

ALFA[®] INTERNATIONAL

THE GLOBAL LEGAL NETWORK



WINNING IN GLOBAL MARKETS

2013 INTERNATIONAL LAW PRACTICE GROUP SEMINAR

October 20-22, 2013

W New York

New York, New York

www.alfainternational.com

PROGRAM LEADERSHIP

Michael J. Murphy

*Chair, ALFA International
Board of Directors*
CARTER CONBOY,
Albany, New York, USA

Edward "Eddy" T. Hayes

*Co-Chair, International Law
Practice Group*
LEAKE & ANDERSSON, L.L.P.
New Orleans, Louisiana, USA

Alfred P. Meijboom

*Co-Chair, International Law
Practice Group*
KENNEDY VAN DER LAAN
Amsterdam, Netherlands

Jeffrey Hugh Newman

Program Host
SILLS CUMMIS & GROSS P.C.
New York, New York, USA
Newark, New Jersey, USA

Michael W. Hawkins

*Program Co-Chair, 2013 International
Law Practice Group Seminar*
DINSMORE & SHOHL LLP
Cincinnati, Ohio, USA

John Hutchings

*Program Co-Chair, 2013 International
Law Practice Group Seminar*
CORNWALL STODART
Melbourne, Australia

WINNING IN GLOBAL MARKETS

2013 INTERNATIONAL LAW PRACTICE GROUP SEMINAR

October 20-22, 2013 – W New York – New York, New York

The International Law Practice Group of ALFA International is delighted to present its fall seminar 'Winning In Global Markets'. This dynamic program is specifically designed for General Counsel, entrepreneurs, hedge funds, corporations engaged in cross-border business activity and those who advise them. It is in two parts:

Day 1 is devoted to an examination of the dynamic forces which will impact business over the next 5 years. It will focus on the information revolution and the increasing mobility of capital.

Day 2 is designed to assist those who seek to capitalize on the challenges created by those forces, with a special emphasis on the legal implications of cross-border governance, intellectual property protection, mergers and acquisitions and the organization of human capital and employment law issues.

We hope to see you at the event! Please let us know if you have any questions about the seminar content or activities.

Michael W. Hawkins

Program Co-Chair, 2013 International Law Practice Group Seminar
DINSMORE & SHOHL LLP
Cincinnati, Ohio, USA

John Hutchings

Program Co-Chair, 2013 International Law Practice Group Seminar
CORNWALL STODART
Melbourne, Australia

WHAT IS ALFA INTERNATIONAL?

ALFA International is the premier network of independent law firms. Founded in 1980, ALFA is the oldest and continues to be one of the largest and strongest legal networks. We have 145 member firms throughout the world. Our 80 U.S. firms represent 95 of the 100 largest metropolitan areas. Our 65 international firms are located throughout Europe, Asia, Australia/New Zealand, Africa, Canada, Mexico and South America.

ALFA International's mission is to provide high quality, cost efficient legal services wherever our clients need them. The ALFA model enables our members to use their local expertise to deliver highly effective legal solutions, often drawing upon the collective wisdom and experience of other member firms. ALFA clients benefit from a geographically comprehensive network of exceptional law firms and accomplished trial and business counsel. Our member firms meet high standards to be part of the ALFA network and are well respected by their peers in the legal and business community.

SUNDAY, OCTOBER 20



18:00 – 21:00

Look at that View! WELCOME COCKTAILS AND HEAVY HORS D'OEUVRES RECEPTION AT 30 ROCK

Welcome to New York! ALFA International attorneys, spouses and clients will enjoy a welcome reception at the offices of Sills Cummis & Gross P.C., located in the famous 30 Rockefeller Center. During the event, attendees will also have the opportunity to be treated to beautiful views at the "Top of the Rock", the observation deck on the 70th Floor.

MONDAY, OCTOBER 21

10:00 – 11:30

FORMAL ILPG MEETING

ALFA International attorneys only.

11:30 – 13:00

REGISTRATION & WELCOME LUNCH

13:00 – 13:15

Welcome Remarks

Michael J. Murphy

*Chair, ALFA International Board of Directors
CARTER CONBOY,
Albany, New York, USA*

Edward "Eddy" T. Hayes

*Co-Chair, International Law Practice Group
LEAKE & ANDERSSON, L.L.P.
New Orleans, Louisiana, USA*

Alfred P. Meijboom

*Co-Chair, International Law Practice Group
KENNEDY VAN DER LAAN
Amsterdam, Netherlands*

13:15 – 14:15

KEYNOTE PRESENTATION:

Clash of the Titans

Sides have been picked and the contestants are "suited up" for the fight. In the red corner are the Internet challengers led by Apple, Google, Amazon, eBay and Facebook. In the blue corner are the bricks and mortar current champions led by Wal-Mart, Target, Home Depot and Costco. While the Internet challengers have been throwing the initial punches, a counter-attack, and perhaps more, has been launched. Each side is now behind enemy lines: as some Internet operators have opened brick and mortar stores; while more and more bricks and mortar operators are enhancing their offerings with a variety of Internet and social media initiatives. Our nationally recognized expert will discuss the likely future scenarios between the Internet and the bricks and mortar contestants and how the various participants will seek to enhance and grow their models through a combination of virtual and physical forays. Lastly, Ms. Weinswig will suggest some likely future winners on each side. Don't miss this presentation if you want to better understand the impact of the intersection of brick and mortar and virtual retail.

Introduction by:

Jeffrey Hugh Newman

*Senior Partner and Chairman
of the Real Estate Department
SILLS CUMMIS & GROSS P.C.
New York, New York, USA /
Newark, New Jersey, USA*

Keynote Speaker:

Deborah Weinswig

*Managing Director
CITIGROUP INC.
New York, New York*

14:15 – 14:45

BREAK

14:45 – 15:45

The Global Perspective (from the “C” suite)

The 21st Century promised much: instant global communication; rapid movement of capital, goods, services and people; a banking sector which aspired to provide global solutions; and an increased momentum for trade liberalization. And then came the global financial crisis, and the financial sector in particular endured a series of seismic shocks: the economies of several European nation states have teetered on the brink – resulting in a sustained weakness of the Euro; the US economy slipped into recession – leading to quantitative easing; the Chinese economy has grown substantially – but there are warning signs; and Japan, for many years in

the doldrums, has progressively devalued its currency. This panel of investment bankers, business executives and commentators will examine these developments and how they affect global trade.

John Hutchings

Moderator
CORNWALL STODART
Melbourne, Australia

Michael Nitka

*Managing Director,
Syndicated Loan Capital Markets*
STIFEL FINANCIAL CORP
New York City, New York, USA

Matthew Stroud

Head of Strategy
TOWERS WATSON INVESTMENT SERVICES
New York, New York, USA

Brian D. Bailey

*Senior Financial Policy Analyst,
Commercial Real Estate*
FEDERAL RESERVE OF ATLANTA
Atlanta, Georgia, USA

Evariste Lefeuivre

Chief Economist
NATIXIS NORTH AMERICA
New York, New York, USA

15:45 – 16:00 BREAK

16:00 – 17:00

Capital Markets: Where is the Money Flowing?

Money flows to where it is treated best. This panel of highly experienced and successful financial executives will discuss capital inflows and outflows and present their views and vision of national and international money flow architecture over the next 12-18 months. Don't miss this panel so you can be sure to align your interests in those sectors and those venues where your money will find the most hospitable and profitable home.

Jeffrey Hugh Newman

Moderator
SILLS CUMMIS & GROSS P.C.
New York, New York, USA /
Newark, New Jersey, USA

Kenneth A. McIntyre, Jr.

Managing Principal
PASSPORT REAL ESTATE LLC
*Formerly Managing Director
of MetLife Group Inc.*
New York, New York, USA

Julie F. Merkelson

*Senior Director, Real Estate Finance,
Global Real Estate*
TEACHERS INSURANCE AND
ANNUITY ASSOCIATION -
COLLEGE RETIREMENT EQUITIES FUND
Charlotte, North Carolina, USA

Bradley C. Wilmot

Managing Director
WELLS FARGO BANK
Los Angeles, California, USA



18:30 – 21:30 (SAIL TIME)

All Aboard! BOAT CRUISE AROUND MANHATTAN ON A PRIVATE YACHT

ALFA's guests will enjoy a close up view of the Statue of Liberty and the New York City skyline aboard a luxury private yacht. Buses will leave the hotel at 17:45 to transport guests to Pier 81 where they will board the vessel. The boat will set sail at 18:30, and cocktails will be served, followed by dinner. The boat will dock back at the pier by 21:30, and guests will be transported back to the hotel, arriving by 22:00.

TUESDAY, OCTOBER 22

8:00 – 9:00 BUFFET BREAKFAST

9:00 – 10:00

Sleepless Nights? General Counsel Discuss How to Avoid Insomnia Through Effective Use of Local “International” Counsel

Today's General Counsel are truly “Global” in every sense of the word. Their dual responsibility as lawyers and business executives require skillful management of a domestic and international portfolio. Please join this experienced panel to discuss key issues and practices when engaging local “international” counsel to handle parts of their portfolio. Topics include cost/benefit rationalization of retaining international outside counsel, costs and payment terms, political and cultural issues, and corporate compliance challenges.

Edward “Eddy” T. Hayes

Moderator

LEAKE & ANDERSSON, L.L.P.
New Orleans, Louisiana, USA

Kevin Kreuser

Senior Counsel

ICANN
Los Angeles, California, USA

Deborah Verdile

General Counsel

SAMSUNG C&T AMERICA, INC.
Ridgefield Park, New Jersey, USA

Mark B. Forseth

Vice President & Assistant General Counsel

MARRIOTT INTERNATIONAL, INC.
Myersville, Maryland, USA

Jeffrey Williams

Vice-President, General Counsel

and Secretary
TDK U.S.A. CORPORATION
Uniondale, New York, USA

10:00 – 10:15 BREAK

10:15 – 11:15

Anti Corruption Legislation Worldwide; A Threat to or a Savior of International Business

What do you do when your employee has been paying bribes to secure valuable business for your company? Or your finance director tells you that your fellow director has been paid a secret “commission” to send business to a particular supplier? How do you avoid personal liability and liability for your company? Our panel will consider how international business must act to avoid the severe penalties of the US FCPA, the UK Bribery Act and OECD driven initiatives in other jurisdictions. We will consider high profile examples of companies punished for bribery transgression and make you aware of the “red flags” for spotting and dealing with bribery and corruption.

John Sykes

Moderator

CHARLES RUSSELL
London, United Kingdom

A representative from:

WORLD BANK
New York, New York, USA

Masayuki Matsuura

ATSUMI & SAKAI
Tokyo, Japan

Mark S. Olinsky

SILLS CUMMIS & GROSS P.C.
New York, New York, USA /
Newark, New Jersey, USA

11:30 – 12:30

Managing the Global IP Battlefield

As businesses expand their global reach, there is growing pressure on in-house counsel to protect and enforce their products and associated IP rights globally while also trying to manage decreasing or tightened legal budgets for such protection. Global protection is expensive and, therefore, creative strategies are critical. There are numerous intellectual property challenges when launching a new product across multiple countries. The one size fits all approach (i.e., filing all patent/trademark applications in a pre-defined list of countries) for global IP protection is long gone. Today, in-house counsel must carefully evaluate and select the type of IP protection desired and decide where such protection is to be filed and/or rights enforced and maintained. Competitor IP must be reviewed, monitored and (potentially) challenged to ensure the business can sell their products in particular global markets. Emerging markets can present even greater challenges depending on the strength/weakness of the intellectual property system and the likelihood of infringement. The panel will discuss various strategies for managing global intellectual property through filing practices, litigations, oppositions, licenses and other management techniques. In addition, it will seek questions and commentaries from the audience on their experiences.

Geoffrey L. Oberhaus

Moderator

DINSMORE & SHOHL LLP
Cincinnati, Ohio, USA

Brian Bolam

Director and Associate General Counsel

THE PROCTER & GAMBLE COMPANY
Cincinnati, Ohio, USA

Steven Wildfeuer

Vice President & Lead IP Counsel

REED ELSEVIER INC.
Miamisburg, Ohio, USA

Patrick Gearon

CHARLES RUSSELL LLP
Cheltenham, England & Manama, Bahrain

11:15 – 11:30 BREAK

12:30 – 14:00 LUNCH

14:00 – 15:00

International M&A - Getting It Right in Tough Times

Economies around the world continue to face stiff head winds. There are constraints on corporate debt and equity funding. Tough times have placed pressure on the M&A market. However, many companies have their houses in order and are holding considerable cash on their balance sheets. There are excellent opportunities for companies in good financial shape. Getting M&A transactions right has never been more important. Our expert panel of presenters will share their insights about winning in international M&A.

Brett M. Cowell

Moderator
COWELL CLARKE
Adelaide, Australia

Rodney Miller

*Managing Director,
Mergers & Acquisitions*
JP MORGAN CHASE & CO.
New York, New York, USA

Kevin Brunner

*Managing Director,
Mergers & Acquisitions*
BOFA MERRILL LYNCH
New York, New York, USA

Eric A. Newsom

MANATT, PHELPS & PHILLIPS, LLP
San Francisco, California, USA

Harvey Jay Cohen

DINSMORE & SHOHL LLP
Cincinnati, Ohio, USA

15:15 – 16:15

Firing and Hiring in the 21st Century

Dramatic downsizing or acquisition and expansion? The crisis has had two consequences: one part of the world is firing, the other is hiring. This panel will deal with the challenges posed by both scenarios. First, they will discuss the do's and don'ts of taking crisis measures internationally (both from a legal and a practical perspective). Second, the panel will deal with the expectations of the employees of the future (flexworking, telecommuting) and the aging employee. Be ready for an active session and discussion; you are invited to participate.

Eva Knipschild

Moderator
KENNEDY VAN DER LAAN
Amsterdam, Netherlands

Arjen "AJ" Althuis

Group Human Resources Director
CLONDALKIN GROUP
Jacksonville, Florida, USA

Michael Sirgado

Associate General Counsel
CITI
New York, New York, USA

Ron Polly

HAWKINS PARNELL THACKSTON
& YOUNG LLP
Atlanta, Georgia, USA

15:00 – 15:15

BREAK

16:15

Concluding Remarks



19:00-23:00

The Ultimate Urban Oasis: THE CENTRAL PARK BOATHOUSE

Central Park is an iconic part of New York City that offers a rare tranquility within the ever-eclectic energy that defines Manhattan. We hope you will join us this evening for cocktails and dinner at the Central Park Boathouse. If you choose to take advantage of your spare time in the afternoon to roam around New York City, the best way to reach the boathouse is to enter Central Park at the corner of 72nd Street and 5th Avenue and stroll along the path towards the boathouse. Otherwise, buses will depart the hotel at 18:30 to transport guests to the boathouse. Buses will also be available to return guests to the hotel. Cocktails will be served from 19:00–20:00 followed by dinner.



ALL ABOUT MIDTOWN MANHATTAN

Midtown Manhattan, or simply Midtown, is home to some of the city's most iconic buildings, including the Empire State Building, the Chrysler Building, and the United Nations Headquarters. It contains world-famous commercial zones such as Rockefeller Center, Broadway, and Times Square! As New York's largest central business district, Midtown Manhattan is the busiest single commercial district in the United States, and among the most intensely used pieces of real estate in the world. The majority of New York City's skyscrapers, including its tallest hotels and apartment towers, lie within Midtown.

FACULTY BIOS

ARJEN 'AJ' ALTHUIS joined Clondalkin Group in March 2010 as Group Human Resources Director. Prior to joining Clondalkin he held various senior management positions in Human Resources and Management Consulting. Over the past 20+ years he has managed small and large HR teams with blue chip companies like Randstad and Nike, and also led the design and implementation of global HR transformation programs in the pharmaceutical, financial services, national health service, and consumer products industries. He holds a BA in HR management from Hogeschool Midden Nederland, and a MBA from University of Bradford. Clondalkin Group is a leading international producer of a wide range of high-value added packaging products in the specialist packaging and flexible packaging markets.

BRIAN BAILEY is the Senior Financial Policy Analyst in the Supervision and Regulation Division of the Federal Reserve Bank of Atlanta. Brian is responsible for thought leadership in commercial real estate and providing guidance on valuation issues. Brian has extensive experience with commercial real estate valuation, transaction, development, stress testing and financial issues. Brian's experience spans both the public and private sectors. Prior to joining the Federal Reserve Bank of Atlanta, Brian was employed by the private equity firm Tavistock Group to oversee real estate finance and acquisitions. He was responsible for valuation, directing due diligence and financial modeling operations, which included assessing and identifying the most financially feasible development scenarios. Before joining Tavistock, Brian was the Director of Real Estate Finance for Flagler Development Group, Florida's largest commercial real estate developer. At Flagler, he was responsible for the Company's valuation and financial analysis functions, as well as providing guidance on various financial issues related to development, leasing and valuation. Brian's experience also includes working for Ernst & Young LLP,

where he was an executive. After receiving a Bachelor of Arts in Business Administration from Mercer University, Brian earned an MBA degree with concentrations in Real Estate and Finance from the University of Florida. He also attained the CCIM designation.

BRIAN BOLAM has been a member of P&G's Legal Department since 1995 after stints in private practice and in the Federal Government. He received his J.D. from the Catholic University of America in Washington, D.C. and a B.S. degree in Chemistry from the University of Dayton. He is currently the Director & Associate General Counsel with responsibility for Legal Innovation matters for the Baby, Feminine and Family Care businesses (Pampers, Always, Bounty and Charmin) as well as oversight of patent back office support efforts and P&G's preferred provider program for external legal counsel who focus in Intellectual Property.

KEVIN BRUNNER is a Managing Director in the Mergers & Acquisitions group at BofA Merrill Lynch, leads the Technology, Technology Services and Business Services M&A practices and is a member of the Firm's Fairness Committee. Mr. Brunner's substantial transactional experience includes counseling both domestic and international clients on public and private company transactions such as acquisitions, divestitures, joint ventures, strategic minority investments, proxy contests, special committee assignments and hostile transactions. Mr. Brunner is also an expert on takeover defense and corporate governance matters. Mr. Brunner received a B.B.A. from the University of Michigan and an M.B.A. from the Wharton School of Business at the University of Pennsylvania. He is a certified public accountant.

HARVEY JAY COHEN is a partner in the Corporate Department and Chair of the International Practice Group at the Cincinnati, Ohio based ALFA International member firm of Dinsmore & Shohl LLP. Mr. Cohen engages in a business and corporate law practice that

includes the representation of non U.S.-owned entities; software, Internet, computer, outsourcing and high-tech agreements of all types; acquisitions and mergers; international business transactions, including joint ventures, foreign subsidiaries and entities, European, Mexican, Indian, and Chinese transactions; alliance, licensing, distribution, and agency agreements; general corporate counseling; executive compensation agreements; and private equity and venture capital transactions. He frequently lectures in the U.S. and abroad on high technology, domestic, and international joint ventures, mergers and acquisitions, and other transactions for international organizations and business groups.

BRETT M. COWELL is one of the founding partners of the Adelaide, Australia ALFA International law firm of Cowell Clarke. He is Chairman of Partners and heads the Corporate and IP/IT practice groups. Mr. Cowell advises the firm's corporate and business clients on corporate transactions, takeovers, mergers and acquisitions, stock market issues, capital raisings, debt and equity funding and joint ventures. He also consults to Board chairs and CEOs on corporate issues, including governance. Clients range from large publicly listed companies to smaller, fast growing entrepreneurial businesses. Mr. Cowell advises clients on transactions that involve high value IP-rich assets, with a particular focus on multinational commercialisation strategies and agreements. Mr. Cowell also assists clients to resolve IP disputes on commercial terms or if necessary, by formal dispute resolution processes.

MARK B. FORSETH is a Vice President and Assistant General Counsel with Marriott International, Inc. Among other duties, Mr. Forseth is responsible for responding to legal issues involving the development and operation of franchised hotels and regulatory compliance in both domestic and international markets for the company's multiple lodging brands. Before joining Marriott, Mr. Forseth was in private practice,

focusing on representation of franchise and other licensing and distribution companies in both domestic and international markets, and related business structuring, regulatory and relationship issues. Before private practice, Mr. Forseth was the Senior Franchise Examiner for the Maryland Division of Securities, responsible for enforcement of the Maryland Franchise Registration and Disclosure Law. Mr. Forseth is currently the Chair of the International Franchise Association Legal Legislative Committee. He is a recognized speaker on the topic of franchising and related legal issues and has published numerous papers and articles on the subject.

PATRICK GEARON is Head of Intellectual Property at Charles Russell, the ALFA member firm in England and Bahrain. Patrick is also the Head of Charles Russell's Bahrain Office. He specialises in all areas of contentious intellectual property disputes including patent, trade mark, copyright and design right litigation/arbitration. Patrick has worked on both contentious and non-contentious matters in the Middle East for a number of years and has also conducted litigation in both Gibraltar and Hong Kong as well as all the Courts within the UK jurisdiction. Patrick led the team that successfully changed the law in the UK in relation to copyright in TV formats in the House of Lords case of *Medcalf v Mardell* [2002] UKHL 27 & [2002] 3 All ER 72 and led the team in the recent High Court patent action of *Sudarshan Chemical Industries Limited v Clariant Produkte (Deutschland) GmbH* [2012] EWCH 1569 (Ch) in which the law of wrongful threats was reviewed by the English Court of Appeal. Patrick heads the client relationships for many of the firm's global clients, particularly those in the fashion and technology sectors.

MICHAEL W. HAWKINS is a partner in the Cincinnati, Ohio ALFA International member firm of Dinsmore & Shohl LLP. His practice consists exclusively of representing U.S. and global employers in all phases of employment law, litigation and labor relations matters. He also serves as an Arbitrator and Mediator on The American Arbitration Association Labor and Employment Panel and for The National Arbitration Forum as well as a Mediator with the International Mediation Institute. Mr. Hawkins has been listed since 1992 in The Best Lawyers in America in labor and employment law. He is a Fellow with the College of Labor & Employment Lawyers and Litigation Counsel of America. He is a graduate of the University of Kentucky and the University of Kentucky School of Law, where he was Lead Articles Editor of the Law Review and graduated Order of the Coif. He argued *NLRB v Kentucky River and CBOCS v Humphries* before the US Supreme Court. Michael has been Vice Chair of International Services for The American

Red Cross National Board and Secretary of the Board of Refugees International. His mission trips have taken him to Ghana, Vietnam, Cambodia, Israel, Palestine, Pakistan, Thailand, Kenya, Jordan, Switzerland, Chile, South Africa, Tanzania and England. He has also participated in International Bar meetings in Buenos Aires, Vancouver and Madrid where he has spoken on ADR issues.

EDWARD "EDDY" T. HAYES is a partner at the New Orleans, Louisiana ALFA International member firm of Leake & Andersson where he leads the firm's International Trade and Business Practice Group. Mr. Hayes represents and advises clients in all types of international trade and business matters, including import/export transactions, international sales of goods and services, antidumping/countervailing duty proceedings and dispute resolution matters. Mr. Hayes is a member of the Intergovernmental Policy Advisory Committee of the Office of the U.S. Trade Representative, a NAFTA Chapter 19 dispute settlement panelist and serves on the Department of Commerce's Louisiana District Export Council. He also serves as an Adjunct Professor of Law at both Tulane and Loyola University Schools of Law, where he teaches an advanced course on the World Trade Organization

JOHN HUTCHINGS is chairman of partners and Head of the Corporate & Commercial group at the Melbourne, Australia ALFA International firm, Cornwall Stodart. He is expert in mergers and acquisitions, corporate advice (including governance), general commercial documentation (including loan facilities and associated securities, terms of supply and terms of credit) and has a particular interest in the cross-border aspects of investment and trade.

EVA KNIPSCHILD is one of the labour and employment partners in the Dutch ALFA International member firm Kennedy Van der Laan. She advises clients on all aspects of employment law, including flexible employment relations and outsourcing/transfers of undertaking and (collective) redundancies law. Eva is also an experienced litigator. Besides her work as an attorney, Eva is editor of two of the leading employment law journals in the Netherlands, teaches on various employment related topics and is an NMI registered mediator in the field of labour and employment law. Eva is actively involved in the European Employment Working Group.

KEVIN KREUSER joined ICANN in April 2013 as Senior Counsel, responsible primarily for contract matters, including agreements associated with implementation of the New GTLD Program. For much of the past 10-years, Kevin has served in the role of in-house counsel, most

notably with Intel Corporation and Best Western International, providing counsel and advice regarding contract, general corporate, international, intellectual property, data security and privacy matters.

EVARISTE LEFEUVRE is the Chief Economist of Natixis North America in New York. His primary mission is to promote Natixis economic research to clients in North America. In addition, he heads the Global Cross Asset Research team, which includes foreign exchange, fixed-income, commodities, and equity market analysis. Evariste Lefevre began his career in 1999 at CDC Marchés as a US economist. In 2003, he was appointed Deputy Head Chief Economist of IXIS CIB. Since 2006, he has led the Cross Asset team within the Economic Research department. Evariste Lefevre, age 40, is a former student of *Ecole Normale Supérieure*, agrège in Economy and Management and of *Institut d'Etudes Politiques* in Paris. He has authored several books, including *La logique du Hasard* (2010), *Sortir de l'Euro* (2011) and *La Renaissance Américaine* (2012).

MASAYUKI MATSUURA is a senior associate with the ALFA International law firm member in Japan, Atsumi & Sakai. His practice focuses on M&A, Public-Private Partnership, international trade and construction matters. Mr. Matsuura investigated an internal subsidy scam for a client, helping the client to determine appropriate disciplinary action, and institute policies designed to help prevent similar digressions in the future. He also represented a plant operating company in connection with damages caused by a nuclear accident and advised a medical equipment company on a wide variety of issues on a routine basis. During his tenure at Atsumi & Sakai, he also worked as in-house counsel for Mitsui and Co., Ltd., where he advised on various types of transactions including Joint Venture, M&A and establishment of new businesses. He helped improve company rules regarding insider trading and worked closely with outside attorneys to handle disputes with homebuyers and other counterparties. He is a graduate of Keio University - *Bachelor of Laws* (Tokyo, Japan), The Legal Training and Research Institute of the Supreme Court of Japan (Saitama, Japan) and the University of Southern California Gould School of Law - *Master of Laws, Certificate in Business Law* (Los Angeles, CA).

KEN MCINTYRE is Managing Principal of PassPort Real Estate LLC., LLC. Formerly, Mr. McIntyre was a Managing Director at MetLife Real Estate Investments, responsible for setting equity strategy and coordinating acquisitions globally for the MetLife's Investment Portfolio. In addition, he sat on the global investment committee for commercial

mortgages and was the senior real estate officer for the MetLife Bank. Before that, Mr. McIntyre was responsible for Strategic Initiatives focused on enhancing origination strategies, integrating real estate products and capabilities with other areas of MetLife and broadening relationships with key clients and intermediaries. He also had the role of Head of Real Estate Capital Markets at MetLife where, under his leadership, the team originated over \$3 billion of real estate investments, contributing to MetLife's \$40 billion commercial mortgage portfolio. Prior to forming the Real Estate Capital Markets Group in June 2004, he was responsible for pricing all commercial mortgage originations and served as a member of the investment committee for commercial mortgages. Prior to joining MetLife, Mr. McIntyre held senior origination and relationship management roles at KeyBank, GE Capital Real Estate and UBS. Mr. McIntyre has over 25 years of experience in commercial real estate finance. Mr. McIntyre graduated from Florida A&M University with a degree in Economics and a concentration in Banking and Finance. He is a trustee and Treasurer of the International Council of Shopping Centers (ICSC); an active member of the Urban Land Institute (ULI), Real Estate Lenders Association (RELA) and a founding member of Real Estate Networking Trust (R*E*N*T) and the Real Estate Executive Council (REEC) an organization focused on minorities in real estate. Additionally, Ken serves on the advisory boards of African American Real Estate Professionals of New York (AAREPNY) and The Real Estate Center of The Federal Reserve Bank of Atlanta.

ALFRED P. MEIJBOOM is a partner in the Dutch ALFA International member firm Kennedy Van der Laan, where he chairs the intellectual property and media law department. He handles both contentious and non-contentious matters in the field of IP and IT, and advises clients on strategic company level. Alfred serves as arbitrator and panelist at the WIPO Arbitration and Mediation Centre and the Czech Arbitration Court for domain name disputes, and is arbitrator at an arbitration institute for IT related disputes. He is also assistant professor at the Computer Law Institute of the VU University Amsterdam. Currently, Mr. Meijboom is involved in ALFA International as board member, member of the International Membership Committee and co-chair of the ILPG.

JULIE MERKELSON is a senior director in the Real Estate Finance group at TIAA-CREF, where she is responsible for originating commercial mortgage loans. Ms. Merkelson has been the relationship manager for some of TIAA's largest real estate clients, including many of the largest regional mall owners and operators in the country. In addition,

she works in conjunction with the real estate equity team on retail acquisitions for both the general and separate real estate equity accounts. She has held various roles within the commercial mortgage team, originating both whole loans and loans with CMBS components. She joined TIAA-CREF in 1991 with both real estate and banking experience, including positions at MetLife, Bank of Tokyo Trust Company and European American Bank. Ms. Merkelson earned her B.A. from Brandeis University and received an M.B.A. in Finance from New York University, Stern School of Business. She is a member of the International Council of Shopping Centers and an associate member of NAREIT.

RODNEY MILLER is a Managing Director in JPMorgan's Mergers and Acquisitions Group, having joined the firm in October 2007 after spending 20 years at Credit Suisse. Prior to his current position, Mr. Miller was Head of Mergers and Acquisitions for North America and Head of the Financial Sponsor Mergers and Acquisitions effort at Credit Suisse. Other managerial roles included co-heading the Credit Suisse Global Energy Group. Mr. Miller has more than 25 years of experience in all aspects of financial advisory services. He has advised both domestic and international clients on a broad variety of assignments including mergers, acquisitions, divestitures, proxy contests, hostile transactions, special committee assignments, and debt and equity capital raisings. He is a Certified Public Accountant. Mr. Miller is a Trustee for the Council of the University of Chicago Graduate School of Business. He is a Dean's Advisory Council member for the Kelley School of Business at Indiana University. Noted transaction includes BHP's unsolicited bid for Potash Corporation (Withdrawn) \$38.6bn, Mosaic Company on its demerger with Cargill \$25bn, Air Products and Chemicals' unsolicited bid for Airgas (Withdrawn) \$7.1bn and DuPont de Nemours's acquisition of Danisco \$6.5bn. Recent mining transactions include First Energy and Boich Companies' sale of Signal Peak Energy to Gunvor Group \$400mm, Gold Reserve's defence from Rusuro and Nova Gold spin-off of Nova Copper.

MICHAEL J. MURPHY is a partner of the Albany, New York ALFA International firm of Carter Conboy. Mr. Murphy is a trial attorney handling complex litigation with an emphasis on employment law. He maintains an active trial practice in state and federal courts as well as before the EEOC and the New York State Division for Human Rights. He is regularly retained by leaders in business, government and the professions to represent their interests in sensitive, high profile litigation and investigations. Mr. Murphy is currently Chair of ALFA International and Past President of the Northern District of

New York Federal Court Bar Association. He is a graduate of the State University of New York at Oswego and Albany Law School.

JEFFREY H. NEWMAN is a partner, member of the executive and management committees, and Chair of the Real Estate Department of Sills Cummis & Gross P.C., ALFA International's New York City and Newark, New Jersey-based law firm with offices at Rockefeller Center, New York City and Princeton, New Jersey. Mr. Newman has been practicing in the area of real estate, real estate litigation and real estate finance for over twenty five years bringing to his practice a background in corporate and business law, coupled with a Master's Degree in Taxation. Prior to practicing law, Mr. Newman worked as a financial analyst at E.F. Hutton & Co. Mr. Newman has developed a national reputation and represents institutional clients on a nationwide basis. This reputation has been developed through his representation of numerous retailers, developers, landlords and lenders, as well as the result of numerous speaking engagements throughout the country. In addition, Mr. Newman has published numerous articles in both the Real Estate Review and Commercial Leasing, Laws and Strategy. He has been selected for inclusion in the 2004-2012 editions of Chambers USA® published by Chambers & Partners under New Jersey Real Estate, the 2001-2013 editions of The Best Lawyers in America® published by Woodard/White under Real Estate Law, the 2005-2012 editions of New Jersey Super Lawyers® published by Thompson Reuters under Real Estate, Business Litigation and Business/Corporate, and the 2006-2012 editions of New York Super Lawyers® published by Thompson Reuters under Real Estate. Mr. Newman was also awarded the "Trustees Distinguished Service Award" by the International Council of Shopping Centers. Mr. Newman recently signed a three-book contract with Aspen Publishers, one of the four brands of Wolters Kluwer Law and Business, a leading information provider for attorneys. Two of the books, Mastering the Art and Skill of Negotiation: A Guide to Negotiation and The Leadership Matrix, are currently available at www.aspenpublishers.com, with a third to be published shortly.

ERIC NEWSOM is Co-Chair of Manatt's Corporate and Finance Practice Group and practices in the areas of mergers and acquisitions and private equity investment transactions and fund formation, equity and debt securities offerings and corporate formation, governance and compliance matters. He also specializes in the structuring, negotiation, formation and financing of complex joint ventures and development stage companies, and counsels private companies in the strategic transitioning of ownership and

management to family members, employees or acquirers. Mr. Newsom has represented buyers, sellers, investors and intermediaries in scores of business combination, buyout and investment transactions in the consumer products, healthcare, technology and food and beverage industry sectors, among others. Mr. Newsom also has extensive experience in the planning, structuring and formation of private equity and venture capital funds. In this capacity, Mr. Newsom represents numerous private investment funds, fund sponsors and limited partners in the structuring, formation and operation of domestic and offshore investment vehicles, advising clients on partnership terms and conditions, investor relations, general partner structuring and separation issues and other matters. Mr. Newsom is also a member of Manatt's Vineyard, Winery & Beverage Industry Team, and in that capacity represents wineries, vineyards, wine brokers and other agriculture industry clients in all aspects of their acquisition, development and distribution operations.

MICHAEL NITKA is a Managing Director and leads the Syndicated Loan Capital Markets and Distribution Group for Stifel Financial. Mr. Nitka and his team previously built out a similar platform for the US broker-dealer Cantor Fitzgerald & Co. Mr. Nitka has 17 years of experience in the Loan and private finance markets and has led and been part of building Loan businesses at Societe Generale and Bank of America. Stifel Financial is a 100+ year old US-based financial services company. Stifel's core businesses include a \$140bn AUM Asset Management practice, a rapidly growing \$4bn commercial bank, a fixed income and institutional sales and trading business with one of the broadest research coverage lists in the US equity market and a leading middle market investment bank with over 300 bankers. From offices around the US and regional offices in Europe and Asia, Stifel's 5000+ employees deliver financial products and services to individuals and corporations across more than a dozen industry verticals. Via targeted acquisitions, Stifel has developed leading practices in technology (Thomas Weisel Partners), strategic advisory (Miller Buckfire), municipal finance (Stone & Youngberg) and financial services (Keefe Bruyette & Woods).

GEOFFREY L. OBERHAUS is a partner in the Intellectual Property Practice Group of Dinsmore & Shohl, the ALFA International member firm in Cincinnati, OH. Geof facilitates and protects innovation from the origination of the idea, registration/ protection of the innovation, licensing of the innovation, and enforcement of the innovation. In addition, Geof provides advice and counsel on exporting the innovation and related technology outside

of the United States to maintain compliance with various export regulations such as EAR and ITAR. Geof is Director of Dinsmore's Privacy and Data Security Practice Group and his practice focuses on IT licensing, patent protection, litigation, trade secrets, copyrights, trademark, software protection, e-commerce, privacy law, licensing, open-source, export compliance (EAR & ITAR). Geof serves as the Chair of the firm's Professional Development Committee, Vice-Chair of the Systems Committee, and is a member of the Workplace Harassment Committee. He received his J.D. from Rutgers University School of Law and his B.S. from the University of Detroit.

MARK S. OLINSKY has been a civil and criminal trial lawyer for thirty years. He served as a federal prosecutor in the Office of U.S. Attorney Samuel A. Alito, Jr., and received DOJ's Special Achievement Award for Sustained Superior Performance of Duty. Mr. Olinsky's diverse case load includes complex business disputes, health care litigation and white-collar criminal defense. His courtroom experience includes many jury and bench trials, arbitrations and appellate arguments, and his expertise includes defense of federal and state RICO actions. Mr. Olinsky is Co-Chair of the Sills Cummis & Gross Health Care Government Investigations Practice Group. He has conducted numerous internal investigations involving allegations of corporate fraud and has represented both individuals and corporations in a wide variety of government investigations, particularly in the health care and pharmaceutical industries. He successfully represented New Jersey's largest health care system in a federal Medicare investigation, and has represented several high-level executives in recent investigations involving alleged violations of the False Claims Act, the Anti-Kickback Statute, and other federal health care statutes and regulations. Chambers USA® Guide to America's Leading Lawyers for Business describes Mr. Olinsky as "incredibly bright" and "an excellent, highly intelligent lawyer who can successfully turn his hand to almost anything."

RONALD G. POLLY, JR. is the managing partner of the ALFA International law firm of Hawkins Parnell Thackston & Young. He is also the head of the Firm's Labor & Employment Practice Group, a member of the Policy Committee, and Partner-in-Charge of the Atlanta office. His practice is exclusively devoted to management side representation in all phases of labor and employment law, including class and collective actions. He has extensive experience in connection with drafting, negotiating and litigating employment agreements including covenants not to compete. He is also a frequent speaker on employment related issues. He is currently a member of the Board

of Directors for ALFA International and is the Chair Emeritus of its Labor & Employment Group. Mr. Polly received his Bachelor's degree from the University of Virginia and his J.D. degree from the University of Kentucky.

MICHAEL SIRGADO is the Associate General Counsel Labor and Employment for Citi, serving all aspects of employment and labor law, employee relations and HR Risk control for dedicated businesses in N. America (U.S. Canada) the LATAM region (26 countries), EMEA and Asia-Pac. Specialty: cross-border and multi-jurisdictional labor law issues and conflicts, litigation in common law, civil law and hybrid legal systems; global labor related M & A; multi-national restructurings. Prior to joining Citi Michael was an employment litigator with several international law firms including Winston and Strawn, LLP and was in HR management prior to law for multinational corporations including Siemens Corporation.

MATTHEW (MATT) STROUD is Towers Watson Investment Service's Head of Strategy and Portfolio Construction. He is also a member of the firm's Global Investment Committee, which sets all of the firm's views on the economy and the markets. Matt has 20 years of capital markets and investment advisory experience. Matt is responsible for all aspects of investment strategy advice in the Americas including developing and maintaining model portfolios for delegated accounts, complete with managers and weights, and overseeing application of model portfolios to client context. Prior to joining Towers Watson in 2003, Matt was an asset consultant at Towers Perrin for six years. He was responsible for helping clients to meet their goals and objectives with regard to asset allocation, asset class structure and investment manager selection, oversight, and performance evaluation. Prior to this Matt developed and assessed the NASD's first formal action against a NASDAQ market maker for trading ahead of customer limit orders (see: United States vs. Gruntal, 1996). Prior to this Matt was a Financial Consultant at Merrill Lynch & Co. Matt received an M.B.A. from New York University's Stern School of Business, with concentrations in finance and statistics/operations research; a B.A. (cum laude) in Economics from New York University; and was awarded the William R. Salomon Scholarship from Salomon Bros. as well as the New York University Trustee Scholarship. Matt is a Chartered Financial Analyst (CFA) Charterholder and a member of the New York Society of Security Analysts.

JOHN SYKES is a partner at the London, England ALFA International member firm of Charles Russell. Mr. Sykes specializes in commercial litigation, arbitration and mediation with an emphasis on international disputes.

He heads the asset recovery work for Awal Bank in what is currently the world's largest alleged fraud, litigating in England, Cayman, Kuwait, Saudi, Switzerland and Bahrain, he is defending two English partnerships in dispute with a Russian oligarch, he is investigating a fraud by an employee for a major retail client and is taking proceedings against two sets of auditors for their failure to spot major fraud in companies they audited. He works in director, partner and shareholder litigation and is a recognised name in mediation.

DEBORAH J. VERDILE is currently General Counsel for Samsung C&T America, Inc., headquartered in Ridgefield Park, New Jersey. Samsung C&T America is a global trading and investment company that functions as an independent U.S. subsidiary of the Korean conglomerate Samsung C&T Corporation. Ms. Verdile joined Samsung C&T America in 2003, where she oversees the company's legal services, including counseling on international & domestic business transactions, commercial law, formation & management of joint ventures, international trade, employment law, intellectual property, consumer product safety laws, corporate compliance, and litigation management. Prior to joining Samsung she worked as Associate General Counsel for Ticona, the Engineering Resins company of Celanese Corporation, from 2000-2003. She also previously worked as a Litigation Associate for Gibson, Dunn & Crutcher and Carter, Ledyard & Milburn LLP in New York, New York. Ms. Verdile received her law degree from Yale Law School in 1994. She received her undergraduate degree in Mathematical Economics, summa cum laude, from Colgate University, Phi Beta Kappa, in 1991. Ms. Verdile clerked for the Hon. Harold Baer Jr., U.S. District Judge for the Southern District of New York from 1997-1998. Ms. Verdile is a member of the State Bars of New York and New Jersey, and is admitted to practice before the United States District Court for the Southern and Eastern Districts of New York and the District of New Jersey. She is a member of the Association of Corporate Counsel and the New Jersey Corporate Counsel Association, and is currently serving as a member of the Yale Law School Executive Committee.

DEBORAH WEINSWIG leads the Retailing/Broadlines and Food & Drug Chains team at Citi Research. In 2012, Deborah received ICSC's Researcher Award for Outstanding Service. She was identified in 2011 and 2012 as the top-ranking analyst in the Retailing/Broadlines Industry as an Earnings Estimator and ranked second and third (respectively) as a Stock Picker by StarMine. Deborah received the First Place ranking for Retailing/Department Stores and Broadlines (marking the eighth consecutive year that she received the First

Place ranking) as well as Runner Up in the Food & Drug sector in the 2011 Institutional Investor Survey. Prior to joining Citi, Deborah covered the supermarkets, drugstores, discounters, clubs, and food distributors at Bear Stearns, where she received Runner-Up honors in the Retailing/Food and Drug sector from Institutional Investor. Prior to her tenure at Bear Stearns, Deborah was a member of the global strategy team at Morgan Stanley, where she had primary responsibility for the Competitive Edge fund. Deborah received an MBA degree in finance from the University of Chicago. Prior to that, she worked at PriceWaterhouse Coopers in the audit and tax departments following her graduation with a BS degree in accounting from Indiana University and her successful passing of the CPA exam. Deborah is a member of the RIS Financial Advisory Board and was recently named to Retail Connections' Advisory Board. Deborah is also very involved in fundraising and mentoring students for the Student Sponsor Partnership and she also is a member of the Dignity U Wear Executive Board.

STEVE WILDFEUER is responsible for coordinating the expansive intellectual property assets of Reed Elsevier and its affiliated businesses around the world. Before joining Reed Elsevier, he had several years of in-house experience working at a leading Midwestern financial institution. During his 12+ years with Reed Elsevier, Steve has developed many strategies and processes including the creation of a patent program to promote and support the protection of key innovations, the cultivation of a global trademark enforcement program, and participation in the establishment of numerous corporate policies including the company's social media policy. Steve was instrumental in extending the LexisNexis brand to overseas affiliates and works closely with the company's development team and marketing organization to remain in tune with the organization's strategy and to provide key insights and advice.

Steve is currently an officer of the Intellectual Property and Entertainment Law Committee of the International Bar Association. Steve earned an undergraduate business degree from Indiana University's Kelley School of Business, and obtained his law degree at DePaul University College of Law in Chicago.

JEFFREY WILLIAMS has been with TDK U.S.A. Corporation for over 20 years, currently serving as Vice President, General Counsel & Secretary, and a member of the Company's board of directors. Prior to joining TDK, he served as Corporate Counsel & Secretary for Esselte Pendaflex Corporation and as an associate in the Shaw, Goldman, Licitra, Levine & Weinberg law firm. With significant experience working for North American

headquarter operations of multinational corporations, his practice could be best described as that of a corporate generalist with particular emphasis on general corporate and contract matters, employment issues, and antitrust. Jeff lives on Long Island with his wife Elizabeth and youngest son Bryan.

BRADLEY C. WILMOT is a Managing Director of the Real Estate Capital Markets Group at Wells Fargo Bank. Based in Los Angeles, CA, Mr. Wilmot's efforts are focused on Wells Fargo's securitized, mezzanine, and permanent balance sheet lending businesses. He was recently hired to help continue the growth of the firm's business in the western U.S. Previously, Mr. Wilmot was a founding principal of a boutique private equity and advisory firm located in Los Angeles. He was also head of originations for JP Morgan's real estate lending platform on the West Coast for over eight years. Over his career, Mr. Wilmot has helped build several lending platforms, and has financed over \$10 billion in real estate transactions. He currently is a member of Urban Land Institute, and is a California licensed real estate broker. In addition, Mr. Wilmot is a frequently sought speaker at real estate seminars and conferences, has served as a guest lecturer at various higher learning institutions, and has also authored several articles related to the commercial real estate finance arena over the last 20 years.

GENERAL INFORMATION

MEETING LOCATION

W New York

541 Lexington Avenue
New York, New York 10022
Tel: (212) 755-1200
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REGISTRATION

Please contact your ALFA International Attorney to register.

ATTENDANCE IS OPEN ONLY TO MEMBERS OF
ALFA INTERNATIONAL AND THEIR INVITED GUESTS.

HOTEL

The ALFA International Room Block Rate is **\$339.00 per night, single or double occupancy**. The deadline for obtaining a room reservation at the ALFA International rate is September 27, 2013. After that date, or once the block is filled, reservations will be made based on hotel availability and at a rate determined by the hotel. It is possible that all rooms in the ALFA block will be reserved before the deadline so please REGISTER EARLY. Hotel reservation requests are submitted by completing the online seminar registration process. Please contact your ALFA International attorney to register.

ATTIRE

The attire for the educational sessions and social events throughout the conference is business casual.

CLE CREDIT

ALFA International certifies that this program has been approved for 5.0 hours of General CLE credit for October 22nd in the States of Illinois and California. Approval in the state of New York is pending. If you need credit in another state, please contact that state bar regarding the necessary requirements to obtain CLE credit. ALFA staff is available to assist in any way possible but you must apply individually to obtain credit in your particular state.

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