

DOING BUSINESS WITH THE BRICS: LEGAL AND BUSINESS PERSPECTIVES

Friday 19 April 2013 ▪ 6 CPD hours/points

The Regency Room, Charing Cross Hotel, Strand, London WC2N 5HX, UK

CONFERENCE DETAILS

PROGRAMME

“Doing Business with the BRICS: Legal and Business Perspectives” is a one-day, **CPD-accredited** conference, providing delegates with key legal and commercial insights into doing business with or in the emerging markets of Brazil, Russia, India, China and South Africa (the BRICS).

The BRICS are characterised by their large and quickly developing economies, and they collectively represent 3 billion people, and a GDP of USD 14.9 trillion. The BRIC association’s first formal summit was held in Russia in 2009. South Africa joined in 2010, enlarging the BRIC acronym coined by Jim O’Neill of Goldman Sachs in 2001, and it will host the 2013 summit.

The conference considers some of the key legal and commercial opportunities and challenges in doing business with or in the BRICS, including (for example):

- Political landscapes in the BRICS
- Legal systems and frameworks in the BRICS
- Opportunities for firms and businesses doing, or seeking to do, business with/in the BRICS (or support their clients in doing so)
- Legal issues in commercial transactions with/in the BRICS
- Dispute resolution and litigation with/in the BRICS
- Cultural and practical considerations for doing business with/in the BRICS
- And other topics

There will also be networking opportunities for delegates during and following the conference.

DATE

Friday 19 April 2013

VENUE

The Regency Room, Charing Cross Hotel, Strand, London WC2N 5HX, UK

For directions, and other venue information, please read the Frequently Asked Questions (FAQ), which you can find at www.profirma.co.uk/BRICS/.

AGENDA*

9.00am to 9.30am

REGISTRATION & REFRESHMENTS

9.30am to 9.40am

WELCOME & INTRODUCTION FROM THE CONFERENCE CHAIRMAN, TOM WORNER, PROFIRMA

9.40am to 10.10am

KEYNOTE ADDRESS: THE OPPORTUNITIES AND CHALLENGES OF DOING BUSINESS IN EMERGING ECONOMIES

Speaker:

- Martin Raven, Martin Raven Consultancy. 24 years in HM Diplomatic Service. Former Director UK Trade and Investment, Brazil, and Consul General, Sao Paulo

10.15am to 11.15pm

BRAZIL

Speakers:

- Dominic Minett, Solicitor (England & Wales), Fletcher Day Solicitors, and Director of Brazil Desk Limited
- Luiz Gustavo Garcia Costa, Solicitor (England & Wales) & Advogado (Brazil), Fletcher Day Solicitors, and Director of Brazil Desk Limited

11.15am to 11.30am

BREAK

11.30am to 12.30pm

RUSSIA

Speakers:

- Innokenty Alekseev, Attorney (Russia), Consultant, Mishcon de Reya
- Philipp Koverchenko, Attorney (Russia), Belkin and Strelkin Consulting

12.30pm to 1.30pm

LUNCH (PROVIDED)

1.30pm to 2.30pm

INDIA

Speaker:

- Vijay Goel, Partner, Singhania & Co Advocates & Solicitors, and Founder of Indo European Business Forum (IEBF)

2.35pm to 3.35pm

CHINA

Speaker:

- Dr Alan Ma, Solicitor (England & Wales), and Founder & Partner, Maxwell Alves Solicitors

3.35pm to 3.50pm

BREAK

3.50pm to 4.50pm

SOUTH AFRICA

Speaker:

- To be confirmed

4.55pm to 5.25pm

CLOSING ADDRESS

Speaker:

- To be confirmed

5.25pm to 5.30pm

FINAL REMARKS FROM THE CHAIRMAN & CLOSE

5.30pm to 6.30pm

INFORMAL DRINKS RECEPTION

***The conference agenda, timings and speakers are subject to change.**

KEYNOTE ADDRESS & SPEAKERS

The keynote address will be given by Martin Raven. Martin Raven spent 24 years in HM Diplomatic Service with postings in Nigeria, India, New York (United Nations), Sweden and Brazil. His final overseas assignment was Director UK Trade and Investment, Brazil, and Consul General, Sao Paulo. He is now a business consultant.

Martin will talk about the opportunities and challenges of doing business in emerging economies, using his experience to advise why and how to approach such difficult markets.

On each on the BRICS countries, a qualified lawyer, or other expert in legal and/or business affairs in the BRICS, will speak, and there will be Q&A time. You can find a full profile on each speaker at www.profirma.co.uk/BRICS/.

WHO SHOULD ATTEND?

The conference is for **lawyers, business professionals and business owners** who are doing, or seeking to do, business with or in Brazil, Russia, India, China or South Africa, or who are supporting their clients in doing so – and who would benefit from an overview and understanding of the key legal and commercial issues in doing so. This includes, for example:

- Private practice lawyers, whether your clients are UK-based or BRICS-based
- In-house lawyers
- Other lawyers and law professionals
- Accountants
- Commercial managers/directors, business development managers/directors, contract managers

CPD/CLE

England and Wales

ProFirma is approved by the Solicitors Regulation Authority (SRA) of England and Wales as an external continuing professional development (CPD) course provider. **Up to 6 CPD hours/points are available for the conference.**

Other countries and states

The law societies and bar associations of some other countries and states – such as California and New York for Continuing Legal Education (CLE) – do recognise SRA CPD hours/points, however, please check your own, specific jurisdictional requirements and rules.

If you have any queries in relation to CPD/CLE, please contact ProFirma prior to registering.

Attendance certificates

Attendance certificates will be sent by e-mail to each delegate following the end of the conference.

LANGUAGE

All conference presentations and materials are in English.

CONFERENCE FEE

The conference fee is £299.00 plus VAT.

However, if you book on or before 19 March 2013, the fee will be £269.00 plus VAT.

The conference fee includes:

- All conference materials, including speakers' slides and handouts
- Tea and coffee on arrival, and during the breaks
- A 3-course buffet lunch
- **An informal drinks reception immediately following the conference (in Charing Cross Hotel), and networking opportunities**

ProFirma does not issue VAT invoices (unless requested), however, a VAT receipt will be e-mailed following payment.

Group registrations

Discounts are available for group registrations (e.g. 3 or more delegates from the same company/firm/organisation). Please contact ProFirma on +44 (0)20 3662 4853 or at events@profirma.co.uk.

HOW TO REGISTER

Please complete the conference Registration Form (below), and either e-mail it to events@profirma.co.uk, or send it by post to Events, ProFirma, 9 Adam Street, London WC2N 6AA.

Your registration will be processed and confirmed as soon as payment has been made.

A list of delegate names and companies/firms/organisations will be included in the conference materials. If you don't want your name to appear on the list, please let us know.

PAYMENT

You can pay:

- By bank transfer to "ProFirma Support Services Limited", Barclays Bank Plc, account number: 33529975, sort code: 20-90-56. Please use the delegate's name as the reference.

- By cheque, made payable to “ProFirma Support Services Limited”, and send to Events, ProFirma, 9 Adam Street, London WC2N 6AA. Please write the delegate’s name on the back of the cheque.
- By credit or debit card online at <http://brics.eventbrite.co.uk>.

CANCELLATION POLICY

ProFirma regrets that it cannot issue refunds (of the conference fee) after 19 March 2013. Registration Forms received after 19 March 2013 will not be eligible for a refund. However, someone else may attend the conference in your place.

If you wish to cancel your attendance at the conference, ProFirma must receive written notification (by e-mail or post at the addresses below) on or before 19 March 2013. If such notice is received, a refund of the conference fee will be issued, less a 20% administration charge.

ProFirma reserves the right to cancel or postpone the conference in the unlikely event that sufficient delegate numbers are not achieved, in which case you will be given at least 21 days’ prior notice, and the full conference fee will be refunded to you. In no circumstances will ProFirma be liable for, or pay or refund, any travel, visa, accommodation or other costs or expenses.

DISABLED ACCESS

The venue is accessible by wheelchair. **Please notify ProFirma, before the day of the conference, if you have any special requirements, or if you require any special assistance.**

ANY OTHER QUESTIONS?

If you have any other questions, please do not hesitate to contact ProFirma:

Telephone: +44 (0)20 3662 4853

E-mail: events@profirma.co.uk

Address: Events, ProFirma, 9 Adam Street, London WC2N 6AA, UK

Also, please read the Frequently Asked Questions (FAQ), which you can find at www.profirma.co.uk/BRICS/.

Date: 18 February 2013

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REGISTRATION FORM

Personal details

Please complete in capital letters, or simply attach your business card:

Title: First name/s: Surname:

Company/firm/organisation: Position:

Address:

Telephone:

E-mail address:

Special dietary requirements:

Other special requirements or assistance (e.g. disabled access):

Payment details

Amount paid or to be paid: £ _____ plus VAT. *Please refer to the Conference Details.*

Please tick the appropriate box:

- I have paid or will pay by bank transfer (using the delegate's name as the reference).
- I enclose a cheque with this Registration Form (with the delegate's name written on the back).
- I have paid or will pay by credit or debit card online.

How did you hear about the conference?

<input type="checkbox"/> ProFirma website	<input type="checkbox"/> Direct mail
<input type="checkbox"/> Law Society CPD Centre	<input type="checkbox"/> Advertisement. If so, where _____
<input type="checkbox"/> Referral or recommendation	<input type="checkbox"/> Other. If so, where/how _____
<input type="checkbox"/> E-mail	

Please return the completed Registration Form to events@profirma.co.uk, or Events, ProFirma, 9 Adam Street, London WC2N 6AA, UK