EUROPEAN REGIONAL MEETING
26-28 March 2015
Madrid, Spain
Collaboration: Maximizing Your Investment In Globalaw

globalaw.net
Preferred Sponsors to Globalaw:
Dear Friends,

First and foremost, we would like to express how profoundly proud and grateful we are to be the organizers of the European Regional Meeting 2015 (ERM15) in our wonderful city.

In a period of considerable redefinition of economic models and social harmony, Madrid and Spain represent one of the most exciting centers of interest of Mediterranean Europe both from a business as well as cultural and artistic point of view.

With that in mind and the invaluable collaboration of the Organizing Committee, we have sought to plan a program which meets your expectations.

On one side, it is our understanding that the Globalaw meetings are the perfect time for business and networking. From there emerges a session with various clients of our firm who will set out a roadmap for future business opportunities in their respective areas.

Within this same framework, the state agency InvestInSpain, personified by their top management, will provide us with a realistic vision on what it means to do business in our country. The Secretary of State for Commerce will also honor us with their presence and will close the Friday session.

Likewise, we see the ERM15 as a good opportunity to reflect upon and deeply analyze timely topics for Europe and there is no one better than a recognized and brilliant personality such as Joaquín Almunia to address this fascinating European aspect.

There will be sessions organized by our Globalaw colleagues, whose efforts we appreciate, for the purpose of strengthening relations and the successful interaction between network members.

And of course there will be no lack of social activities: On Friday, MAIO invites you to experience the fantastic cuisine of Paco Roncero, a chef with one Michelin Star, at a cocktail party organized in one of the most emblematic landmarks in our city, The Casino of Madrid.

In order to burn off any extra calories and offset the effects of good wine that we will share, we could not do without a football tournament in the City of Real Madrid and Atlético.

Once again, MAIO Legal appreciates your participation and sincerely hopes that you will enjoy these days in Madrid, among friends and in a city that welcomes you with open arms.

Sincerely,

Marco Bolognini                Ignacio Arraez
Thursday, 26 March

**BUSINESS PROGRAMME** (all functions are held at the Wellington Hotel except where noted)

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>13:00 – 15:00</td>
<td><strong>Globalaw Leadership Programme Meeting (2015 GLP participants only)</strong>&lt;br&gt;The first face-to-face meeting among the 2015 GLP group&lt;br&gt;• Session chaired by Clayton Hix, Partner, Hill, Farrer &amp; Burrill LLP, USA and William Taylor, Partner, Hanson Bridgett, President, Globalaw Ltd.</td>
</tr>
<tr>
<td>15:00 – 17:30</td>
<td><strong>Marketing Forum Meeting (All delegates are encouraged to attend)</strong>&lt;br&gt;Interactive discussion on creating a successful marketing methodology shared by fellow lawyers. Learn from your peers how to successfully market your firm in the 21st century, how to engage in social media, blogging and finding clients online, discover the potential of the CSR programme to generate more business, find out how to market your firm under Globalaw umbrella and which tools are available to ease your marketing efforts and increase the efficiency. And, finally, the continuation of the discussion in Taipei about the Globalaw Marketing Resource Centre will take place during this Forum.&lt;br&gt;• <strong>Moderator:</strong> Ayolt Zoer, Globalaw Business Development Coordinator, The Netherlands</td>
</tr>
<tr>
<td>15:00 – 15:10</td>
<td><strong>Welcome and Introduction</strong>&lt;br&gt;• Ayolt Zoer, Globalaw Business Development Coordinator, The Netherlands&lt;br&gt;• Andrew Chalmers, Managing Partner, Davidson Chalmers, Scotland. Chair, Business Development Committee</td>
</tr>
<tr>
<td>15:10 – 15:50</td>
<td><strong>CSR – What’s in it for Globalaw</strong>&lt;br&gt;• Fergus Campbell, Executive Director – Corporate, Golin, UK&lt;br&gt;• Jeff van Winkle, Clark Hill PLC, IL, USA. Treasurer and FC Chair&lt;br&gt;This session will cover practical examples of CSR implemented in member firms. We will discuss lessons learned, its relevance for Globalaw and whether it would work for European law firms.</td>
</tr>
<tr>
<td>15:50 – 16:40</td>
<td><strong>Marketing Your Firm in the 21st Century</strong>&lt;br&gt;• Scherzade Burden, Registered Foreign Lawyer, Oldham Li &amp; Nie, Hong Kong&lt;br&gt;• Marco Bolognini, Partner, MAIO Legal, Spain&lt;br&gt;• Nicholas S. Hammond, Senior Partner, BWSP Hammond, Bogaru &amp; Associates, Romania&lt;br&gt;Panel session will be followed by a facilitated discussion and Q&amp;A from participants on their experiences on local marketing attempts.</td>
</tr>
<tr>
<td>16:40 – 17:20</td>
<td><strong>Marketing your Firm through Globalaw</strong>&lt;br&gt;• Oliver Foerster, Partner, Huth Dietrich Hahn, Germany&lt;br&gt;• Dr. Arne Gobert, Managing Partner, Gobert &amp; Partners, Hungary&lt;br&gt;1. Several case studies will be presented by Globalaw members on how to successfully market their firm under the Globalaw umbrella and involve other members to participate in their marketing events.&lt;br&gt;2. Arne Gobert will present a short summary of BWSP progress, as well as lessons learned from the joint marketing efforts of various Eastern European Globalaw members. Does it work, or back to more 20th century marketing methods?&lt;br&gt;3. Panel discussion, Q&amp;A, and experience-sharing with participating members</td>
</tr>
<tr>
<td>17:20 – 17:30</td>
<td><strong>Asia Pacific Region Marketing Successes</strong>&lt;br&gt;Continuation of the discussion in Taipei about the Globalaw Marketing Resource Centre.&lt;br&gt;• Scherzade Burden, Registered Foreign Lawyer, Oldham Li &amp; Nie, Hong Kong</td>
</tr>
<tr>
<td>19:00 – 22:30</td>
<td><strong>Welcome Cocktail and Buffet Dinner</strong>&lt;br&gt;Marketing Forum attendees, ERM delegates and guests are invited</td>
</tr>
</tbody>
</table>
## Friday, 27 March

### BUSINESS PROGRAMME
*(all functions are held at the Wellington Hotel except where noted)*

<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>08:00 – 09:00</td>
<td>Welcome Coffee</td>
<td>Cibeles</td>
</tr>
</tbody>
</table>
| 09:00 – 09:15 | **Official Welcome**  
  • President: William D. Taylor, Partner, Hanson Bridgett LLP, President, Globalaw, USA  
  • ERM Conference Chair: Marco Bolognini, Partner, MAIO Legal, Spain | Duque de Wellington |
| 09:15 – 09:45 | **The Spanish Bounce Back – The European Economy You Can’t Afford to Ignore**  
  The Spanish economy has undergone a “major turnaround” since emerging from its worst recession in 2012. The presentation will discuss the pitfalls and opportunities when investing or doing business in Spain’s economic climate.  
  • Presentation by Jose Carlos Garcia de Quevedo, Executive Director, Invest in Spain-ICEX, Spain  
  • Moderator: Ignacio Arraez, Lawyer, MAIO Legal, Spain | Wellington Hotel |
| 09:45 – 11:15 | **Panel Discussion: Business Opportunities in Spain and LAM**  
  A panel of prominent clients will discuss business opportunities in Spain and abroad and what they need and want from legal service providers, followed by an interactive Q&A sessions with Globalaw delegates. The session will merge into an interactive coffee break which will provide an opportunity to speak to each panelist personally.  
  • Mr. Arturo García-Tizón, Managing Director, Banco Santander, Spain  
  • Mr. Carlos Lacleta Michelena, Director of European Legal Counseling – General Secretariat, Globalvia Infraestructuras, Spain  
  • Mr. Miguel Angel Ladero, Chief Investment Officer, Compañía Española de Financiación del Desarrollo Cotxes, Spain  
  • Mr. Josep Rodríguez, General Manager, Global Zitro SL, Spain  
  • Mr. Andrés Estaire, General Manager and Vice-President of the Board of Directors, Prim S.A, Spain  
  • Moderator: Ignacio Arraez, Lawyer, MAIO Legal, Spain | Wellington Hotel |
| 11:15 – 12:00 | **Interactive Coffee Break**  
  Opportunity to meet and discuss business opportunities around a coffee table with six Spanish business persons. | Cibeles          |
| 12:00 – 12:30 | **The Globalaw Leadership Programme Introduction**  
  The Globalaw Leadership Programme (GLP), launched in 2012 as the Associate Leadership Programme, has been re-named and adapted in 2015 to encompass a wider audience of both junior partners and more seasoned associates from Globalaw Firms.  
  • Moderator: Scherzade Burden, Registered Foreign Lawyer, Oldham Li & Nie, Hong Kong | Wellington Hotel |
| 12:30 – 13:00 | **An Unique Insight into the Development of EU Regulation from a High-Ranking EU Commissioner**  
  Regulation and competition enforcement complement each other in the EU decision-making system. The financial sector is a good example of such parallel approach since the beginning of the crisis. Energy and digital areas also received attention from both legislative and competition authorities. Regulation operates ex-ante whereas competition decisions take place once an infringement has occurred. However, this division of labour is not always crystal clear, and the opportunity of using one of the two instruments is discussed, as it happens now with some important cases.  
  • Keynote: Joaquin Almunia, Former Vice-President, European Commissioner for Competition, European Commission, Spain  
  • Moderator: Marco Bolognini, Partner, MAIO Legal, Spain | Wellington Hotel |
| 13:00 – 13:15 | **Open Question and Answer** | Wellington Hotel |
**BUSINESS PROGRAMME**  
*(all functions are held at the Wellington Hotel except where noted)*

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
</table>
| 13:15 – 13:45 | **How Globalaw is Perceived: the Importance of Image**  
• **Moderator:** Fergus Campbell, Executive Director – Corporate, Golin, UK |                           |
| 13:45 – 15:00 | **Business Lunch**  
**Introduction to Alvarez & Marsal, a Preferred Sponsor to Globalaw** | Claridge                  |
| 15:00 – 16:00 | **Group Workshops: Pitch Preparation**  
**Maximizing Your Investment In Globalaw: How to Gain More Business**  
A moderated introduction on how to build a winning sales pitch leveraging benefits of Globalaw network, explanation of the guidelines and division of the groups.  
**Moderators:**  
• Michael Hatchwell, Consultant, Gordon Dadds LLP, UK  
• Andrew Chalmers, Managing Partner, Davidson Chalmers, Scotland. Chair, Business Development Committee |                           |
| 16:00 – 16:10 | **Feedback briefing** |                           |
| 16:10 – 16:45 | **Maximizing Your Investment In Globalaw: Working in Groups**  
Delegates will be presented with several scenarios to formulate a sales pitch addressing the scenario and using the pitch template provided. |                           |
| 16:45 – 17:00 | **Closing Remarks**  
• Jaime García-Legaz, State Secretary of Commerce, Spain |                           |
<p>| 20:30 | <strong>Meeting point and transfer to the Gala Dinner venue</strong> | Hotel Lobby               |
| 21:00 – 23:00 | <strong>Hosted Cocktail Reception and Gala Dinner</strong> | Casino de Madrid          |</p>
<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>09:00 – 09:30</td>
<td>Welcome Coffee</td>
<td>Consejos</td>
</tr>
<tr>
<td>09:30 – 09:50</td>
<td>Questions to Globalaw Officers and Directors and Update from the Secretariat</td>
<td>Claridge</td>
</tr>
<tr>
<td></td>
<td>Delegates are encouraged to prepare questions due to the short duration of the session.</td>
<td></td>
</tr>
<tr>
<td>09:50 – 10:00</td>
<td>New Member Presentation – VDMA Attorneys, South Africa</td>
<td></td>
</tr>
<tr>
<td>10:00 – 10:20</td>
<td>Generational Forum – A Preview</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Leadership Balance, a Preferred Sponsor to Globalaw</td>
<td></td>
</tr>
<tr>
<td>10:20 – 10:50</td>
<td>Business Initiatives</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Cross Border Labour: Niklas Mirbach, Huth Dietrich Hahn, Hamburg, Germany</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Dispute Resolution: Ramunas Audzevicius, Motieka &amp; Audzevicius, Lithuania</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Bankruptcy and Insolvency: Jean-Paul Vulliéty, LALIVE, Geneva, Switzerland</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Intellectual Property: David J. Marr, Clark Hill PLC, IL, USA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Renewables &amp; Clean Tech: Oliver Foerster, Huth Dietrich Hahn, Hamburg, Germany</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Real Estate: Rory Campbell, Hanson Bridgett LLP &amp; Bryan Birkeland, Jackson Walker LLP, USA</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Private Client: Scherzade Burden, Registered Foreign Lawyer, Oldham Li &amp; Nie, Hong Kong</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Moderator:</strong> Andrew Chalmers, Managing Partner, Davidson Chalmers, Scotland. Chair, Business Development Committee</td>
<td></td>
</tr>
<tr>
<td>10:50 – 11:10</td>
<td>Coffee Break</td>
<td>Consejos</td>
</tr>
<tr>
<td>11:10 – 12:50</td>
<td>Maximizing Your Investment In Globalaw: Presentations of the Pitch and Feedback from the Client</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Presented to Mr. Luciano Ochoa De Abreu, Innova Tax Free, Spain</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Moderators:</strong> Michael Hatchwell, Consultant, Gordon Dadds LLP, UK</td>
<td></td>
</tr>
<tr>
<td></td>
<td>**Andrew Chalmers, Managing Partner, Davidson Chalmers, Scotland. Chair, Business Development Committee</td>
<td></td>
</tr>
<tr>
<td>12:50 – 13:00</td>
<td>Concluding Remarks and Presentation of the Next Globalaw Destinations</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• 23 – 25 April, APRM, Tokyo, Japan</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• 25 – 27 June, ARM, Montreal, Canada</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• 21– 24 October, GLAMM, Charlotte, NC, USA</td>
<td></td>
</tr>
<tr>
<td>13:00 – 14:30</td>
<td>Closing Lunch</td>
<td>Velazquez + Villanueva</td>
</tr>
<tr>
<td>15:00 – 16:00</td>
<td>First International Globalaw Football Tournament - all delegates and guests are welcome to participate.</td>
<td></td>
</tr>
</tbody>
</table>
SPEAKER BIOGRAPHIES

Joaquín Almunia

Former Vice-President, European Commissioner for Competition, European Commission

Mr Joaquín Almunia was born in Bilbao (Spain) on 17 June 1948 and graduated Law and Economics at University of Deusto (Bilbao, Spain). Consequently, he has studied his post-graduate programmes at École Pratique des Hautes Études (Paris, 1970-1971) and Kennedy School of Government at Harvard University (1991).

Mr Almunia has been Associate Professor of Labour Law and Social Security at the University of Alcalá (Madrid), Director of a Program on “Redistribution and Equality” at the Fundación Argentaria, and Founder and Director of the progressive think-tank “Laboratorio de Alternativas”. Mr Joaquín Almunia has been the leader of the PSOE (1997-2000), and its parliamentary leader (1994-1997). From December 1982 until March 1991, he was member of the Spanish Government, as Minister of Labour and Social Security and Minister for Public Administration.

From April 2004 until October 2014, Mr Almunia has been Member of the European Commission, first as responsible of Economic and Monetary Affairs and since February 2010 as Vice-President and Commissioner in charge of Competition Policy.

Joaquin Almunia is Visiting Professor in Practice of the London School of Economics and Honorary President of the Barcelona Graduate School of Economics.

Andres Estaire Alvarez

General Manager and Vice-President of the Board of Directors, Prim S.A

Andres Estaire Alvarez was born on February 25, 1946 and he has received his Telecommunications Engineer Degree from the Polytechnic University of Madrid (1966-1972). Mr. Estaire is the current CEO and Vice-President of PRIM S.A., a Spanish public company founded in 1870, listed on the Madrid Stock Exchange since 1985, with a turnover of 95 million of Euros in 2014. PRIM is a Spanish Medical company that develops, manufacture and distributes products in several fields (Physiotherapy, Nt, Cardiovascular, Mis, Ent, Critical Care, Endosurgery, Plastic & Reconstructive Surgery, Burns, Prosthetics And Orthothics). It has a staff of 500 people and 7 branches along the Spanish territory as well as a subsidiary in Portugal.

Prior to this, Mr. Estaire worked at Telettra Española (1972-1989), a Spanish telecommunications company, belonging to the Fiat Group. He has occupied different positions such as Responsible for the Production Program (1972-1975), Plant Manager (1975-1985) and Quality & Regulatory Director (1985-1989).

Carlos Lacleta de Michelsen

Director of European Legal Counseling – General Secretariat, Globalvia Infraestructuras

Carlos is a lawyer and member of the Madrid Bar Association. He has been working for international law firms specialised in PFI projects, advising major Spanish and international companies as well as public administrations on public tenders, in particular regarding PPP, EPC, DBFO, financing and related contracts for the construction and energy sectors. Furthermore, he has been advising financing entities, whether multilateral and commercial, and private sponsors for national and cross-border transactions. Additionally, he has been working as legal counsel for worldwide leader multinationals within the PPP sector, in particular Iridium (concessionaire of the ACS Group) and currently Globalvia, where FCC and Bankia are the main stakeholders. Carlos is in charge of the legal management of the European Highways and Investment and Assets Management departments.

Jaime García-Legaz

State Secretary of Commerce

Mr Jaime García-Legaz Ponce has been appointed Secretary of State for Trade of the Spanish Government by Royal Decree 1879/2011 of 23 December. Prior to that, he has been an economist at the Research Department of the Bank of Spain, deputy Director-General of the Public Debt Department at the Treasury of the Ministry of Economy and Finance, Economic Advisor to
the Minister of Economy of the Community of Madrid, Economic Advisor to the Prime Minister, Cabinet Director of the Secretary of State for Telecommunications, Director-General of Education and Welfare at the Prime Minister's Office, Director-General of Statistics of the Community of Madrid and Director of Economics and Public Policy at the FAES Foundation.

He graduated in Economics from CUNEF (Universidad Complutense de Madrid) and he gained the status of “State Economist and Trade Expert” of the Spanish Administration in February 1994.

---

**Arturo García-Tizón**  
Managing Director, Banco Santander

Mr Arturo García-Tizón, double degree graduate in law and business administration from ICADE E-3 Universidad Pontificia de Comillas, has 15 years experience in investment banking. He is currently Managing Director and Head of M&A Iberia at Santander. Prior to this role, Mr García-Tizón has been Head of Energy & Infrastructure at M&A Iberia, and Vice President of Santander Asset & Capital Structuring Team (asset finance, seed investment, tax equity, equity bridge financing). Previously, he has been working as Corporate Finance Analyst at N+1 (2001-2004) and before that, as Junior Analyst at Ferrovial (2000).

---

**Josep Rodriguez**  
General Manager, Global Zitro SL

After ten years in banking (either in Spain and Andorra), but in the field of international corporate finance, tax planning and trust services, Josep Rodriguez founded his own law office in 1997, based in Andorra la Vella (Neith SL). Being specialized in Corporate and Tax law, Josep Rodriguez was invited to join the Board of some companies. The most relevant sectors in which he has been involved are the Credit Card Industry (www.tagsystems.net) a company duly certified by Visa and Mastercard, and the Gaming sector (www.zitrogames.com) where he holds the position of Secretary of the Board and General Counsel. These positions have allowed him to face all the challenges of an international expansion. While in Tag Systems this expansion was focused mainly on the Nordics, in Zitro this was mainly in Latin America, covering more than 10 countries, from Mexico to Argentina, together with others including the US, South Africa and Philippines.

---

**Luciano Ochoa De Abreu**  
CEO, Innova Tax Free Group

Luciano Ochoa de Abreu is the CEO of the international INNOVA TAX FREE GROUP. He has developed his career in the tourism sector since 1986, specializing in the management of tourist services and the development of tourism shopping. In 1993, he begins his work on services related to tourists’ tax refund as well as the relationships between markets, tourists, mainly in fashion retail business and technology, becoming one of the world specialists in the relationship between tourism and the tax-free shopping applied to tourism. In 2003, he founded INNOVA TAX FREE GROUP, a company with a wide and recognized international experience in the activity of tax free shopping that also offers consulting and ongoing counselling developing tools and technology solutions.

---

**José Carlos García de Quevedo Ruiz**  
Executive Director, Invest in Spain - ICEX

José Carlos García de Quevedo is the Executive Director for Invest in Spain in ICEX, Spain Trade and Investments, the government agency to attract foreign investment in Spain, since 2012.

Prior to that, José Carlos was Director General for Trade and Investment in the Ministry of Economy and Competitiveness (2010-2012), and Chief Economic at the Spanish Permanent Representation to the EU in Brussels (2004-2010). Prior to this, he served as General Director for Insurances and Pensions Funds in the Ministry of Finance (2002-2004).

He has been member of the Board of Directors of a number of companies, including Repsol Gas, CESICE, ICO, Credito y Caución (Atradius), among others. He is an active speaker in international business forums and writes articles in specialized magazines.

José Carlos holds a Master’s Degree in Economics and Business Administration from the Universidad Complutense of Madrid. He is member, by Public Examination, of the Spain General Government’s Civil Servants Group of Trade Experts and State Economists and has completed the PhD Course on International Economy.
Iñaki Armendia
BSK Legal & Fiscal Asociados, S.L.P.U.
Corporate | Real Estate | Intellectual Property
San Sebastian, Spain
Email: iarmendia@grupobsk.com
Tel: +34943400035

Iñaki Berriozabal
BSK Legal & Fiscal Asociados, S.L.P.U.
Taxation
San Sebastian, Spain
Email: iberriozabal@grupobsk.com
Tel: +34943400035

Janika Bode
2015 GLP participant
Goehmann Lawyers
Corporate | Civil Litigation
Hannover, Germany
Email: janika.bode@goehmann.de
Tel: +49511302770

Rory J. Campbell
Hanson Bridgett LLP
Corporate | International Trade | Real Estate
San Francisco, California, USA
Email: rcampbell@hansonbridgett.com
Tel: +14159955029

Ramunas Audzevicius
Motieka & Audzevicius
Civil Litigation | Arbitration & ADR
Vilnius, Lithuania
Email: Ramunas.Audzevicius@ma-law.lt
Tel: +37052000777

Bryan Birkeland
Jackson Walker L.L.P.
Real Estate | Energy & Mining
Dallas, Texas, USA
Email: bbirkeland@jw.com
Tel: +12149535934
Guests: DJ Birkeland, Blair B. McDonald

Scherzade Burden
Oldham, Li & Nie, Lawyers
Corporate | Employment & Immigration
Hong Kong
Email: s.burden@olin-law.com
Tel: +85228680696
Guest: Fahimeh Westwood

Andrew Chalmers
Davidson Chalmers
Real Estate
Edinburgh, Scotland, UK
Email: andrew.chalmers@davidsonchalmers.com
Tel: +441316259191
Guest: Fiona Chalmers
COLLABORATION: MAXIMIZING YOUR INVESTMENT IN GLOBALAW

Michael DiBiase
Hill, Farrer & Burrill LLP
Corporate
Los Angeles, California, USA
Email: mdibiase@hillfarrer.com
Tel: +12136200460
Guest: Mary DiBiase

Thierry d’Ornano
Thierry d’Ornano & Associés
International Trade | Civil Litigation
Marseille, France
Email: t.dornano@ornanoavocats.com
Tel: +33491994186
Guest: Audrey Angel

Samantha Paula Dy-van de Loo
2015 GLP participant
Zambrano and Gruba Law Offices
Corporate | Taxation
Pasig, Philippines
Email: sgdy@zglaw.com
Tel: +639178691096

Makkawi Awad El Makkawi
Apex Juris Advocates & Legal Consultants
Corporate | Real Estate | Intellectual Property | Arbitration & ADR
Dubai, UAE
Email: apxjuris@emirates.net.ae
Tel: +97142222314
Guest: Faiza Khalifa

Richard Elliott
Gordon Dadds LLP
Corporate | International Trade
London, England, UK
Email: richardelliott@gordondadds.com
Tel: +442077591321

Gerard Endedijk
Rutgers & Posch
Civil Litigation
Amsterdam, Netherlands
Email: gerard.endedijk@rutgersposch.com
Tel: +31208913900

Daniel Fitzpatrick
Comerton & Hill
Belfast, Northern Island, UK
Email: danfitzpatrick@comerton.co.uk
Guest: Clare Fitzpatrick

Oliver Foerster
Huth Dietrich Hahn
Corporate | Civil Litigation
Hamburg, Germany
Email: foerster@hdh.net
Tel: +4940415250
Daniel Fonseca Corredor
2015 GLP participant
Pinzon Pinzon & Asociados
Corporate | International Trade | Taxation
Energy & Mining
Bogotá, Colombia
Email: defonseca@pinzonpinzon.com
Tel: +5716219721

Oussama Fraikech
Fraikeh Associés
Corporate | International Trade | Real Estate
Casablanca, Morocco
Email: ofraikech@fraikechassociates.com
Tel: +212522208212

Thomas Gagossian
2015 GLP participant
Thierry d’Ornano & Associés
International Trade | Civil Litigation
Marseille, France
Email: t.gagossian@ornanoavocats.com
Tel: +33491994180

Richard Gerwat
Bedell Cristin
Corporate | Real Estate | Arbitration & ADR
Jersey, Channel Islands
Email: richard.gerwat@bedellgroup.com
Tel: +441534814704

Arne Gobert
Gobert & Partners
Corporate | International Trade | Real Estate
| Employment & Immigration | Taxation
Energy & Mining
Budapest, Hungary
Email: arne.gobert@gfplegal.com
Tel: +3612709900
Guest: Emma Gobert

João Guerreiro
Caiado Guerreiro & Associados - Sociedade de Advogados RL
Corporate
Lisbon, Portugal
Email: jguerreiro@caiadoguerreiro.com
Tel: +351213717000

Holger Haas
Goehmann Lawyers
Corporate | International Trade | Civil Litigation | Product Liability & Mass Tort
Frankfurt, Germany
Email: holger.haas@goehmann.de
Tel: +496920186

Telma Halldorsdottir
ADVEL Attorneys at Law
Intellectual Property
Reykjavik, Iceland
Email: telma@advel.is
Tel: +3545202050
Collaboration: Maximizing Your Investment in Global Law

Nicholas Hammond
BWS Hammund, Bogar & Associates
Bucharest, Romania
Email: nhammond@hbalaw.eu
Tel: +40 21 326 6053

Ilka Heigl
Goehmann Lawyers
Corporate | Real Estate
Frankfurt, Germany
Email: ilka.heigl@goehmann.de
Tel: +496920186

Clayton Hix
Hill, Farrer & Burrill LLP
Real Estate | Civil Litigation | Intellectual Property
Los Angeles, California, USA
Email: chix@hillfarrer.com
Tel: +12136210820
Guest: Liz Hix

Lothar Hofmann
HLAW
Corporate | International Trade | Real Estate | Civil Litigation | Arbitration & ADR
Vienna, Austria
Email: LH@hlaw.at
Tel: +43151888

Michael Hatchwell
Gordon Dadds LLP
Corporate
London, England, UK
Email: michaelhatchwell@gordondadds.com
Tel: +442077591325

David Hermo
BSK Legal & Fiscal Asociados, S.L.P.U.
Taxation
San Sebastian, Spain
Email: bsk@grupobsk.com
Tel: +34943400035

Elisabeth Hoffmann
Hoffmann & Partners
Corporate | International Trade | Real Estate | Civil Litigation | Employment & Immigration | Intellectual Property | Taxation | Arbitration & ADR | Product Liability & Mass Tort
Brussels, Belgium
Email: ehoffmann@hoffmann-partners.com
Tel: +3226480970
Guest: Jean-Louis Marchal

Diliana Ilieva
Ilieva, Voutcheva & Co. Law Firm
Corporate | Intellectual Property
Sofia, Bulgaria
Email: diliana.ilieva@ilawfirm.com
Tel: +35929814799

Guest: Jean-Louis Marchal
Sigrún Jóhannsdóttir
ADVEL Attorneys at Law
Corporate | International Trade | Civil Litigation
Reykjavik, Iceland
Email: sigrun@advel.is
Tel: +3545202050

Hans Josefson
Cicero Business Law Group EF
Corporate | Real Estate | Civil Litigation | Intellectual Property | Arbitration & ADR
Gothenburg, Sweden
Email: hans@cicero.se
Tel: +4631172660
Guests: Kerstin Josefson; Ebba Josefson; Hedvig Josefson

Mirko Jovanovic
JMS Law Office
Corporate | Civil Litigation | Intellectual Property
Belgrade, Serbia
Email: office@jmslaw.rs
Tel: +381113031227

Arne Koch
Goehmann Lawyers
International Trade
Bremen, Germany
Email: arne.koch@goehmann.de
Tel: +49421339530

Michael Lateef
Hanson Bridgett LLP
Corporate | Intellectual Property | Taxation
San Francisco, California, USA
Email: mlateef@hansonbridgett.com
Tel: +14157773200
Guest: Mary Lateef

Terry Leggett
Eugene F. Collins Solicitors
Civil Litigation | Arbitration & ADR
Dublin, Ireland
Email: tleggett@efc.ie
Tel: +35312026438
Guest: Maevie Doyle

George LeMieux
Gunster Law Firm
Corporate
West Palm Beach, Florida, USA
Email: glemieux@gunster.com
Tel: +9544622000

Yves Lenders
Lydian
Civil Litigation | Arbitration & ADR
Antwerp, Belgium
Email: yves.lenders@lydian.be
Tel: +3227879008
Krzysztof Malik
2015 GLP participant
DeBenedetti Majewski Szczesniak
Employment & Immigration
Warsaw, Poland
Email: kmalik@dms.net.pl
Tel: +48223395400

David Marr
Clark Hill PLC
Intellectual Property
Chicago, Illinois, USA
Email: dmarr@clarkhill.com
Tel: +13129855558

Nenad Milovanovic
JMS Law Office
Corporate | Civil Litigation | Intellectual Property
Belgrade, Serbia
Email: office@jmslaw.rs
Tel: +381113031227

Niklas Mirbach
Huth Dietrich Hahn
International Trade | Employment & Immigration
Hamburg, Germany
Email: Mirbach@hdh.net
Tel: +4940415250

Shannon Nessier
2015 GLP participant
Hanson Bridgett LLP
Civil Litigation | Product Liability & Mass Tort
San Francisco, California, USA
Email: snessier@hansonbridgett.com
Tel: +14159955812

Jon Ogmundsson
ADVEL Attorneys at Law
Intellectual Property
Reykjavik, Iceland
Email: jon@advel.is
Tel: +3545202050

Lorenzo Pallesi
Studio Carneletti
Arbitration & ADR | Product Liability & Mass Tort
Rome, Italy
Email: lpa@carneletti.it
Tel: +3906473901

Alexandra Pelaghias-Christodoulou
Pelaghias, Christodoulou, Vrachas LLC
Corporate | Employment & Immigration | Taxation
Nicosia, Cyprus
Email: alexandra.pelaghias@pelaghiaslaw.com
Tel: +35722764216
Guests: Petros Christodoulou; Christos Christodoulou; Constantinos Christodoulou; Katerina Christodoulou

Collaboration: Maximizing Your Investment in GlobalLaw
**Lesley Piner**  
Bedell Cristin  
Corporate | Real Estate | Arbitration & ADR  
Jersey, Channel Islands  
Email: lesley.piner@bedellgroup.com  
Tel: +441534814608

**Mauricio Pinzón**  
Pinzon Pinzon & Asociados  
Employment & Immigration | Intellectual Property | Arbitration & ADR  
Bogotá, Colombia  
Email: mpinzon@pinzonpinzon.com  
Tel: +5716219721  
Guest: Claudia Guerrero García

**Lenn Posch**  
Rutgers & Posch  
Corporate  
Amsterdam, Netherlands  
Email: lennaert.posch@rutgersposch.com  
Tel: +31208913905

**Fernando Ribas**  
Font Abogados y Economistas  
Corporate | International Trade | Real Estate | Taxation  
Barcelona, Spain  
Email: fribas@fontae.com  
Tel: +34934948980

**Max Robinson**  
2015 GLP participant  
Gordon Dadds LLP  
Civil Litigation | Arbitration & ADR  
London, England, UK  
Email: maxrobinson@gordondadds.com  
Tel: +442074936151

**Mark Scheer**  
Gunster Law Firm  
Corporate  
Miami, Florida, USA  
Email: mscheer@gunster.com  
Tel: +13053766000

**Ann-Kathrin Schleusener**  
Huth Dietrich Hahn  
Corporate | Real Estate  
Hamburg, Germany  
Email: Schleusener@hdh.net  
Tel: +4940415250

**Alison Shurtleff**  
2015 GLP participant  
Clark Hill PLC  
Employment & Immigration  
Washington, DC, USA  
Email: ashurtleff@clarkhill.com  
Tel: +12027720920
Collaboration: Maximizing your investment in Globalaw

Dariusz Szczesniak
DeBenedetti Majewski Szczesniak
Corporate
Warsaw, Poland
Email: dzszczesniak@dms.net.pl
Tel: +48223395400

John Terwilleger
2015 GLP participant
Gunster Law Firm
Civil Litigation | Employment & Immigration
West Palm Beach, Florida, USA
Email: jterwilleger@gunster.com
Tel: +15616500622

Luca Tiberi
Carnelutti Group - Studio Mondini Rusconi
Milano
Real Estate | Energy & Mining
Milano, Italy
Email: luca.tiberi@mondinirusconi.it
Tel: +3902777351

Bahar Ulgen
2015 GLP participant
Bener Law Office
Corporate
Istanbul, Turkey
Email: bahar.ulgen@bener.com
Tel: +902122707050

William Taylor
Hanson Bridgett LLP
Corporate | Civil Litigation
Sacramento, California, USA
Email: wtaylor@hansonbridgett.com
Tel: +19165512939
Guest: Kim Kramlich-Taylor

Philip Thorsen
Mazanti-Andersen Korso Jensen
Corporate | International Trade | Arbitration & ADR
Copenhagen, Denmark
Email: pst@mazanti.dk
Tel: +4531435336
Guest: Josephine Thorsen

Manuel Ugarte
Delmar Ugarte Abogados
Real Estate
Lima, Peru
Email: mugarte@delmar-ugarte.com
Tel: +5114446400
Guest: Lia Seminario

Georg Umbricht
Umbricht Attorneys
Arbitration & ADR
Zurich, Switzerland
Email: g.umbricht@umbricht.ch
Tel: +41442136363
Pieter Van der Merwe
VDMA Attorneys
Corporate | International Trade | Energy & Mining
Johannesburg, South Africa
Email: pvandmerwe@vdma.co.za
Tel: +27833814822

Jeff Van Winkle
Clark Hill PLC
Corporate
Chicago, Illinois, USA
Email: JVanwinkle@ClarkHill.com
Tel: +13129855926

Melita Versic Marusic
Law Office Versic Marusic
Corporate | Real Estate | Energy & Mining
Zagreb, Croatia
Email: info@versilawoffice.hr
Tel: +38514828539
Guest: Hrvoje Versic

Oscar Villanueva
2015 GLP participant
Delmar Ugarte Abogados
Real Estate | Arbitration & ADR
Lima, Peru
Email: ovillanueva@delmar-ugarte.com
Tel: +5112529808

Xavier Villalta
Font Abogados y Economistas
Taxation
Barcelona, Spain
Email: fxvilalta@fontae.com
Tel: +34934948980

Ulrich von Jeinsen
Goehmann Lawyers
Civil Litigation | Taxation
Hannover, Germany
Email: Sekretariat.vonJeinsen@goehmann.de
Tel: +495113027734

Rossitsa Voutcheva
Ilieva, Voutcheva & Co. Law Firm
Corporate | Real Estate
Sofia, Bulgaria
Email: rossitsa.voutcheva@ilvlawfirm.com
Tel: +35929814799

Petros Vrachas
Pelaghias, Christodoulou, Vrachas LLC
Real Estate | Intellectual Property | Arbitration & ADR
Nicosia, Cyprus
Email: petros.vrachas@pelaghiaslaw.com
Tel: +35722764216
Guest: Diamanto Vracha
<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Services Offered</th>
<th>Location</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Altug Yaka</td>
<td>Bener Law Office</td>
<td>Employment &amp; Immigration</td>
<td>Istanbul, Turkey</td>
<td>Email: <a href="mailto:altug.yaka@bener.com">altug.yaka@bener.com</a> Tel: +902122707050</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Guest: Ayca Yaka</td>
</tr>
<tr>
<td>Frixos Vrachas</td>
<td>Pelaghias, Christodoulou, Vrachas LLC</td>
<td>International Trade, Energy &amp; Mining, Product Liability &amp; Mass Tort</td>
<td>Nicosia, Cyprus</td>
<td>Email: <a href="mailto:info@pelaghiaslaw.com">info@pelaghiaslaw.com</a> Tel: +35722764216</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Guest: Gloria Vrach</td>
</tr>
<tr>
<td>Jean-Paul Vulliety</td>
<td>LALIVE Attorneys-at-law</td>
<td>Corporate, International Trade, Civil Litigation, Arbitration &amp; ADR</td>
<td>Geneva, Switzerland</td>
<td>Email: <a href="mailto:jpvulliety@lalive.ch">jpvulliety@lalive.ch</a> Tel: +41581052000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brian White</td>
<td>Comerton &amp; Hill</td>
<td>Corporate, Real Estate</td>
<td>Belfast, Northern Island, UK</td>
<td>Email: <a href="mailto:brianwhite@comerton.co.uk">brianwhite@comerton.co.uk</a> Tel: +442890234629</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Guest: Lorraine White</td>
</tr>
<tr>
<td>Georg Wittuhn</td>
<td>Huth Dietrich Hahn</td>
<td>Corporate, International Trade, Civil Litigation, Arbitration &amp; ADR</td>
<td>Hamburg, Germany</td>
<td>Email: <a href="mailto:wittuhn@hdh.net">wittuhn@hdh.net</a> Tel: +4940415250</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Natalie Yoshida</td>
<td>Almeida Advogados</td>
<td>Corporate, International Trade, Real Estate, Employment &amp; Immigration, Intellectual Property, Taxation, Energy &amp; Mining, Arbitration &amp; ADR, Product Liability &amp; Mass Tort</td>
<td>Sao Paulo, Brazil</td>
<td>Email: <a href="mailto:nayoshida@almeidalaw.com.br">nayoshida@almeidalaw.com.br</a> Tel: +551127146900</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sebastian Yunge</td>
<td>Guerrero Olivos</td>
<td>Corporate, Energy &amp; Mining</td>
<td>Santiago, Chile</td>
<td>Email: <a href="mailto:dgaray@guerrero.cl">dgaray@guerrero.cl</a> Tel: +56226742963</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Michael Zeller</td>
<td>Moore &amp; Van Allen, PLLC</td>
<td>Corporate, International Trade</td>
<td>Charlotte, North Carolina, USA</td>
<td>Email: <a href="mailto:mikezeller@mvalaw.com">mikezeller@mvalaw.com</a> Tel: +17043311064</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PREFERRED SPONSORS TO GLOBALAW

Alexander Demuth
Alvarez & Marsal
Munich, Germany
Email: ademuth@alvarezandmarsal.com
Tel: +89710406027

Julian Jones
Alvarez & Marsal
London, England, UK
Email: jones@alvarezandmarsal.com
Tel: +442070723237

Bobbie LaPorte
Leadership Balance
San Francisco, CA, USA
Email: bobbie@leadershipbalance.com
Tel: +14084971512

Cathy Light
Leadership Balance
San Francisco, CA, USA
Email: cathy@leadershipbalance.com
Tel: +14084971512

STAFF

Fergus Campbell
Executive Director - Corporate, Golin
London, England, UK
Email: FCampbell@golin.com
Tel: +44207670699

Núria Condina Costa
Globalaw Programme Manager
Brussels, Belgium
Email: nuria.codina@mci-group.com
Tel: +3226452676

Marie Mahieux
Globalaw Coordinator
Brussels, Belgium
Email: Marie.Mahieux@mci-group.com
Tel: +3227892389

Angela Meurer
MCI Executive Director to Globalaw
Brussels, Belgium
Email: Angela.Meurer@mci-group.com
Tel: +32487164485

Ioana Petricean
Globalaw Programme Coordinator
Brussels, Belgium
Email: Ioana.Petricean@mci-group.com
Tel: +3227402230

Ayolt Zoer
Globalaw Business Development Coordinator
Amsterdam, The Netherlands
Email: zoer@mrzoer.com
Tel: +31654222280
HOST FIRM

Ignacio Arraez
MAIO Legal
Madrid, Spain
Email: iarraez@maiolegal.com
Tel: +34 915775020

Marco Bolognini
MAIO Legal
Madrid, Spain
Email: mbolognini@maiolegal.com
Tel: +34 915775020

Oriol Prosper
MAIO Legal
Madrid, Spain
Email: oprosper@maiolegal.com
Tel: +34 915775020

Angela Toro
MAIO Legal
Madrid, Spain
Email: atoro@maiolegal.com
Tel: +34 915775020

Angel Vallejo
MAIO Legal
Madrid, Spain
Email: avallejo@maiolegal.com
Tel: +34 915775020

Luisa Vitórica
MAIO Legal
Madrid, Spain
Email: lvitorica@maiolegal.com
Tel: +34 915775020

OBSERVERS

Bas Leensma
Atlas Tax Lawyers
Real Estate
Amsterdam, The Netherlands
Email: bas.leensma@atlas-tax.nl
Tel: +31205354563

Arttu Mentula
Asianajotoimisto Merilampi Oy – Merilampi Attorneys Ltd.
Civil Litigation
Helsinki, Finland
Email: arttu.mentula@merilampi.com
Tel: +3589686481
<table>
<thead>
<tr>
<th>SPEAKERS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Joaquin Almunia</strong></td>
<td><strong>Andrés Estaire</strong></td>
</tr>
<tr>
<td>European Commission</td>
<td>Prim S.A</td>
</tr>
<tr>
<td>Spain</td>
<td>Spain</td>
</tr>
<tr>
<td>Email: <a href="mailto:andres.estaire@prim.es">andres.estaire@prim.es</a></td>
<td>Email: <a href="mailto:andres.estaire@prim.es">andres.estaire@prim.es</a></td>
</tr>
<tr>
<td><strong>José Carlos García de Quevedo</strong></td>
<td><strong>Jaime García-Legaz</strong></td>
</tr>
<tr>
<td>Invest in Spain - ICEX</td>
<td>State Secretary of Commerce</td>
</tr>
<tr>
<td>Spain</td>
<td>Spain</td>
</tr>
<tr>
<td>Email: <a href="mailto:JoseCarlos.GarciaQuevedo@icex.es">JoseCarlos.GarciaQuevedo@icex.es</a></td>
<td>Email: <a href="mailto:joseCarlos.GarciaQuevedo@icex.es">joseCarlos.GarciaQuevedo@icex.es</a></td>
</tr>
<tr>
<td><strong>Arturo García-Tizón</strong></td>
<td><strong>Carlos Lacleta Michelena</strong></td>
</tr>
<tr>
<td>Banco Santander</td>
<td>Globalvia Infraestructuras</td>
</tr>
<tr>
<td>Spain</td>
<td>Spain</td>
</tr>
<tr>
<td>Email: <a href="mailto:agarciaTizion@gruposantander.com">agarciaTizion@gruposantander.com</a></td>
<td>Email: <a href="mailto:clacleta@globalvia.com">clacleta@globalvia.com</a></td>
</tr>
<tr>
<td><strong>Miguel Angel Ladero</strong></td>
<td><strong>Luciano Ochoa de Abreu</strong></td>
</tr>
<tr>
<td>Compañía Española de Financiación del Desarrollo Cofides</td>
<td>Innova Tax Free</td>
</tr>
<tr>
<td>Spain</td>
<td>Spain</td>
</tr>
<tr>
<td>Email: <a href="mailto:miguelangel.ladero@cofides.es">miguelangel.ladero@cofides.es</a></td>
<td>Email: <a href="mailto:lochoa@innovataxfree.com">lochoa@innovataxfree.com</a></td>
</tr>
<tr>
<td><strong>Josep Rodríguez</strong></td>
<td></td>
</tr>
<tr>
<td>Global Zitro SL</td>
<td></td>
</tr>
<tr>
<td>Spain</td>
<td></td>
</tr>
<tr>
<td>Email: <a href="mailto:josep.rodriguez@globalzitro.com">josep.rodriguez@globalzitro.com</a></td>
<td></td>
</tr>
</tbody>
</table>