: StefanieG@marcusevanskl.com

0800 Registration and Morning Coffee

0900 Opening and Welcome Remarks From the Chairperson

0910 **Plenary One: The Evolving Role of the Legal Profession in Challenging Times as A Strategist and Business Leader**
Revantha Sinnatamby Honorary Treasurer
Malaysian Corporate Counsel Association (MCCA)

0950 **Plenary Two: Managing Reputation Risk: Gaining Control Over how the Business is Perceived in the Marketplace and on Social Media**
Speaker to be advised

1030 Morning Refreshments

1100 **Plenary Three: Reinforcing the Value-Added Contribution of the Legal Function to Your Organisation and its Stakeholders**
Purvez Bilimoria VP Chief Legal Counsel – Asia Pacific Region
Pepsico Inc, Australia

1140 **Plenary Four: Rationalising regulatory requirements and risks when integrating cloud computing delivery**
Jeff Bullwinkel Director of Legal & Corporate Affairs, Asia Pacific/Japan
Microsoft, Australia

1220 Networking Lunch

STREAM ONE
CONTRACTS EXCELLENCE

1330 Chairperson's Opening Remarks

1340 **Handling Contractual Challenges when Dealing with International Mega-Projects**

- Leveraging on changes in construction law and how to improve contract performance
- Obtaining a balanced view of transaction structuring to allow for greater negotiation
- Reviewing the effectiveness of provisions in contracts when managing cross-border or huge multiparty transactions

Richard Phelan Gorgon Downstream – Legal Team Lead
Chevron Australia Pty Ltd

1420 **Achieving Contractual Excellence in Merger and Acquisition (M&A) Agreements by Ensuring that All Key Terms are Covered**

- Negotiating the best business terms based on company's objectives and market conditions
- Evaluating M&A principles and current market dynamics to support effective contractual negotiation
- Ensuring post M&A integration by getting the right processes and systems in place through the performance of contracts

Speaker to be advised

1500 Afternoon Refreshments

1520 **Mastering International Concession - A Perspective of Government, Sponsor and Lender**

- Gauging key issues in a concession agreement and its related financing matters
- Managing risk allocation, force majeure, and contract termination
- Evaluating tariffs and tax effects on concession agreements

John Paul Huntington Vigman General Counsel
Veolia Japan KK

1600 **Exploring Borrow and Loan Agreements - Contracts Relating to the Implementation of Value Added Tax (VAT)**

- Reviewing the implementation of VAT on Sales and Purchase Agreement (SPA) and negotiating mutual agreements during pre contractual stage
- Analysing potential risks by including additional loan provisions to protect the parties' respective interests
- Ensuring that borrower restrictions in loan agreements will not impose difficulties on any future commercial decisions

Dominic Gyngell Vice President and Regional Counsel - AMEA
British Telecommunications Group

STREAM TWO
GOVERNANCE, RISK AND COMPLIANCE

1330 Chairperson's Opening Remarks

1340 **Recognising the Importance of Corporate Governance in Protecting Stakeholders' Interests**

- Harmonising the business systems, people and processes for greater transparency
- Practicing corporate governance through compliance and integration of corporate social responsibilities
- Building investor confidence by diversifying the risks to protect shareholders and company's interest

Jack Ong EVP Global Banking Legal
Maybank, Singapore

1420 **Ensuring Ongoing Legal Audits in Streamlining the Company's Operations Against Developments in Corporate Law**

- Fixing procedures and policies in a timely manner for better risk mitigation in your organisation
- Using audit findings to ensure compliance and mitigate money-laundering or fraud
- Harnessing the benefit of regular audit checks to reduce the company's potential legal liabilities

Oboama Addy General Counsel - Head of Legal Europe
Fujitsu, Germany

1500 Afternoon Refreshments

1520 **Addressing the External Risks and Market Instability in International Transactions and Projects**

- Obtaining effective civil remedies to prepare ahead of possible contingencies
- Managing the impact of two or more differing legal systems in a particular business interest overseas
- Clarifying the rights and restrictions of contracting parties for better risk management

Brian Oh General Counsel
KOGAS, Korea

1600 **Developing an Indispensable Legal Risk Mapping Framework In Line with Organisational Goals**

- Categorising legal risks and identifying the right resources to prioritise risk-mitigation efforts
- Analysing project risk exposures of your organisation's risk thresholds for clearer reporting and transparency
- Drawing a line between day-to-day risks by putting the right controls in place to monitor risks

Baminee Viswanat Director Legal & Company Secretary – India, Regional Ethics and Compliance Counsel – Asia Pacific
Lenovo Group, India

STREAM THREE
ALTERNATIVE DISPUTE RESOLUTIONS

1330 Chairperson's Opening Remarks

1340 **Deliberating on Poorly Drafted Arbitration Clauses and its Impact on Tribunal's Jurisdiction**

- Highlighting challenges in drafting arbitral awards with differing jurisdiction and applicable laws
- Revamping arbitration clauses which has insufficient attention to the related transaction
- Ensuring clear mediation process to reduce the difficulty of arbitrating a dispute

Datuk Sundra Rajoo Director
Kuala Lumpur Regional Centre for Arbitration (KLRC), Malaysia

1420 **Realigning Contractual Agreements and Issues Relating to Claims and Dispute Resolution through Insurance**

- Balancing indemnification provisions using insurance as a backstop for project or business interruptions
- Dealing with contractual risks through insurance provisions during breaches or claims
- Managing conflicts of interest to protect the integrity and avoid financial losses of a project

Speaker to be advised

1500 Afternoon Refreshments

1520 **Analysing Possible Avenues through a Dispute Boards - Review, Adjudication or Avoidance of Disputes?**

- Understanding the different operation and function of dispute boards
- Looking at the contractual requirements to implement a dispute board
- Enhancing the dispute models towards the efficacy of both avoidance and resolution of disputes

Dr Donald Charrett Chairman
Melbourne TEC Chambers

1600 **Opting the Mediation Window in the Arbitration House**

- Exploring how and why mediation could open up for dispute management
- Transforming arbitration into the top consideration when selecting dispute strategies
- Creating added value for the parties during disputes

Anil Xavier President
Indian Institute of Arbitration & Mediation

1640 Roundtable Discussions:

Roundtable One

Examining the True Spirit of Corporate Governance with Regards to the Recent Changes in Laws – What Role Do In-house Counsels Play?

Roundtable Two

Addressing Local and International Contracting Risk Climates and its Challenges by Scrutinising on Regulatory Issues from Around the Region

Roundtable Three

Dealing with Anti-competition Laws through Eradication of Protectionism, Tariffs and Quotas

1720 Chairperson's Closing Remarks

1730 End of Day One

Booking Line:

Stefanie Gee

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Email: StefanieG@marcusevanski.com

0800	Registration and Morning Coffee
0900	Opening and Welcome Remarks From the Chairperson
0910	Plenary One: Taking Corporate Governance Beyond Compliance – Widening the Business Scope in Social Responsibility and Market Culture for Greater Integration Thomas Thoppil VP & Deputy General Counsel HP Asia Pacific, Singapore
0950	Plenary Two: Eliminating Outbound Investment Hurdles through Thorough Review and Assessment of Regulatory Reforms <i>Speaker to be advised</i>
1030	Morning Refreshments
1100	Plenary Three: Implementating a Privacy Programme in a Global Corporation – A Data Protection Approach Dr Philipp Raether Legal Counsel - Global Lead Data Management & Protection UBS, United Kingdom
1140	Plenary Four: Acknowledging Governing Laws and The Organisation's Default Position when Bidding for Tenders and Concessions Thavakumar Kandiahpillai President Malaysian Corporate Counsel Association (MCCA)
1220	Panel Discussion: Discussing Legal Best Practices in the International Market from a Corporate Counsel's and Client's Perspective Harminder Jaila Head - Legal Services Prince Court Medical Centre, Malaysia Latifah Mohd Isa General Manager Telekom Malaysia Berhad (TM)
1300	Networking Lunch

STREAM ONE
CONTRACTS EXCELLENCE

1400	Chairperson's Opening Remarks
1410	Protecting Intellectual Property Rights and Considering Issues in Different Variation and Renegotiation of Contracts <ul style="list-style-type: none"> Developing detailed IPR language for licensing and subcontracting contracts for greater bargaining advantage Securing and registering IP Assets in key foreign markets where IPR violations are common Reinforcing key legal concepts in the protection and management of IP assets to enforce these rights during variation Jasmine Karimi Associate General Counsel Coach Inc. (Asia), Hong Kong
1450	Evaluating Contract Agreements in the International Market and the Resultant Tax Implications for Organisations <ul style="list-style-type: none"> Correlating new legislations and tax risks when negotiating international agreements Implementing tax planning practices to minimise foreign income taxes in cross-border transactions Configuring tax effective deals using transfer pricing and contractual terms for international transactions <i>Speaker to be advised</i>
1530	Afternoon Refreshments
1600	Looking at the Limitations of Liabilities and Indemnities when Tackling Weaknesses in Contracts <ul style="list-style-type: none"> Identifying the party(ies) benefits and limitation to manage future liabilities in case of breach Determining the contracting party(ies) agreements whilst avoiding excessive indemnification payouts Categorising possible damages which are excluded in the contract when drafting causes of action Suprio Dasgupta Group General Counsel Schneider Electric, India
1640	Strengthening Inbound and Outbound M&A Trends with Innovative Negotiation Points for Successful Deal Structuring <ul style="list-style-type: none"> Driving effective negotiations by reviewing key motivations in structuring a viable transaction Factoring competitive positioning and industry dynamics in forming benchmark standards in a project Drawing the structural elements of the transaction to negotiate the best terms Dr. Azura Shamsuddin Head - Contract Management & Sourcing Governance Digi Telecommunications, Malaysia
1720	Chairperson's Closing Remarks
1730	End of Day Two

STREAM TWO
GOVERNANCE, RISK AND COMPLIANCE

1400	Chairperson's Opening Remarks
1410	Going Beyond Implementing a Resilient Compliance Program <ul style="list-style-type: none"> Overcoming changing business challenges versus compliance objectives for greater governance Reinventing compliance programmes after internal investigations findings Forging better risk management with compliance restructuring Maria Eugenia (Maru) Quindimil, MBA Executive Director & Regional Compliance Officer - Asia Pacific, India & Japan Merck Sharp & Dohme
1450	Identifying Contractual Risks by Negotiating the Right Liabilities and Indemnities to Handle Better Risk Management and Insurability <ul style="list-style-type: none"> Specifying what damages are to be indemnified and determining the types of risks that are transferable Including specific indemnity for business interruption and damages arising from a breach for effective risk mitigation Obtaining waivers of subrogation from the insurer at the time any insurance policy is taken out <i>Speaker to be advised</i>
1530	Afternoon Refreshments
1600	Establishing Quick Pre-Acquisition Due Diligence and Post-integration for Ongoing Compliance Monitoring <ul style="list-style-type: none"> Identifying all inherent risks and strategies to manage risks through the acquisition period Reviewing liabilities and tax considerations as potential encumbrances during due-diligence Minimising the potential conflict and resultant expense at post-integration Menaka Rajasegaran Ethics & Compliance Director Dell - South Asia, Malaysia
1640	Leveraging on the Importance of IPR where Defined Rights and Ownership is Regulated to Protect Organisational Interest <ul style="list-style-type: none"> Outlining the rights of IP ownership and control with potential problems arising from its use Price-tagging the economic and strategic value to ensure the exclusivity of your IP assets Realising the potential of IPR protection in determining the entry barriers of potential competitors Astor Chan Senior Director & Associate General Counsel Ralph Lauren, Hong Kong
1720	Chairperson's Closing Remarks
1730	End of Day Two

STREAM THREE
ALTERNATIVE DISPUTE RESOLUTIONS

1400	Chairperson's Opening Remarks
1410	Dealing with Risks Associated with Performance, Damages and Warranties <ul style="list-style-type: none"> Gauging inherent contractual risks and ensuring indemnities are negotiated during the onset of agreements Including enforceability of contracts under your jurisdiction when engaging in cross-border transactions Building contractual protection with warranties and damages where the law does not offer protection John Lowe President Association of Corporate Counsel (ACC) Europe
1450	Negotiating the Terms and Procedures in Debt Recovery Contracts with Provisions in Situations of Disputes <ul style="list-style-type: none"> Negotiating debt restructuring clauses in order to maintain good business books Utilising a compromise agreement during disputes to ensure parties are covered by clear terms Assessing the debtor's payment ability by specifying a credit period for better debt recovery <i>Speaker to be advised</i>
1530	Afternoon Refreshments
1600	Managing Multi-Party and Multi-Contract Disputes in International Arbitration – The HKIAC Approach <ul style="list-style-type: none"> Drafting practical arbitration clauses in two or more related contracts Conducting multi-party/contract proceedings after disputes have arisen Evaluating the practical advantages of HKIAC's multi-party/contract provisions Joe Liu Assistant Managing Counsel Hong Kong International Arbitration Centre (HKIAC)
1640	Determining the Remedies for Multi-party Disputes and Settlements whilst Minimising Clients' Losses <ul style="list-style-type: none"> Using opening statements by participants to share initial positions of the dispute to minimise areas of differences Allowing time for cross-group discussion in a substantive negotiation while maintaining vigilance and neutrality Managing the tension between parties within the group and focusing on the explicit goal of the dispute resolution Dr Colin Ong President Brunei Arbitration Association
1720	Chairperson's Closing Remarks
1730	End of Day Two

Wednesday 26th November 2014

IMPROVING THE EFFICIENCY AND EFFECTIVENESS OF LEGAL OUTCOMES WITH LEGAL PROJECT MANAGEMENT (LPM)

Session One

Introducing Legal Project Management (LPM) and the Legal Triple Constraint

- Understanding the background and development of the LPM Framework
- Managing expectation by establishing the interrelationships and trade-offs between scope, time, and cost against quality
- Considering the benefits and applications of LPM for legal matters and projects

Session Two

Scoping Matters to Improve the Predictability of LPM Outcomes

- Identifying the difference between scoping and planning and the importance of a Project Charter
- Appreciating the importance of deliverables, objectives, assumptions and external factors
- Understanding how detailed scoping improves on time and on budget delivery

Group Activity: Applying the Fundamentals of LPM by Commencing Work on a Project Charter and Matter Overview

Session Three

Developing the Legal Project Schedule to Establish the Timeframe and Resourcing Requirements

- Translating the deliverables from scoping into the activities and milestones for execution
- Understanding the development of a project schedule and GANTT chart
- Scheduling concepts that can help to keep your legal project on time and on budget

Session Four

Building on Scoping and Scheduling to Develop a Detailed and Robust Project Budget

- Understanding how resource selection and allocation impacts the project budget
- Appreciate the relationship between scoping, scheduling, resource allocation and the budget
- Utilising effective budgeting tools and techniques to accelerate costing

Think Tank: The Challenges Involved in Estimating the Project Timeframe and Budget

Session Five

Considering the Quality Dimension of Legal Projects

- Considering stakeholder expectations and legal practitioner duties with respect to quality
- Understanding the quality management concepts of quality assurance and quality control
- Identify specific quality assurance tools and techniques that will improve the efficiency and effectiveness of legal projects

Session Six

Managing the Legal Project Team and Ensuring Effective Stakeholder Communication

- Considering team leadership concepts to motivate and support team member performance
- Defining and assigning responsibilities to allow for effective legal project delivery and to reduce conflict
- Using tools and techniques to define and manage resource assignments

Group Activity: Developing action plans to improve quality delivery and team management

Session Seven

Establishing Effective Monitoring and Reporting Processing to Manage the Project Progress

- Considering the stakeholder requirements and preferences for progress reporting
- Monitoring progress against the project baselines and reporting against these
- Identifying tools and techniques to support monitoring and reporting activities

Course Programme Schedule:

0830	Registration and Coffee
0900	Course Commences
1030	Morning Refreshments and Networking Break
1100	Course Re-Commences
1230	Networking Luncheon
1330	Course Commences
1500	Afternoon Refreshments and Networking Break
1530	Course Re-Commences
1700	Course Concludes

Booking Line:

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Session Eight

Managing Variations and Changes to the Legal Project to Improve Delivery and Stakeholder Satisfaction

- Managing changes to scope, time, cost and quality in order to maintain control over the project schedule and budget
- Applying the Legal Triple Constraint as the basis for managing variations and stakeholder expectations
- Considering change control processes that can be tailored and applied for your legal projects

Wrap-Up Session – Re-cap on the major themes and concepts
Closing Summary and Course Evaluation

Course Facilitator:

Therese Linton Principal Consultant – Legal Project Management

Creative Planet Consulting, Australia

*Adjunct Lecturer - Sydney University and The College of Law, Australia
Masters of Project Management and Masters of Law*

About the Course:

This workshop draws a clear and structured approach for corporate counsels to manage and plan their workforce when taking on several projects at any one time. With this, legal project management applies recognised management tools to planning, managing, delegating, budgeting, tracking, meeting deadlines, and avoiding risks. Legal project management adapts these proven techniques to the unique challenges of managing unpredictable legal matters and disputes. This helps in-house counsels to reduce dependency on outsourced counsels and improve time management.

About your Expert Trainer:

Therese Linton Principal Consultant – Legal Project Management

Creative Planet Consulting, Australia

*Adjunct Lecturer - Sydney University and The College of Law, Australia
Masters of Project Management and Masters of Law*

Therese Linton is a project management expert who is uniquely positioned to bring legal project management techniques to the market. She is an Adjunct Lecturer and Unit of Study Coordinator for Sydney University's prestigious Masters of Project Management and has personally delivered programmes of \$80 million and overseen project portfolios in excess of \$400 million.

Therese is regularly involved working with both internal and external counsels on the delivery of the legal components of major business programmes, including – financial services product design, contract negotiation for major software and service purchases, interpretations of the impacts of regulatory reforms and the development of remediation programmes for enforceable undertakings. Recently, she was responsible for establishing the Portfolio Management Office for Business Services. Therese also delivers regular Legal Project Management seminars for the Law Society of New South Wales.

Therese is a recently published author. Her first book – Project Management Essentials was published in January 2014 and the next book due out in October 2014 on Legal Project Management. Her qualifications and certifications include a Bachelor of Commerce (IT) from the University New South Wales; Executive Masters Programme from Harvard Business School, an Advanced Diploma of Project Management, Cert IV Training and Assessment, Six Sigma Black Belt and Certified Practising Project Director (CPPD) AIPM.

Past Client Listing:

King & Wood Mallesons	Sparke Helmore	Transport for New South
Allen & Overy	Norton White	Wales
Gilbert + Tobin	NSW Attorney General's	Roads and Maritime
Herbert Smith Freehills	Department	Services
Hicksons	TransGrid	

Attend these Premier Course and Gain Insights Into:

- **Achieving** an efficient service delivery and milestone tracking during projects and transactions for clearer monitoring
- **Linking** effective workforce planning to your project initiation framework
- **Benchmarking** your legal practices against recognised Employers of Choice using the latest concepts, tools and techniques
- **Selecting** the best practice management approaches in handling of legal documentation
- **Enhancing** performance, productivity and cost effectiveness through advanced technologies and an integrated framework
- **Engaging** your clients and stakeholders through interest inclusion and risk profiling
- **Upgrading** in-house counsels with stakeholder management strategies and techniques in challenging situations
- **Managing** budgets and costs strategically through identified cost allocations and work assignments
- **Strengthening** the value of company counsels and analysing the impact it has upon decision making and organisational contribution

More About the Event

Why you Cannot Miss this Event:

Today's business development prospects are typically characterised by large investments, tight time schedules and the introduction of new technology under unproven conditions. As such, the evolving role of corporate counsels in today's volatile economic and business environment is increasingly important and crucial. Company's legal teams are no longer at the back-end; in fact they need to be seen and recognised as a key player in C-level decision making. The legal counsel's scope and responsibilities are fast expanding to include business acumen, stakeholder management, risk management, governance, compliance and many more as business trends and strategies change over time.

marcus evans takes great pride in organising our exclusive Corporate Legal Excellence large scale conference whereby this conference is specifically designed for legal professionals from across the industry to achieve practical insights from industry leaders amidst the evolving responsibilities of the profession.

With the challenging contracting market environment which also poses great uncertainty and presents unique contractual risk to your business and governance issues; one has to examine the right strategies to achieve successful remedies to avoid disputes, minimising loss and maximising interest. If you are looking for answers on how to successfully hit the objectives of organisation's interest in order to gain the benefits of lower costs, higher quality, and stronger agreements, this is a conference you can't afford to miss!

Follow your own agenda with a choice of three streams over two days:

Stream One: Contracts Excellence

This stream discusses the essence of contracts drafting and negotiation at the onset. It will delve into the different types of transaction or deals, contracting terms and possible new strategies in managing contracting party interest, ensuring clarity, consistency and concise drafting.

Stream Two: Governance, Risk and Compliance (GRC)

GRC will address in detail how legal counsels deal with changing regulatory updates and revision as compliance is crucial to ensure contract performance. Another issue that falls within the ambit of the legal counsel's scope is risk and governance where it greatly affects public interest and business sustainability.

Stream Three: Alternative Dispute Resolution (ADR)

Dispute resolutions open up the arena for possible strategies and alternatives to reduce the need for litigation and law suits. Mediation and arbitration routes could be pursued to reduce legal costs and time.

Also attend our exclusive Full Day Course on Day 3 on Legal Project Management (LPM)

Geographical Market of Delegates:

SEA	60%
South Asia	15%
Rest of Asia	10%
MEA	10%
Others	5%

Business Development Opportunities:

Does your company have services, solutions or technologies that the conference delegates would benefit from knowing about?

If so, you can find out more about the exhibiting, networking and branding opportunities available by contacting:

Stefanie Gee, Media & PR Coordinator, **marcus evans** Malaysia
Tel: +603 2723 6721, E-Mail: StefanieG@marcusevanskl.com

Who Should Attend:

Chief Legal Officers, Chief Compliance Officers, Company Secretaries, General/Corporate/ In-house/ Legal Counsels and Senior Professionals from:

- Legal Affairs
- Company / Contract Law
- Corporate Governance
- Legal Risk Management
- Compliance
- Regulatory Affairs

From all across industries, particularly from:

- Banking & Finance
- FMCG / F&B
- Manufacturing
- Pharmaceuticals
- Oil & Gas
- Government Administration
- Information Technology
- Tourism & Hospitality
- Entertainment & Media
- Logistics & Transportation
- Energy & Utilities and others

Benefits of Attending this Premier marcus evans Large Scale Event Include:

- **Dealing** with hidden risks in your current contracts through comprehensive and systematic review methods that will flag potential liabilities
- **Exploring** the alternatives to resolve disputes more quickly
- **Minimising** cost contingencies and variations by identifying key contract management risks from the onset
- **Mitigating** disputes through effective project management and risk assessment plans for contracts
- **Deliberating** issues arising from poorly drafted arbitration clauses and its impact on the tribunal's jurisdiction
- **Addressing** the external risks and market instability in international transactions and projects
- **Ascertaining** new deal structures in M&A and practising key negotiation points for successful deal structuring
- **Ensuring** ongoing legal audits in streamlining the company's goals, structure and operations
- **Determining** remedies for multi-party disputes and settlements whilst minimising losses
- **Identifying** contractual risks by negotiating the right liabilities and indemnities to improve risk management and insurability
- **Evaluating** contract agreements in the international market and the resultant tax implications for organisations
- **Recognising** legal professionals' involvement in corporate governance to ensure that stakeholders' interests are protected

marcus evans would like to thank all the world-leading visionaries, solution providers, associations, operators, end-users and delegates who have contributed to and supported the **marcus evans** Corporate Legal Excellence Large Scale Event. We would particularly like to mention our speakers for their help in the research behind the event and also our sponsors for their continued support and commitment.

On behalf of **marcus evans** we hope you have a rewarding, enjoyable and productive time. We personally look forward to meeting you all and working with you at our future Large Scale Events planned in 2014. See you in November!

Our Business Partners

Bronze Sponsor:



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The Inter-Pacific Bar Association ("IPBA") is an international association of business and commercial lawyers who live in, or have a strong interest in, the Asia-Pacific Region. Established in April 1991 at an organizing conference in Tokyo with more than 500 lawyers from the Asia-Pacific Region, it has grown into a preeminent legal association with over 1,400 members from over 60 jurisdictions.



Indian Institute of Arbitration & Mediation is one of the pioneer institutions in India dealing with ADR administration and training. Approved QAP institution of the International Mediation Institute, The Hague for certifying global mediators. Member of the AMA and APRAG. More details about the institution are available at www.arbitrationindia.org



香港國際仲裁中心
Hong Kong International
Arbitration Centre

Founded in 1985, the **Hong Kong International Arbitration Centre** is one of the preeminent arbitration institutions in the world. According to the Global Arbitration Review, "Regional arbitration pretty much began with the HKIAC. No regional institution has been running so successfully for so long." HKIAC assists companies with their dispute resolution needs with our multi-lingual, multi-cultural Secretariat, our state-of-the-art administered arbitration rules, and our deep pool of arbitrators with a wide range of expertise and experience.

Endorsers:



The **Kuala Lumpur Regional Centre for Arbitration ("KLRC")** is a non-profit, non-governmental, international arbitral institution that was established in 1978 under the auspices of the Asian-African Legal Consultative Organisation ("AALCO"). It was the first centre of its kind to be established by AALCO in Asia. Please visit KLRC's website at www.klrca.org or email enquiry@klrca.org for more information.



The **Malaysian Corporate Counsel Association's (MCCA)** vision is to be the premier organization for the promotion and facilitation of networking, knowledge-sharing and continuing legal education for the corporate counsel community in Malaysia, and for the enhancement of the community's profile among the legal fraternity and the general public. The MCCA serves as a platform for corporate counsel working in Malaysia to express their challenges and mutually benefit from the experiences they share as members of a common profession. In so doing, MCCA strives to recognize and enhance the pivotal role played by corporate counsel in Malaysia's dynamic and multifarious corporate environment.

Media Partners:



Global Legal Group

Global Legal Group is a London-based publishing house that provides legal analysis and industry intelligence to corporate counsel, law firms and government agencies. It publishes the International Comparative Legal Guides, the Global Legal Insights series, Commercial Dispute Resolution (CDR) and African Law & Business. Each publication offers unique insight into a selection of legal practice areas in a range of formats - from Q&A guides and expert analysis to high-level insights on international dispute resolution trends and topics.



The International Comparative Legal Guides (ICLG) are a series of more than 35 high quality guides to cross-border legislation, the ICLG titles all focus on specific practice areas and jurisdictions. The ICLG series provide current and practical comparative legal information on a range of practice areas, following a Q&A format to ensure thorough coverage of each topic within different legal systems worldwide.



The Global Legal Insights series provides essential insights into the current legal issues, providing readers with expert analysis of legal, economic and policy developments through the eyes of the world's leading lawyers.



At **Conventus Law**, we value in quality and integrity. We believe we are able to use these values to assist investors doing business in Asia. Everything we do at Conventus Law is about helping investors turn legal challenges into business advantages.

REGISTRATION FORM

Please write in **BLOCK CAPITALS**

Booking Line:

Stefanie Gee

Tel.: +603 2723 6721

Fax: + 603 2723 6699

Email: StefanieG@marcusevanskl.com

EVENT CODE: AS-GM3927

LOGIN ID:

CODE: E

PLEASE COMPLETE THIS FORM AND FAX BACK TO:

STEFANIE GEE

FAX NO:

+603 2723 6699

REGISTRATION DETAILS

1.) Name _____

Position _____

E-Mail _____

2.) Name _____

Position _____

E-Mail _____

3.) Name _____

Position _____

E-Mail _____

Organisation _____

Address _____

Town _____ **State** _____

Country _____ **Postcode** _____

Tel. _____ **Fax** _____

Nature of Business. _____

Company Size: 1-9 10-24 25-49 50-99

100-249 250-499 500-999 1000+

AUTHORISATION

Signature _____ Date _____

Name _____

Position _____

This booking is invalid without a signature.

AUTHORISATION Signatory must be authorised to sign on behalf of contracting organisation

CONFERENCE: CORPORATE LEGAL EXCELLENCE

DATES, VENUE: 24TH – 26TH NOVEMBER 2014, MALAYSIA

Confirmation Details:

After receiving payment a receipt will be issued. If you do not receive a letter outlining joining details two weeks prior to the event, please contact the Conference Coordinator at **marcus evans** conferences.

Business Development Opportunities:

Does your company have services, solutions or technologies that the conference delegates would benefit from knowing about?

If so, you can find out more about the exhibiting, networking and branding opportunities available by contacting:

Stefanie Gee Media & PR Coordinator, **marcus evans** Malaysia
Tel: **+603 2723 6721**, E-Mail: SharonC@marcusevanskl.com

Payment is required within five working days on receipt of invoice

Indemnity: Should for any reason outside the control of **marcus evans** conferences, the venue or speakers change, or the event be cancelled due to an act of terrorism, extreme weather conditions or industrial action, **marcus evans** conferences shall endeavour to reschedule but the client hereby indemnifies and holds **marcus evans** conferences harmless from and against any and all costs, damages and expenses, including attorneys fees, which are incurred by the client. The construction, validity and performance of this Agreement shall be governed in all respects by the laws of Malaysia to the exclusive jurisdiction of whose Courts the Parties hereby agree to submit.

Terms & Conditions: **marcus evans** Marcus Evans (Malaysia) SDN BHD

1. Fees are inclusive of program materials and refreshments.

2. Payment Terms: Following completion and return of the registration form, full payment is required within 5 days from receipt of invoice. PLEASE NOTE: payment must be received prior to the conference date. A receipt will be issued on payment. Due to limited conference space, we advise early registration to avoid disappointment. A 50% cancellation fee will be charged under the terms outlined below. We reserve the right to refuse admission if payment is not received on time.

3. Cancellation/Substitution: Provided the total fee has been paid, substitutions at no extra charge up to 14 days before the event are allowed. Substitutions between 14 days and the date of the event will be allowed subject to an administration fee of equal to 10% of the total fee that is to be transferred. Otherwise all bookings carry a 50% cancellation liability immediately after a signed sales contract has been received by **marcus evans** (as defined above). Cancellations must be received in writing by mail or fax six (6) weeks before the conference is to be held in order to obtain a full credit for any future **marcus evans** conference. Thereafter, the full conference fee is payable and is non-refundable. The service charge is completely non-refundable and non-creditable. Payment terms are five days and payment must be made prior to the start of the conference. Nonpayment or non-attendance does not constitute cancellation. By signing this contract, the client agrees that in case of dispute or cancellation of this contract that **marcus evans** will not be able to mitigate its losses for any less than 50% of the total contract value. If, for any reason, **marcus evans** decides to cancel or postpone this conference, **marcus evans** is not responsible for covering airfare, hotel, or other travel costs incurred by clients. The conference fee will not be refunded, but can be credited to a future conference. Event program content is subject to change without notice.

4. Copyright etc: All intellectual property rights in all materials produced or distributed by **marcus evans** in connection with this event is expressly reserved and any unauthorized duplication, publication or distribution is prohibited.

5. Data Protection: Client confirms that it has requested and consented to **marcus evans** retaining client information on **marcus evans** group companies database to be used by **marcus evans** groups companies and passed to selected third parties, to assist in communicating products and services which may be of interest to the client. If the client wishes to stop receiving such information please inform **marcus evans** local office or email unsubscribe@marcusevansuk.com. For training and security purposes telephone calls may be recorded.

6. Important note: While every reasonable effort will be made to adhere to the advertised package, **marcus evans** reserves the right to change event dates, sites or location or omit event features, or merge the event with another event, as it deems necessary without penalty and in such situations no refunds, part refunds or alternative offers shall be made. In the event that **marcus evans** permanently cancels the event for any reason whatsoever, (including, but not limited to any force majeure occurrence) and provided that the event is not postponed to a later date nor is merged with another event, the Client shall receive a credit note for the amount that the Client has paid to such permanently cancelled event, valid for up to six months to be used at another **marcus evans** event. No refunds, part refunds or alternative offers shall be made.

7. Governing law: This Agreement shall be governed and construed in accordance with the law of Malaysia and the parties submit to the exclusive jurisdiction of the courts in Kuala Lumpur. However, **marcus evans** only is entitled to waive this right and submit to the jurisdiction of the courts in which the Client's office is located.

8. Client hereby acknowledges that he/she specifically authorizes that **marcus evans** charge the credit card listed above for the amount provided herein; that this Contract is valid, binding and enforceable; and that he/she has no basis to claim that any payments required under this Contract at any time are improper, disputed or unauthorized in any way. Client acknowledges that they have read and understood all terms of this contract, including, without limitation, the provisions relating to cancellation.

REGISTRATION FEES

FEES

Two Days Conference Fee @ USD 2,295 + VAT / GST (if applicable) per delegate

Three Days Conference Fee @ USD 2,995 + VAT / GST (if applicable) per delegate

CONSULTANTS AND SOLUTION PROVIDERS FEES

Two Days Conference Fee @ USD 2,795 + GST / VAT (if applicable) per delegate

Three Days Conference Fee @ USD3,595 + GST / VAT (if applicable) per delegate

Online Documentation @ USD795. You will be provided a username and password to access the documentation online

Premier Plus Discount* Bring more delegates to this event and benefit from:

10% saving for 2 Delegates 15% saving for 3-4 Delegates 20% saving for 5+ Delegates

*(Applies to full conference event only).

PLEASE SELECT CONFERENCE STREAMS THAT YOU WOULD LIKE TO ATTEND:

Day 1: Stream One Stream Two Stream Three

Day 2: Stream One Stream Two Stream Three

A processing fee of USD 48 will be added per delegate

All options include luncheon & refreshments. In accordance with delegate requests and our positioning as one of Asia's foremost business intelligence providers, **marcus evans** will now make its conference documentation available online. A website and password will be provided to you approximately two weeks before the event.

PAYMENT METHOD

CREDIT CARD

Payment is required within five working days on receipt of invoice (Credit Card payments attract a 2% surcharge)

Please charge my: MasterCard VISA AmEx Diners Club

Card Holder's Name _____ Security Code _____

Card Number _____

Expiry Date _____ Signature _____

FOR INTERNAL OFFICE USE:

APPROVALS (HEAD OF DEPARTMENT):