



CLAYTON UTZ

Member
No.1 O'Connell Street
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Australia

December 12, 2001

TO ALL PACIFIC RIM ADVISORY COUNCIL MEMBERS - PRIMARY CONTACTS
and
BRAZIL CONFERENCE DELEGATES

Dear Colleagues:

Welcome back from Brazil and PRAC's 30th International Conference. No doubt you are still basking in the hospitality glow of Host Firm Tozzini Freire Teixeira e Silva, who hosted a highly engaging and successful conference, our first in Brazil. Our sincere thanks and congratulations to the entire Tozzini team for hosting the Conference and for including the PRAC family in celebrating their firm's 25th Anniversary.

Saturday's welcome reception at Copacabana's Marriott Hotel followed an event filled afternoon soccer match between two rival local teams, Fluminense and Flamengo ("FLA-FLU"). Sunday's social activities included a spirited trip up to Christo Redentor and an afternoon of "churraisco".

Our business programme began Monday morning with a special Trade Acts presentation with honored guest speakers Anthony Harrington, Stonebridge International LLP and former US Ambassador to Brazil, and Alberto Pfeifer, Executive director of Latin American Entrepreneurial Council. Each provided insight on the current issues surrounding the Free Trade of the Americas Act.

A joint session of the Business Investment & Trade, Energy & Natural Resources and Privatization & Infrastructure Practice Groups next presented a unique energy sector case study which provided for interaction and involvement of all attending delegates. This lively session was well planned, highly involved and interactive which, in turn, provided an ideal environment for idea exchanges. As evidenced by the attendance and laudatory comments, this session will continue in part at future conferences.

Following Monday's luncheon, the business programme continued with the Intellectual Property Group session focusing on internet services and telecom regulations. Peter Hahn (San Diego, USA) and Regina Ribeiro do Valle (Rio de Janeiro, Brazil) led the jurisdiction reporting by several countries.

The inaugural meeting of the Environment & Native Rights Practice Group ran laterally to the IP group, and was led by Vince Piekarski (Honolulu, USA). This session focused on the current environmental issues involved in energy projects in Canada and Argentina.

Monday's business programme closed with the Litigation Practice Group led by Patrick Sherrington (Hong Kong, China). This engaging session examined the role of the Litigation

Practice within today's law firms, with speakers addressing the pros and cons of a strong litigation practice and "advocating" for the position that they had been allocated, regardless of the "private" views on the subject.

A display of cultural dancing highlighted Monday evening's Host Firm Dinner at the Museu Historico Nacional. Delegates and guests participated in Tozzini's 25th Anniversary reflections with a film viewing of the Rodin Exhibition sponsored by Tozzini earlier that month in Sao Paulo.

Tuesday's business programme opened with Practice Management's continuing series "Strategic Planning for Law Firms", with a focus on Mergers and Acquisitions by Law Firms. Jeff Barnes, (Toronto, Canada), Warren Gorrell (Washington, USA) and Denis McNamara (Auckland, New Zealand), led the two hour session with various firms reporting on the overview and planning and implementation issues for law firm mergers, large scale lateral hiring or preparing to be acquired.

As before, the programme for this session was well planned, with various member firms providing a range of insights. This session was timely, informative and well received by all delegates.

A working luncheon featured a special session of the Policy & Planning Committee and provided the results of that Committee's membership survey undertaken earlier in the year.

The Marketing Committee (Paul Finigan, San Francisco USA) continued the afternoon's business programme with a session focused on Client Retention and Development and Involvement of Existing Clients in the Development of New Clients.

One on One Meetings completed the afternoon business programme. In accordance with the suggested guidelines, **Delegates are reminded to follow up with their meeting results and to continue to gather and share pertinent information.**

Tuesday evening's Closing Dinner at the Villa Riso ended the conference programme .

Board Meeting.

Country Briefings were held just prior to Wednesday's Board Meeting, with Brazil, India and the United States reporting. The Board Meeting followed and attended to the business aspects of the Conference.

Policy and Planning.

The Policy and Planning Committee (chaired by John Shirbin for John Elder) presented the results of its survey undertaken earlier this year, which examined

1. The range of practice groups and their focus;
2. PRAC's expansion philosophy
3. Member conflicts due to mergers, expansion or new alliances; and
4. Maximizing the value of PRAC to its members.

A complete copy of the survey results was previously distributed to the members and is available at the PRAC web site Rio Conference Materials link.

Based on the survey results and membership interest, the Policy & Planning Committee made several comments and recommendations to the Board. The following items were undertaken and/or approved for further review and consideration:

Practice Groups

Overall, the membership is satisfied with the range of practice groups and their focus. The Energy & Natural Resources and Privatization & Infrastructure groups will merge and be renamed "Projects & Energy Practice Group".

Based on the survey results the Practice Management committee co-chairs should continue their focus with Strategic Planning for Law Firms.

The survey reports also indicated and the Committee recommended that the Marketing Group continue to strengthen its focus on marketing of legal services amongst member firms and efforts to promote joint projects and also a review of tracking referrals amongst member firms.

The following are the practice group and committee co-chair appointments for 2002-2003:

Banking & Workouts

Osvaldo Marzorati - Allende & Brea - Argentina
Theresa Chong - Skrine - Malaysia

Business Investment & Trade

S. Sivanesan - Rodyk & Davidson - Singapore
A. Peter Parsons - Davis Wright Tremaine LLP - USA

Projects & Energy

Ray Batla - Hogan & Hartson LLP: - USA
Chris Fonteijn - Nauta Dutilh - Rotterdam, The Netherlands
Jose Emilio Nunes Pinto - Tozzini Freire Teixeira e Silva - Brazil
John Shirbin - Clayton Utz - Australia

Environmental & Native Rights

Vincent A. Piekarski - Goodwill Anderson Quinn & Stifel LLP - USA
Denis McNamara - Simpson Grierson - New Zealand

Intellectual Property

Ken Slade - Hale and Dorr LLP - USA
Takemi Hiramatsu - Asahi Law Offices - Japan

Litigation

Patrick Sherrington - Lovells - China
Ross Perrett - Clayton Utz- Australia

Practice Management Committee

Jeffery Barnes - Fraser Milner Casgrain LLP - Canada
Warren Gorrell - Hogan & Hartson - USA

Marketing Committee

Paul Finigan - Brobeck Phleger & Harrison LLP - USA
Jorge Perez Taiman - Muniz Forsyth Ramirez Perez Taiman & Luna-Victoria

Membership Committee

Chairman: Patrick Sherrington; (Jan Willem Sodderland for purposes of PRC membership undertaking)
Members: Jorge Carey; Warren Gorrell, Eui Jae Kim, Jan Willem Sodderland

Policy & Planning Committee

John Elder - Chairman
Members: S. Sivanesan, John Shirbin, Peter Hahn, Osvaldo Marzorati, Jan Willem Sodderland

Membership

The Committee recommended and the Board approved a review of membership expansion in the PRC. The Membership Committee has commenced to undertake that review.

Mergers & Alliances

Survey results have indicated that the membership is satisfied with the current process for dealing with mergers and alliances of members.

Maximizing PRAC Value to Members

Referrals. The Committee has asked the Marketing Committee to investigate methods of tracking referrals between members and report at a future date.

Joint Membership Proposals. The Committee will investigate additional methods by which joint member proposals can be facilitated including the issue of joint billing.

Member Participation. The Committee will investigate areas of concern to enhance member participation.

The Policy and Planning Committee also reported on the consensus view that Brazil was representative of a well-balanced program. In particular, Monday's Joint Session, provided a lively exchange of ideas and interaction and set an example for other groups and committees to consider when formulating future agenda topics and session structure.

Monday's Intellectual Property session was a tight fit for speaker times and the Committee commented that despite past recommendations did not allow for an informal exchange session.

The Practice Management and Marketing sessions were once again, well received. Due to external program changes however, both were cut short and suffered somewhat from insufficient time for informal discussions.

Conference Committee

China 2002 Hong Kong (May 11-15, Beijing May 15-17, 2002)

Staging has commenced for the upcoming China Conference, hosted by Lovells and will feature a public seminar (suggested topic is banking and finance with a focus on raising capital). The hotel conference sites have been selected and preliminary conference packages were distributed in Brazil. Lovells has asked members to advise them by 01 January 2002 as to their attendance in Hong Kong and Beijing. Further details and early registration forms are available at the PRAC web site (www.prac.org), including an Early Registration Form. Additional information will be forthcoming over the course of the following months, with on line registration available at the PRAC web site in January 2002.

Delegates are encouraged to confirm your intended registration for both Hong Kong and Beijing by completing the Early Indication on or before January 01 2002.

There are several follow up agenda topics from Rio's Conference for the various practice groups and committee's. China's conference business agenda (including time slots for the various practice groups and committees) has not been formalized. In that regard and keeping in mind the success of the RIO's joint session as to structure and format, interested Practice Group and Committee Co-Chairs should provide their suggested agenda topics to the PRAC Chair and Lovells Host Committee **by January 05 2002.**

Seattle 2002

Initial staging is underway for Seattle, Washington. The Elliott Grand Hyatt is the selected venue for Davis Wright Tremaine LLP's hosting October 5 through 9, 2002. Additional information for this event is available at the PRAC web site (Conference link).

PRAC Marketing

1. A reminder to follow up with your One on One meetings
2. Mention the PRAC web site (www.prac.org) in your firm's internal network
3. For purposes of the PRAC e-Bulletin which is published and distributed each month via email to Primary Contacts and Marketing Contacts, add Susan Iannetta's name to your firm's internal marketing email or mailing list (susan.iannetta@fmc-law.com). Deadline for contributions is the 15th of each month. Issues are available on line at the PRAC web site (e-Bulletin link). Primary Contacts are encouraged to distribute the e-Bulletin throughout your firm.
4. If you have provided contact information for your firm's marketing representative, they will be added to the Administration Matrix (available at PRAC web site - Practice Group and Chair information link). We encourage ongoing discussions amongst the member firms and will contact representatives in the future regarding possible joint projects and their added participation at future conferences.
5. Directory 2002 will be published in January. Members are asked to provide updated bios to Susan Iannetta not later than December 15, 2001.

Other Business.

A complete copy of the Conference Handbook, accompanying materials and photos are available at the PRAC web site (Conference link). You will be required to use your private user/password information (example: user=asahi password=asahi8).

We will be in contact over the months leading up to China's Conference. In the meantime, the following items are offered as follow up:

Conference Materials. Brazil conference materials can be found at the PRAC web site (Conference link). Members are reminded of their private access information (example: user=asahi password=asahi8).

Membership Directory 2002 - Firm bios and orders **due 15 December 2001**. Contact Susan Iannetta..

2002 Conferences - mark your calendars for the upcoming 2002 conference dates; CHINA (Hong Kong May 11-15) (Beijing May 15-17). Early Registration form **deadline 01 January 2002**. Additional information available at PRAC web site. SEATTLE October 5-9 2002.

China Conference - Practice Group and Committee Co-Chairs submit suggested/draft agenda topics to PRAC Chair and Lovells Host Team **by 05 January 2002**.

Changeover PRAC Chair

Effective January 2002, Jan Willem Sodderland (NautaDutilh, The Netherlands) will take over the role as PRAC Chairman, along with Vice Chairs Osvaldo Marzorati (Allende & Brea, Argentina) and Sivi Sivanesan (Rodyk & Davidson, Singapore). I would like to thank each of them for stepping up to the challenge.

I also thank each of you for your support in my role as PRAC Chairman. Over the past two years the PRAC family has grown not only in size but also in spirit, as evidenced by the many new faces attending conferences and the heightened PRAC awareness within member firms. Strengthening PRAC ties is important to the success of all our members and on behalf of Clayton Utz, I will continue in my efforts to do so. I extend my best wishes to Willem, Osvaldo and Sivi and offer my continuing support to each of them in their new roles.

Many thanks to the delegates participating in PRAC's 30th Conference. Speakers and discussion leaders were prepared and presented very well, leading to successful discussion forums. In particular, this conference remains memorable for the lively and highly interactive Joint Session of the Business Investment & Trade, Energy & Natural Resources and Privatisation practice groups. Much of this undertaking was the responsibility of Jose Emilio Nunes Pinto and we are very grateful for all of his efforts. The "PracLand Chronicle" may become standard pre-conference in-flight reading!

To the wonderful Tozzini attorneys, accompanying guests and staff and, in particular the Host Committee, our heartfelt thanks for your tremendous efforts in organising a highly successful and unique conference, for giving so much of your time to ensure our opportunities to visit your fine country with friends and colleagues and, of course, for capturing the PRAC spirit.

To all Delegates and guests, thank you again for your participation in the Brazil 2001 Conference. I look forward to seeing you in China next year. In the meantime, have a safe and happy holiday season.

Kind regards,

John M. Shirbin
Chairman, PRAC

This report, the Rio Conference Handbook and the Draft Rio Conference 2001 Board Meeting Minutes are available at the PRAC web site (www.prac.org)