

Doing Deals in Emerging Markets: BRIC & Beyond 2010

New York City, July 23, 2010

Live Webcast, www.pli.edu, July 23, 2010

Why You Should Attend

This program will provide a comprehensive overview of the most pressing legal issues implicated in international dealmaking. Attorneys and other professionals in the field will benefit from the insights offered by a stellar faculty of leaders in the field, who will draw on decades of combined experience to share the best practices and most effective strategies they have learned and successfully employed. This program will bring together dozens of leading attorneys in the field, providing an excellent networking opportunity in addition to an unmatched learning experience.

What You Will Learn

- How key issues differ between U.S. and international deals
- How the deal process differs
- U.S.-style vs. international purchase agreements
- Pro's and con's of having a local partner
- Choice of law, jurisdiction, dispute resolution, language
- Due diligence – cross-border challenges
- How the "long-arm" of U.S. securities regulators impacts international deals
- National security and other impediments
- Ethical issues for clients and their lawyers facilitating international transactions
- Antitrust considerations in international deals
- International private equity – special issues
- How to choose and work with local law firms
- Challenges of the virtual, long-distance deal
- Working with "cultural" differences

Who Should Attend

General counsel, lawyers practicing corporate law involving international transactions, investment, mergers and acquisitions, and investment bankers or other professionals conducting transnational business will benefit from attending this program.

9:00 **Introduction**
John Du, Maurizio Levi-Minzi

9:15 **Doing Due Diligence in BRICs**
• Adhering to the FCPA

- Following foreign due diligence requirements
- Uncovering traps for the unwary

Moderator: John Du

Daniel Calhman de Miranda, Natalia Drebezhina, Adam Qi Li

10:15 Break

10:30 **Negotiating Deals in BRIC: Dealing with Local Market Practices, Legal Frameworks and Different Business Cultures**

- Challenges of the virtual, long-distance deal
- Effective negotiating strategies in cross-cultural contexts

Maurizio Levi-Minzi, Owen D. Nee, Jr.

11:45 **Structuring Investments**

- Working with financial experts
- U.S.-style vs. international purchase agreements

Peter Guang Chen (invited), Maurizio Levi-Minzi

12:45 **Lunch**

1:45 - 2:45 **Local Regulatory Framework: Regulatory Hurdles and Government Approvals**

- National security and other impediments
- Antitrust considerations in international deals
- Securities laws and other regulations

Moderator: John Du

Natalia Drebezhina, Henry Liu, Antenor Madruga

2:45 **How to Choose and Work with Local Law Firms**

- The pros and cons of working with local counsel
- Selecting and working with local counsel
- Facilitating effective communication

Moderator: Maurizio Levi-Minzi

Elizabeth Chien-Hale, Ariel Deckelbaum, Andrea Freitas, William Markstein

3:45 Break

4:00 **Ethics and Anti-Bribery Legislation**

- Ethical issues for clients and their lawyers facilitating international transactions
- Varying corporate cultures, and avoiding impropriety

John Brady (invited), John Du, Alvargo Jorge (invited), Michael McGowen (invited)

CHAIRPERSON

John Du

Jun He Law Offices LLC

New York City

Maurizio Levi-Minzi
Debevoise & Plimpton LLP
New York City

Speaker(s):

Talat Ansari, *Kelley Drye & Warren LLP*
Ana Belotto, *Barbosa, Müssnich & Aragão Advogados*
Lina A. Braude, *Baker & McKenzie LLP*
Daniel Calhman de Miranda, *Mattos Filho Veiga Filho Marrey Jr e Quiroga Advogados*
Peter Chen, Attorney & CPA, *DeHeng Chen, LLC*
Elizabeth Chien-Hale, Senior Patent Counsel - China Coordinator, *Apple, Inc.*
Ariel J. Deckelbaum, *Paul Weiss Rifkind Wharton & Garrison*
Natalia Drebezgina, *Debevoise & Plimpton LLP*
Andrea Freitas, *Banco Itau BBA S.A.*
Carolina Joop, *Demarest e Almeida Advogados*
Kirtee Kapoor, *Davis Polk & Wardwell*
Qi (Adam) Li, *Jun He Law Offices*
Henry Liu, Chairman & Managing Partner of China Practice, *Nixon Peabody LLP*
William Markstein, *Transammonia Inc*
Michael McGowen, *Cabot Corporation*
Owen D. Nee, Jr., *Jones Day LLP*
Peter J. Pettibone, Of Counsel, *Hogan Lovells US LLP*
Pedro Seraphim, *Tozzini Freire Advogados*
Dale A. Spiegel, Jr., *Ernst & Young LLP*

Program Attorney(s):

Peter Beattie, *Practising Law Institute*