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Speaker Presentations

In order to access the European Corporate Counsel Summit 2006 speakers' presentations, please visit www.europeancorpsummit.com

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The presentations are solely for the use of **European Corporate Counsel Summit 2006** attendees.

Welcome

On behalf of **marcus evans** summits, we are delighted to welcome you to the second annual **European Corporate Counsel Summit**.

This event has been designed to provide a unique interactive forum for senior corporate counsel working in a cross-section of industries and in a number of different jurisdictions. Over the next three days, a carefully scheduled series of presentations, case studies and one-to-one business meetings will provide you with strategic advice as well as networking opportunities with leading legal industry experts.

This highly focused and stimulating event is enhanced by the superb conference and leisure facilities of Raffles Le Montreux Palace.

The **marcus evans** summits team will be on hand to help you get the most out of your time at the summit and make sure that your participation will be both a professionally rewarding and enjoyable experience.

Best regards,



Agata Cioch
Summit Producer
marcus evans summits

Event-at-a-Glance

Wednesday 27 September 2006

	Presentation Room 1 Léman B	Presentation Room 2 Rochers de Naye	One-to-One Meetings Léman A
10:00-12:00	Summit Registration - Hotel Hall		
12:00-13:00	Welcome Lunch - La Coupole		
13:00-13:15	marcus evans Welcome Address Agata Cioch , Summit Producer, marcus evans		
	Chairman's Opening Address Bengt Gustafson , Senior Vice President, Chief Legal Counsel, Metso Minerals , President, European Company Lawyers Association		
13:15-14:00	Chairman's Presentation Impacts on European Corporate Legal Practices Bengt Gustafson , Senior Vice President, Chief Legal Counsel, Metso Minerals , President, European Company Lawyers Association		
14:00-14:45	Case Study Presentation Implementing a Global Ethics & Compliance Policy Ruth N. Steinholtz , General Counsel & Group Security Coordinator, Borealis AG	Case Study Presentation External Counsel: Getting Value from Long-Term Relationships Marten Bezemer , Associate General Counsel EMEA, Plantronics International	
14:45-15:15	Coffee Break - Léman C		SP Briefing
15:15-17:15			One-to-One Meetings
17:15-18:00	Case Study Presentation Controlling Costs: Balancing In-House & External Counsel to Contain Expenses Richard Given , Director, Legal, Cisco Systems	Case Study Presentation Antitrust Laws - Only Risks or Also Opportunities? Hannes Boner , Legal Counsel Europe, Sappi Fine Paper Europe	
18:00-18:45	Case Study Presentation Managing Your Team of Lawyers: Attracting & Retaining Top Legal Talent in a Tough Business Climate Deepak Malhotra , Vice President, General Counsel, Western Europe, InBev SA		
18:45-20:00	Free Time		
20:00-20:30	Cocktail Reception - Terrasse de La Coupole		
20:30-22:30	Dinner - La Coupole		

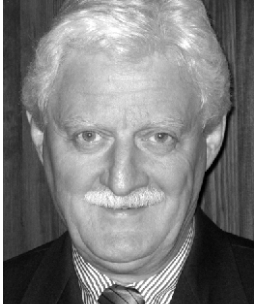
Thursday 28 September 2006

	Presentation Room 1 Léman B	Presentation Room 2 Rochers de Naye	One-to-One Meetings Léman A
07:30-08:45	Breakfast - Salle des Fêtes		
09:00-09:45	Case Study Presentation Maximising Opportunities & Minimising Risks in Third Party Distribution Agreements David Williams , Senior Counsel, Astellas Pharma Europe		
09:45-10:30	Case Study Presentation Developing a Smart Knowledge Management Strategy to Ensure Future Growth Jean-Yves Art , Director of Commercial & Regulatory Affairs (EMEA), Microsoft - Corporate Affairs Europe		
10:30-10:45	Coffee Break - Léman C		
10:45-12:45			One-to-One Meetings
12:45-13:30	Case Study Presentation Adding Value to the Business - Managing a Pan-European Legal Team Gordon Stewart , Director & General Counsel, Canon Europe		
13:30-14:30	Lunch - La Coupole		
14:30-15:15	Case Study Presentation How to Win the Battle: Preparing for & Dealing with a Crisis Julian Hilton-Johnson , Vice President, General Counsel, McDonald's		
15:15-16:00	Case Study Presentation Establishing Secure Legal Networks in Asia: Safeguarding the Company's Trademark & Intellectual Property Rights in China Sophie Antoniou , EMEA Counsel, Solectron Corporation	Roundtable Discussion Managing Legal Risk - Understanding the Role of the In-House Lawyer Carol Williams , Head of Legal, Northern Foods plc	
16:00-16:15	Coffee Break - Léman C		
16:15-18:15			One-to-One Meetings
18:15-19:00	Case Study Presentation Outsourcing & Risk: Managing Expectations Nicholas M. Watkins , Associate General Counsel, Royal Numico		
19:00-20:00	Free Time		
20:00-20:30	Cocktail Reception - Hotel Lobby		
20:30-22:30	Dinner - Salle des Fêtes		

Friday 29 September 2006

	Presentation Room 1 Léman B	Presentation Room 2 Rochers de Naye	One-to-One Meetings Léman A
07:30-08:45	Breakfast - Salle des Fêtes		
09:00-09:45	Case Study Presentation Building Strategic Partnership with the Business - Key Elements for Success Dirk P. Tirez , General Counsel, DePost-LaPoste		
09:45-10:30	Case Study Presentation Managing Cross-Border Disputes & Litigation Successfully François-Philippe Champagne , Group Vice President, Senior Counsel, ABB Group	Case Study Presentation Creating & Maintaining an International Legal Corporate Culture Dominic C. Bacon , Head of Legal & Compliance, Gulf International Bank	
10:30-10:45	Coffee Break - Léman C		
10:45-12:15			One-to-One Meetings
12:15-13:00	Case Study Presentation Effective Performance Measurement & Improvement of the Legal Function Iain Jacobs , General Counsel, ALSTOM Power		
13:00-13:45	Closing Keynote Presentation Conversion of Allianz AG into a Societas Europaea Dr Peter Hemeling , General Counsel, Allianz AG		
13:45-14:00	Chairman's Closing Comments		
14:00-15:00	Lunch - La Coupole		

Chairmen



Bengt Gustafson

Senior Vice President, Chief Legal Counsel

Metso Minerals

President

European Company Lawyers Association

Thursday 28 September 2006

Friday 29 September 2006

David Williams

Senior Counsel

Astellas Pharma Europe



Bengt Gustafson is Senior Vice President and Chief Legal Counsel of Metso Minerals - a division of Metso Corporation. He is based in Malmö, Sweden. The Metso Minerals Legal Services department employs six lawyers and three paralegals throughout the world. The law department gives legal support on all aspects of the company's business to the Metso Mineral organisations worldwide. Metso Minerals is represented in more than 40 countries.

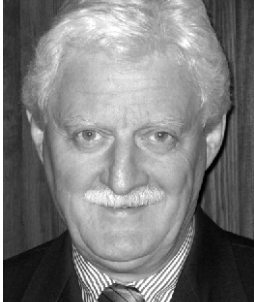
Bengt Gustafson is also President of the European Company Lawyers Association. Until 2004 he was the Treasurer of this organisation. He was the Chairman of the Swedish Company Lawyers Association from 2001-2003. He is a Member of the Confederation of Swedish Enterprise Legal Reference Board and a Member of The Association of Swedish Engineering Industries legal board. He is also a Member of Boalt Hall Alumni of University of California.

David Williams is Senior Counsel at Astellas Pharma Europe Ltd. He joined the company in January 2005. He is legal adviser to several of its business units, including its sales and marketing operations in Central & Eastern Europe, Middle East, Africa, Australasia and Latin America, and to its manufacturing plant in The Netherlands.

David started his career as a mergers and acquisitions lawyer in a City of London law firm. He moved in-house in 1997, joining British American Tobacco, initially as sole Legal Counsel to the Group Treasury Function and, more recently, as Legal Adviser in the group's Global Regulatory Affairs department.

Chairman's Opening Address

Wednesday 27 September 2006 | 13:00 - 13:15



Bengt Gustafson

Senior Vice President, Chief Legal Counsel

Metso Minerals

President

European Company Lawyers Association

Chairman's Opening Address

Personal Profile

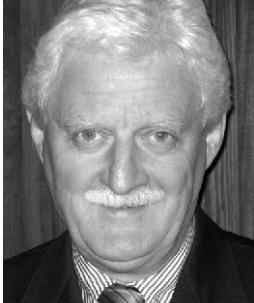
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Speaker Profiles and Session Outlines

Wednesday 27 September 2006 | 13:15 - 14:00



Bengt Gustafson

Senior Vice President, Chief Legal Counsel

Metso Minerals

President

European Company Lawyers Association

Chairman's Presentation

Impacts on European Corporate Legal Practices

This presentation will cover:

- Legal privilege in Europe and in the US
- International mergers and competition authorities
- Modernising legal systems in Eastern Europe
- Class actions
- Sarbanes-Oxley in European companies

Personal Profile

Please refer to page 1.

Wednesday 27 September 2006 | 14:00 - 14:45



Ruth N. Steinholtz

General Counsel & Group Security Coordinator

Borealis AG

Case Study Presentation

Implementing a Global Ethics & Compliance Policy

Main topics to be covered:

- Build your programme from the organisation up, not the other way around
- Two ears, one mouth - how to listen to your company's sensitivities in the ethics and compliance zone - and meet their concerns
- Ethics is not just for lawyers - involve everyone in the design and implementation
- Reach out to everyone but target your communications to those you are addressing
- Common sense approach to issue resolution
- Don't use/overuse the C word
- Keep the momentum going - ethics and values become an integral part of the culture

Personal Profile

Ruth Steinholtz is General Counsel & Group Security Coordinator for Borealis, a leading provider of innovative plastics solutions. Ruth is responsible for the global Legal Department, which she has rebuilt and which currently has lawyers in four locations. Since joining Borealis in 2003, Ruth and her team have developed and are in the process of implementing a revised Ethics Policy. In addition, they have introduced many preventive law initiatives, including a competition law compliance programme and contract management workshops for their business colleagues.

Prior to joining Borealis, Ruth held the positions of European General Counsel and Global Incident Management Coordinator for Allergan, Inc., and of Region Counsel for Cadbury Beverages Europe (part of CS plc). Both of these positions were based in the UK. Ruth began her in-house career with Cadbury Beverages Europe (originally in Barcelona) and prior to that was in private practice as a corporate lawyer. She started as an associate in San Francisco with Graham & James and was transferred to the Milan office in 1982. Since then, she has lived and worked in Europe and the Middle East. Ruth spent approximately three years in the Cairo office of Baker & McKenzie.

Wednesday 27 September 2006 | 14:00 - 14:45



Marten Bezemer

Associate General Counsel EMEA

Plantronics International

Case Study Presentation

External Counsel: Getting Value from Long-Term Relationships

Legal counsel's role is becoming ever more visible and important, if not critical, for the company. This requires counsel to follow developments in a variety of legal fields and at the same time manage their resources and allocated budgets. (Cost-) Effective legal representation is inevitable. The question is how to get the best out of your business relationship with your service provider; the outside counsel who is a fee earner. How to manage your relationship in such a way that the business relationship/collaboration is beneficial to both parties? In this presentation Marten Bezemer would like to share some of his experience with you.

Personal Profile

Marten Bezemer is Associate General Counsel EMEA of Plantronics Inc. (NYSE:PLT), a company which designs and manufactures lightweight communications headset products. Plantronics headsets are widely used in many Fortune 500 corporations and have been featured in numerous films and high profile events, including the historic "One small step for man" transmission from the moon in 1969. Prior to joining Plantronics, Marten was Legal Counsel Benelux of Global Telecommunication Systems. He also held legal positions at Fokker Space and Dutch P&I. Born in Rotterdam, The Netherlands, Marten studied Law at the University of Leyden in The Netherlands.

Wednesday 27 September 2006 | 17:15 - 18:00



Richard Given
Director, Legal
Cisco Systems

Case Study Presentation

Controlling Costs: Balancing In-House & External Counsel to Contain Expenses

This case study will cover:

- How in-house legal departments should focus their internal resources and what should be optimised, automated or outsourced
- Why the structure of a legal department cannot remain static ("change is good")
- How technology can assist legal processes as much as any other aspect of a business
- What to expect from outside counsel and how to work with them to achieve that

Personal Profile

Richard Given is Director, Legal at Cisco Systems. He heads up the legal team supporting the Emerging Market sales force. Emerging Markets encompasses Central and Eastern Europe, Russia and the Commonwealth of Independent States, Middle East and Africa, Latin America and the Caribbean - a total of 130 countries containing 87% of the world's known natural gas reserves, 79% of the world's oil and 75% of the world's copper, as well as covering almost every time zone and form of jurisprudence on the planet. Prior to joining Cisco, Richard was Head of Legal for a global market research company and is an alumnus of Freshfields Bruckhaus Derringer and Cambridge University.

Wednesday 27 September 2006 | 17:15 - 18:00



Hannes Boner
Legal Counsel Europe
Sappi Fine Paper Europe

Case Study Presentation

Antitrust Laws - Only Risks or Also Opportunities?

Assessment of the topic from a manufacturing company's point of view

Main risks; how to minimise them?

- Horizontal
- Vertical

Traditionally neuralgic points in antitrust compliance

- Trade associations
- Social contacts
- Electronic communications

Opportunities arising from antitrust laws? If so, which ones?

- Procurement
- Civil liability
- Third party request in merger control proceedings
- More economic approach by enforcement agencies

Personal Profile

Hannes Boner joined Sappi Fine Paper Europe (SFPE) in 2002 as Legal Counsel for Europe and also acts as Legal Compliance Officer for Europe. SFPE is the European arm of South African based Sappi Ltd., the world's largest manufacturer of fine paper. Prior to his SFPE assignment, Hannes worked for 13 years as a private practitioner in Brussels and in Zurich. He advised clients mainly on matters of EU law with special emphasis on antitrust and trade defence proceedings as well as on regulatory matters. Hannes is a graduate from Fribourg University law school (Switzerland) and has obtained a postgraduate degree from the College of Europe (DHEE) in Bruges (Belgium). Hannes is a fully qualified lawyer and admitted to the Zurich bar.

Wednesday 27 September 2006 | 18:00 - 18:45



Deepak Malhotra

Vice President, General Counsel, Western Europe
InBev SA

Case Study Presentation

Managing Your Team of Lawyers: Attracting & Retaining Top Legal Talent in a Tough Business Climate

This presentation will focus on the increasingly important and challenging issue of hiring, retention and motivation of legal talent. Deepak Malhotra will share his experiences and the tools he uses with his team of 83 legal staff across Western Europe at InBev. The session will also attempt to identify best practice, and will provide delegates with the opportunity to share their own experiences and ask questions. This presentation will cover:

- The "Journey Programme"
- Retaining, attracting and motivating the team of 85 lawyers
- ManCom representation and alignment with the business
- Training, management and leadership programmes
- The value of secondments
- Mentoring
- Target setting and cascade
- Appraisals and reviews of performance
- Visibility of leadership setting an example/living the values

Personal Profile

Deepak Malhotra is Vice President and General Counsel, Western Europe, for InBev, the world's largest beer company with international brands such as Stella Artois, Beck's, Brahma and Leffe. Deepak manages a team of 85 lawyers, paralegals and support staff across Western Europe and the legal function is responsible for all aspects of general legal work, M&A, compliance, risk management, customer loans, leases and debt recovery. Deepak joined InBev in July 2002, and prior to his current Western Europe role he was Director of Legal and Corporate Affairs for InBev UK. Before joining InBev, Deepak worked for The Gillette Company and two City law firms. Deepak is Chair of the London region of the C&I in-house lawyers group, and was Co-Chair of the C&I Corporate Governance Committee overseeing the production of the first set of guidelines on corporate governance for in-house lawyers in March 2005. Deepak is also a Member of the Corporate Development Board of the charity Sense, and was a Trustee of the Law Society Charity from 2001 until the end of 2005.

Thursday 28 September 2006 | 09:00 - 09:45



David Williams
Senior Counsel
Astellas Pharma Europe

Case Study Presentation

Maximising Opportunities & Minimising Risks in Third Party Distribution Agreements

Astellas Pharma is the result of the merger in 2005 of Yamanouchi and Fujisawa, two leading Japanese R&D-driven pharmaceutical companies. During his talk, David will discuss some of the work he has been involved in following the merger to improve the process of contract negotiation with third party distributors, and to help colleagues within the business better anticipate and manage some of the risks involved. This presentation will focus on:

- Avoiding some of the traps and pitfalls when negotiating third party distribution agreements
- Improving the process of contract negotiation
- Getting your commercial colleagues attuned to the risks, and to what can go wrong
- Involving the right internal functions at the right time

Personal Profile

David Williams is Senior Counsel at Astellas Pharma Europe Ltd. He joined the company in January 2005. He is legal adviser to several of its business units, including its sales and marketing operations in Central & Eastern Europe, Middle East, Africa, Australasia and Latin America, and to its manufacturing plant in The Netherlands.

David started his career as a mergers and acquisitions lawyer in a City of London law firm. He moved in-house in 1997, joining British American Tobacco, initially as sole Legal Counsel to the Group Treasury Function and, more recently, as Legal Adviser in the group's Global Regulatory Affairs department.

Thursday 28 September 2006 | 09:45 - 10:30



Jean-Yves Art

Director of Commercial & Regulatory Affairs (EMEA)

Microsoft - Corporate Affairs Europe

Case Study Presentation

Developing a Smart Knowledge Management Strategy to Ensure Future Growth

Computers, the World Wide Web, and digital communications generally, have profoundly changed the way people work with colleagues and partners, and communicate with customers. While these developments have created huge opportunities, the immediate access to people and overwhelming volume of information that they offer also gives rise to new challenges in our day-to-day work. This presentation will describe the tools which attorneys at Microsoft use in order to find and share easily the information they need, and to offer quicker and better support to their business clients.

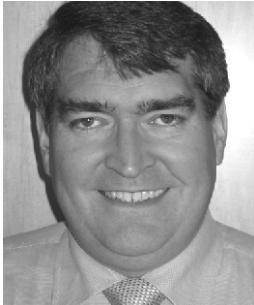
Personal Profile

Jean-Yves is Director of Commercial and Regulatory Affairs at Microsoft EMEA. He is driving regulatory (including antitrust) counseling and compliance and is managing regulatory proceedings in the region, in close coordination with Microsoft headquarters in Redmond. He is also responsible for coordinating legal advice on licensing and other commercial activities of the company in the region.

Before joining Microsoft in 2002, Jean-Yves had practiced European competition law for ten years with Coudert Brothers, a firm that he joined after having worked for three years as a legal secretary at the Court of Justice of the European Communities.

Jean-Yves is also a Professor at the College of Europe, Bruges, where he teaches EU merger control.

Thursday 28 September 2006 | 12:45 - 13:30



Gordon Stewart
Director & General Counsel
Canon Europe

Case Study Presentation

Adding Value to the Business - Managing a Pan-European Legal Team

Organisations are never static. Embracing change is a must for a successful and commercially engaged legal function. Like many other international and global corporations, Canon in Europe has been engaged in a transformation process over the previous five years, creating a pan-European organisation. Managing this change successfully within the in-house legal context can bring many benefits both to lawyers and the business alike. Getting it wrong can be very painful. Recognising the drivers towards change, the limitations and the opportunities are key to getting it right. Topics covered:

- Identifying the change drivers towards a more dynamic pan-European approach
- Increasing quality: demonstrating value-add to the business
- Making it work for the lawyers, how to motivate change
- Exploiting the benefits - recruitment, development and other challenges!
- Dealing with barriers - recognising the limitations

Personal Profile

Gordon Stewart is Director and General Counsel with Canon Europe. Based out of Canon's London European Corporate Strategy Centre, Gordon has over 14 years experience working in-house at both a Country and European Head Office level. Managing a team of legal personnel in a number of European countries, Gordon advises the business on a range of commercial legal issues including competition law, data protection, international customer contracts, risk management and IT related legal issues. Gordon joined Canon Europe in 2001 from the telecom industry, having previously worked in one of Canon's national operations.

Thursday 28 September 2006 | 14:30 - 15:15



Julian Hilton-Johnson

Vice President, General Counsel

McDonald's

Case Study Presentation

How to Win the Battle: Preparing for & Dealing with a Crisis

A crisis, by its very definition, can blow up when least expected. Handled well, a crisis can reflect positively on an organisation; handled badly, it can develop into something much worse: a full-blown, major crisis involving loss of confidence in the brand, customers boycotting products and, in extreme cases, threatening the very existence of the company. This presentation and case study will look at some of the key issues for General Counsel to face.

- What is reputation?
- How should companies prepare for a crisis?
- How should a crisis be handled?
- What is the impact of getting it wrong?
- Dealing with the media

Personal Profile

Julian is Vice President - General Counsel for McDonald's in the UK. He also has responsibility for Corporate Affairs in the UK and McDonald's Northern Europe division. He chairs the Company's crisis management team and acts as a principal media spokesperson. He chairs the UK pension scheme and is a Trustee of Ronald McDonald House Charities that provides 'home away from home' accommodation at hospitals for the families of sick children.

Julian qualified as a Solicitor at Freshfields, working in London and Madrid. He was later Senior European Counsel for Burger King Europe, Middle East and Africa.

Thursday 28 September 2006 | 15:15 - 16:00



Sophie Antoniou
EMEA Counsel
Solectron Corporation

Case Study Presentation

Establishing Secure Legal Networks in Asia: Safeguarding the Company's Trademark & Intellectual Property Rights in China

China cannot be ignored... most companies are now investing in China or have activities there. Also, more and more Chinese companies are leading the way in consumer products and hi-tech goods. How can you successfully do business in China? How can you protect your IP in China?

In this session, we will discuss:

- Facing China - What is the best partnering approach for doing business in China?
- Developing an intellectual property protection strategy for the Chinese market
- Obtaining comprehensive local protection in the form of patents, copyrights and trademarks
- Developing relationships with the main enforcement agencies that oversee IPR infringements
- Engaging a local law firm - How to make the right choice

Personal Profile

Sophie Antoniou is the EMEA Counsel of Solectron Corporation, with sales of approximately 9 billion EUR. She is qualified as a Hong Kong solicitor and a solicitor of England and Wales. Sophie first practised in law firms in the UK, Hong Kong and France for a number of years before joining Solectron last year.

Thursday 28 September 2006 | 15:15 - 16:00



Carol Williams
Head of Legal
Northern Foods plc

Roundtable Discussion

Managing Legal Risk - Understanding the Role of the In-House Lawyer

This interactive roundtable discussion is dedicated to the role of in-house lawyers as corporate risk managers and methods to improve Legal Risk Management

Personal Profile

Carol Williams has been Head of Legal at Northern Foods plc since 1990, becoming Company Secretary in addition in February 2005. In respect of her position as Head of Legal, she is responsible for a team of 4 lawyers dealing with company, commercial, property, employment and regulatory issues throughout the company. In her position as Company Secretary, she has overall responsibility for risk reporting, including the development of revised inherent risk, trading risk, and Turnbull reporting process and procedure to the Board. Prior to joining Northern Foods, she was a Senior Solicitor at Asda plc for 4 years, and was with Booth & Co (now Addleshaw Goddard) prior to that as a Solicitor in their Litigation Department. She is past Chair of the National Commerce and Industry Group and, since 1996, has been Chair of the North East Commerce and Industry Group. In 2002, she was voted Yorkshire In House Lawyer of the Year, and in 2005 was named as one of the top 50 European In House Counsel by Legal Business Magazine.

Thursday 28 September 2006 | 18:15 - 19:00



Nicholas M. Watkins
Associate General Counsel
Royal Numico

Case Study Presentation

Outsourcing & Risk: Managing Expectations

This case study is a subjective appraisal of the manner in which the in-house legal service dealt with issues of risk identification and management in the company's dedicated procurement organisation. It also reviews dealings with strategic outsourcers as the company evolved its focus from a mainly self-sufficient, self integrated manufacturer of its products, to creating strategic partnerships with contract manufacturers for its new generation of consumer finished and semi-finished goods. This presentation will examine:

- Numico sourcing, a short history over the last decade
- Getting to grips with supplier risks; looking beyond the "standard form of business", "know your client", are you still in the loop?
- Feeling the heat; do we know what we want; are the legal tools appropriate and effective?
- Charting a new dialogue with the sourcer - is it all about savings; reducing working capital?
- Strategic considerations; it is nice to have but do you know what this will cost?
- Checking off

Personal Profile

Nick Watkins is Associate General Counsel with Royal Numico in its worldwide corporate headquarters in Amsterdam, where he works on all types of transactions. The company had net sales in 2005 of circa Euro 2 billion through its baby food and clinical nutrition products and sold i.a. under the Nutricia, Milupa and Cow & Gate brands. Nick has a joint honours degree from London in Modern Languages, during which he also studied at the Universities of Venice, and Chambéry in France. After qualifying at the Bar, and pupillage in EU and Private International law chambers, he left for Geneva, debuting in an International Arbitration practice. Nicholas then worked as Legal and Regulatory Affairs Manager to a Swiss private bank; as Senior Legal officer in the worldwide legal headquarters of a leading luxury goods group, before being recruited for a foreign-owned Swiss Private bank specialising in international asset holding and estate planning for private and corporate clients. He has also acted as Legal Director to a private conglomerate active in banking, shipping, and oil refining and trading. In 2000, he was recruited as Legal Affairs Director and Management team member to Numico's dedicated worldwide procurement organisation in Lausanne before being appointed to his present position in 2004 on the closure of the Swiss operation.

Friday 29 September 2006 | 09:00 - 09:45



Dirk P. Tirez
General Counsel
DePost-LaPoste

Case Study Presentation

Building Strategic Partnership with the Business - Key Elements for Success

This session will examine:

- Branding your legal department
- Translating your branding into a state-of-the-art internal communication strategy
- Designing a successful architecture for the legal department
- Empowering the business
- Getting the message across
- Total involvement in quality for the legal department

Personal Profile

Dirk P. Tirez is General Counsel of Belgian Post, Belgium's incumbent and leading postal operator with 35,000 employees. Under his leadership, the Legal Department of Belgian Post won the Belgian Award for "Prominent In-House Legal Department" of Belgium in 2006.

From 1996 until 2003, he was a Member of the Senior Management Committee, General Counsel and Company Secretary of NASDAQ Europe, in charge of legal and regulatory aspects. Prior to this, he was counsel to the Office of Philippe Maystadt, the Belgian Deputy Prime Minister, Minister of Finance and Foreign Trade.

From 1989 until 1991, he was associated with the law firm Cleary Gottlieb, Steen & Hamilton and worked in both the New York and Brussels offices, as an attorney admitted to the New York Bar. Between 1991 and 1993, he worked at the Brussels office of the Washington D.C. based law firm, Covington & Burling and became a Member of the Brussels Bar. His work concentrated on corporate finance, securities and European regulatory matters.

Friday 29 September 2006 | 09:45 - 10:30



François-Philippe Champagne
Group Vice President, Senior Counsel
ABB Group

Case Study Presentation

Managing Cross-Border Disputes & Litigation Successfully

Cross-border disputes are invariably becoming more frequent with the globalisation of commerce. Although most corporate counsels are generally familiar with the litigation practice in one or more jurisdictions, the management of cross-border disputes and litigation present some unique challenges. Not only can these disputes cost millions, but they also have the potential to spiral out of control. The need to understand and manage the process, therefore, becomes self-evident. This presentation will highlight some practical considerations for in-house counsels facing this challenge.

- Key aspects of cross-border disputes and litigation
- First make a critical assessment of the case
- Selecting outside counsel: international v local law firm
- Dispute resolution mechanisms: learn the rules of the game
- The need for budgeting and reporting is indispensable
- Case management: who is doing what?
- Dispute strategy: keep looking for settlement opportunities

Personal Profile

François-Philippe Champagne is Group Vice President and Senior Counsel of the ABB Group at the company's headquarters in Zurich, Switzerland. Mr Champagne is engaged principally in an international corporate practice and has been involved in some of ABB's largest transactions and litigation matters in recent years, including the defence and resolution of mass tort and product liability claims in US Courts.

Mr Champagne holds an LL.B. in Civil Law from the University of Montreal and an LL.M. Degree in United States Legal Studies from the Case Western Reserve University School of Law.

Friday 29 September 2006 | 09:45 - 10:30



Dominic C. Bacon

Head of Legal & Compliance

Gulf International Bank (UK) Ltd.

Case Study Presentation

Creating & Maintaining an International Legal Corporate Culture

In his presentation Dominic will answer the following questions:

- How do you determine what the culture is to be and in particular, is a UK (or US) culture the best starting point?
- Once determined, how do you get effective buy-in from local management?
- How do you then monitor and enforce it from Head Office?
- How do you deal with bifurcated reporting lines for your local lawyers in-house and external?
- How do you deal with conflicting issues when they arise especially when those issues arise from different regulatory positions or laws in different jurisdictions?
- Culture or Values - how do you ensure that you continue to have just one Policy applicable to all businesses/subsidiaries?
- What are the specific issues affecting legal departments where there is a Middle East presence - either at Head Office level or on a regional basis?

Personal Profile

Dominic Bacon is Head of Legal and Compliance at Gulf International Bank (UK) Limited. He also has responsibility for Personnel and is a Member of the Bank's Executive Committee.

Dominic qualified as a lawyer in 1989 with Theodore Goddard. He subsequently moved to Standard Chartered Bank in London, before transferring to the United States to manage their North and South American Legal and Compliance teams.

Dominic's responsibilities include advising the Board and directors on all material and/or strategic matters. He also provides day-to-day advice on transactional issues as well as being responsible for new product launches.

Dominic was one of The Lawyers' "Hot 100" in 2004.

Friday 29 September 2006 | 12:15 - 13:00



Iain Jacobs
General Counsel
ALSTOM Power

Case Study Presentation

Effective Performance Measurement & Improvement of the Legal Function

Legal departments are suffering under an ever-increasing workload, but at the same time are under pressure from Management to demonstrate and quantify their effectiveness and value for money. How can you show the beneficial nature of your activities in EURs? Most lawyers have too much to do. How can you increase your efficiency without sacrificing quality? How can you be sure that you are working on the right priorities? How can you successfully preserve existing resources and justify additional resources? In this session, Iain will discuss:

- Communicating using the language and methods employed by the Board
- Balanced scorecard approach for the legal function
- Process-specific metrics tailored to an individual law department's unique function
- Financial and operational performance indicators
- Focusing on areas in which the Legal Function can add the greatest value to the company

Personal Profile

Iain Jacobs is the General Counsel of ALSTOM Power Service, the after-market division of the ALSTOM Group, with sales of approximately 3 billion EUR. He is qualified as a Scottish solicitor and admitted to the New York Bar. Iain first practiced in law firms in the UK and the US for a number of years before joining ALSTOM in 1995, where he has undertaken legal department roles in France, Germany and Switzerland.

Friday 29 September 2006 | 13:00 - 13:45



Dr Peter Hemeling
General Counsel
Allianz AG

Closing Keynote Presentation

Conversion of Allianz AG into a Societas Europaea

Allianz AG is in the process of converting itself into a European Company (SE) by merging with its Italian subsidiary RAS Holding S.p.A. Due to the introduction of the SE in 2004 by European legislation, cross-border mergers are now possible in Europe. Because of the merger with RAS, Allianz AG will automatically be converted into an SE. The merger plan was adopted by Allianz AG and RAS in December 2005. The shareholders of Allianz AG and RAS approved the merger in February 2006 and the registration of the merger is expected to happen in the autumn of 2006. This presentation will examine:

- The main reasons for choosing SE
- The foundation process
- SE employee participation
- Advantages and problem areas of SE

Personal Profile

Since joining Allianz AG in 2001, Dr Peter Hemeling has been Senior Legal Counsel within Group Legal Services of Allianz AG, heading the legal M&A Team and advising on relevant corporate and capital market law issues.

Previously, he worked for Dresdner Bank AG, (1986 - 2001) in the legal departments of the Corporate Centre and of Dresdner Kleinwort Wasserstein. Dr Hemeling was actively involved in numerous major transactions including international M&A transactions, privatisations and international equity offerings such as Deutsche Telekom, Deutsche Lufthansa and the takeover of Dresdner Bank AG by Allianz AG.

Service Provider Company Profiles

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Agnoli Bernardi & Partners, with offices in Milan, Rome, Turin and Padua, offers legal services in the main areas of Italian, EU and international law, in all transactional matters and litigation contexts, such as Corporate Law, Mergers & Acquisitions, Banking & Financing, Administrative & Environmental Law, EU Law & Competition, Real Estate, Labour Law, Intellectual Property, Media, Entertainment & Telecommunication Law, Sports Law, and Privacy & Information Protection. It is composed of 70 professionals, many of whom participated in important corporate and financing operations over the past decade. It counts among its members foreign counsels who are admitted to practice in some of the main foreign jurisdictions, therefore allowing clients to have direct access to said jurisdictions. It also disposes of a vast and consolidated network of international counsels. The law firm provides professional advice at a trans-national level as well as legal services in Italian, English, French, German, Spanish, Mandarin and Hebrew.

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FIRM PROFILE: The Firm provides its clients with a personalised, yet professional and complete service.

We are members of the following organisations: INTA, IT LAW Group, ECTA, IPBA, WIPO-WIPO Arbitration Centre, IBA, ITECHLAW, AIPPI, LES, Center for International Legal Studies.

Enrique J. Batalla is Officer of the Committee "R" e-Commerce of the International Bar Association (IBA) and Vice-President of the International Technology Law Association (ITECHLAW).

JIMENEZ & DE MULDER ABOGADOS

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FIRM PROFILE: The Firm was founded in 1981 by Juan Jiménez, a former member of Gómez-Acebo & Pombo, and Enrique de Mulder, Chairman of Hay Group, Spain. Our firm has several Associates in specialised fields of law, including Planning, Construction & Real Estate Laws, and Bankruptcy & Insolvency Law, allowing us to enlarge the scope of our legal services to the benefit of our clientele.

Over the past ten years, we have been working on Computer Product Agreements, Software Development Ventures, Copyright Protection, Infringements on Software and Database Rights and E-Commerce Agreements which led us to join eurolTcounsel. We work in Spanish and English languages equally.

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Brada Kuttner, a law firm headquartered in Amsterdam, The Netherlands, has offices in Israel and New York, and an affiliated office in Beijing.

Our firm is particularly experienced in corporate matters of a cross-border nature, and represents a diverse group of entities and individual entrepreneurs engaged in a broad range of businesses including high tech, real estate, pharmaceuticals, entertainment, construction, transportation, telecommunication services, finance, banking and publishing.

We have shared an informal alliance with LeBoeuf, Lamb, Greene & MacRae, one of the world's leading law firms, for many years now. Our alliance is based on a shared set of values: a commitment to excellence in client service including direct and prompt access to our attorneys, and a strong sense of individual identity combined with the recognition of the value our clients attach to receiving integrated cross-border services.

Given our strong service culture, flexible structure, wide expertise and entrepreneurial approach to legal representation, we provide the best possible service to our clients, at a fair and reasonable cost. Visit our website at www.bradakuttner.com and LeBoeuf's website at www.llgm.com.

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DLA Piper's CIS practice with offices in Moscow, St. Petersburg, Kiev and Tbilisi counts a total of over 100 lawyers, including 12 partners, offering a full range of skills, ideally suited to both national and international clients.

The practice areas in Russia include:

Banking, Finance & Capital Markets, Corporate, Mergers & Acquisitions, Customs & Currency Control, Employment Law, Energy, Hospitality, Intellectual Property & Information Technology, Litigation & Arbitration, Real Estate and Construction, Regulatory & Tax.

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The Franklin law firm is an independent, top-quality French business law firm alternative to the Paris offices of large international networks. Franklin provides its French and international clients with the expertise of approximately fifty lawyers whose practices cover the main areas of business law. The firm is regularly recognised in industry sector and legal publication rankings as one of only a handful of top independent business law firms in Paris.

Franklin's manner of practicing law is designed to meet the demands of a diverse clientele comprised of French and foreign companies, public entities and international institutions:

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High reactivity of client-dedicated teams, where each partner is actively involved throughout each assignment and reports to the client personally;

Complete flexibility, inherent in a light structure operating independently from any network, which permits us to be cost-effective and, in cross-border transactions, to freely choose the foreign attorneys best suited to the specific needs of each project; and,

In-depth knowledge and understanding of the client's business, which comes from a focus on creating stable, multi-practice teams to assist the client in finding pragmatic, business-oriented solutions to its legal challenges.

For more information on the Franklin law firm, please consult our web site at:

www.franklin-paris.com

The Franklin partners attending this year's summit would be happy to talk to you about their firm and answer any questions you may have regarding the areas of our practice as well as the firm's work methods and billing policies.

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Our Firm has been focused on the Media, Entertainment and IT industry since its foundation in 2001 and is now a recognised player in this industry. We assist clients of this industry in the following areas: M&A, Commercial, Regulatory, Intellectual Property, Employment, Real Estate and Litigation.

In 2004, Legal500 commented 'According to clients, the Firm possesses 'true talent and dedication that you very seldom find in lawyers''.

In 2005, Legal 500 commented 'Niche Rome practice Portolano Colella Cavallo Studio Legale focuses on the transactional, regulatory and litigation sides of TMT, [...]'. One client commends the firm for its 'fresh, modern approach and strong commercial focus.'

The lawyers of the Firm are actively involved in domestic and international organisations such as A.I.F.I. (Italian Venture Capital Association), American Bar Association, International Bar Association, AIJA (International Young Lawyers Association) and ITechlaw (formerly CLA), participating in projects and publications and presenting at conferences.

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Many of our lawyers have received professional training and experience in one or more foreign jurisdictions, including the United States, the United Kingdom, France and Italy, and have lived and worked abroad.

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Skadden, Arps, Slate, Meagher & Flom LLP and affiliates ("Skadden, Arps" or "Skadden") is one of the largest law firms in the world, serving clients in every major financial centre with approximately 1,780 lawyers in 22 offices on four continents. Skadden's strategically positioned US and international locations allow us proximity to our clients and their operations, and that, together with our firm-wide computer network, enables our lawyers to access and share information around the globe in a timely and efficient manner. For more than 50 years, the firm has advised a broad spectrum of clients in many of the most significant corporate transactions and litigations, both domestically and internationally.

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Tuca Zbârcea & Asociații is one of the major players in the Romanian legal services market. It was founded by eight partners, all of them former partners in a prestigious Romanian law firm. The firm currently numbers ten partners and 40 associates. Our lawyers have extensive professional experience earned in the premier league of Romanian legal consultancy and have managed or have taken part in high level transactions, both in the private and public sectors. Our clients range from international and national corporations, financial institutions and banks, to government, as well as national and local public authorities and bodies.

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In a number of practice and business areas, WENGER PLATTNER has developed particular expertise and reputation such as health care, IT, intellectual property, real estate, insolvency and restructuring, human resources, international arbitration and M&A. The Basel office also provides public notarial services recognised in Germany.

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Raffles Le Montreux Palace, Montreux, Switzerland

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Notes