

June 15, 2011

TO ALL AMSTERDAM CONFERENCE DELEGATES and PRAC PRIMARY CONTACTS

Dear Friends and Colleagues:

It is just weeks since we attended PRAC's 49th International Conference in Amsterdam. I hope that your onward travels were productive and pleasant. I thought now was the time to send you a short report to remind you of all we achieved.

Following Saturday evening's opening reception and group dine-arounds, on Sunday we enjoyed a luncheon and tour of the Van Gogh Museum. Later in the evening PRAC Delegates and Guests attended the in home Partner Dinners hosted and accompanied by several NautaDutilh partners and lawyers making for a truly exceptional evening and a standout day.

The business program began Monday morning with a Country Briefing on Netherlands and presentation by our Host Firm.

The Litigation and Dispute Resolution PRACTice Group presentation followed with a standout session "*Resolving Issues in the International Marketplace – the Pitch*" which featured the entire Delegation forming several international law firms, each group comprising a broad range of legal expertise. The law firms were asked to concentrate on the strategic issues that need to be considered rather than focusing on the minutiae associated with a particular procedural remedy in a particular jurisdiction. The firms then had an opportunity to prepare, and then each firm will be asked to presented their pitch to the Board. Congratulations to the Winning Team with their pitch (pictured below).



Winning PRAC Pitch Team 2011

L-R

Ana Claudia Tumi (TozziniFreire, Brazil); Vicente Grau (Santamarina y Steta, Mexico); John Shirbin (Clayton Utz, Australia); Marcio Baptista (TozziniFreire, Brazil); Nancy Scull (Luce Forward, United States); Stuart Schaffer (Baker Botts, United States); Purnima Singh (Mulla & Mulla, India); and Edric Pan (Rodyk, Singapore).

A series of pre-scheduled, multiple One on One Meetings among member firms to discuss areas of mutual interest followed.

After lunch on Monday, the afternoon session was host to Corporate Commercial and Business Investment & International Trade PRACTice Group which featured guest speaker Prof. Ingemar Dieirckx's thought provoking session, "*Negotiation Dynamics*".

Accompanying Guests enjoyed a tour to the City of Delft.

Tuesday's business meetings switched to the Amsterdam offices of NautaDutilh. Banking & Workouts held an information session "Future Role and Form of Disclosure Documents".

PRACTice Management followed with an information packed session “Exploring Opportunities of BRIC Countries which offered up several perspectives from Brazil, Russia, India and China.

Tuesday’s Board Meeting closed the business day (see detail below).

Accompanying Guests enjoyed an optional tour to the Dutch countryside.

Tuesday’s Closing Dinner took place at the Rijksmuseum in the accompaniment of Rembrandt’s most famous paintings and was truly a standout evening to end the Amsterdam 2011 Conference.

For additional information and to download session materials, visit the Private Libraries web site http://www.prac.org/materials/ConferenceMaterials/2011_AMSTERDAM/Materials.html The Board of Directors met Tuesday afternoon and the following are the salient points from that meeting:

Board Meeting

The following agenda items were tabled and discussed:

1. Membership

Central America and Panama

A Stage 1 Report received approval by the Membership-at-Large for two jurisdictions, namely Panama and Central America. Members are asked to provide suggested candidate firms to Membership Committee which will begin State 2 Due Diligence undertakings in time for reporting at Singapore’s October 2011 Board Meeting.

Other.

- a. Following a further update, Member Firms were informed by the Membership Committee due to the ongoing economics of the US market that the candidate search for replacement member firms in Los Angeles and Boston would continue to be placed on hold pending economic recovery.
- b. Further, that in light of the continuing abeyance for Los Angeles and Boston, the Membership Committee will undertake a survey of the Membership-at-Large to solicit confidential comments and views regarding membership expansion moving forward. The survey will take place over the coming months with results formalized in time for review at Singapore’s conference October 15-18.

2. Financial

Following a full reporting, the Board approved the 1st Quarter 2011 Report.

3. Policy & Planning

Conference Schedule

- a. 50th International Conference – Singapore – October 15-19, 2011 Hosted by Rodyk & Davidson
- b. 51st International Conference – Houston – April 21-24, 2012 – Hosted by Baker Botts LLP
- c. 52nd International Conference – Buenos Aires- October 20-23, 2012 – Hosted by Allende & Brea

4. Nominating Committee

The Nominating Committee Chair S. Sivanesan reported the results of member search for Chair and Vice Chair for the incoming term (2012-2013) to take effect January 1, 2012. I am happy to reiterate and congratulate Incoming Chair, Jorge Perez-Taiman (Peru) and Incoming Vice-Chair, Jeff Lowe (Vancouver).

5. PRAC Marketing

- a. Please follow up with your One on One meetings
- b. PRAC web site **www.prac.org** Mention / direct link the PRAC web site within your firm's

internal network

c. Consider adding PRAC Director Susan Iannetta to your firm's internal marketing email or mailing list (susan.iannetta@prac.org)

4. PRAC Tools and Publications

PRAC e-Bulletin - monthly publication includes member news, member deals and country update on topical legal issues and reforms. Our e-Bulletin continues to gain recognition both among our members and externally via the PRAC website. Delivered monthly by email to PRAC Primary, PRACTice Group and Marketing Contacts and also available on line at the PRAC web site for public viewing. Member Firms are encouraged to distribute the e-Bulletin throughout your firm and to contribute articles for inclusion. Contact Susan Iannetta for further details.

Primary Contacts Matrix listing of PRAC Primary Contacts (key contacts as identified by each firm) including email addresses is available at PRAC web site Private Libraries

PRACTice Group Contacts Matrix listing of member firm contacts identified by each member firm for various PRACTice Groups is available at PRAC web site Private Libraries

Member Directory –A current pdf version is available for download the PRAC web site and available for public viewing.

Public Library- Worldwide access to our Public Library section has been established at the PRAC web site to host larger publications. Members wishing to contribute manuals or other timely publications should submit same in pdf format Susan Iannetta. Members are reminded that our Public Library is available for public viewing.

Referral Database - Our referral database is updated monthly and can be found online at our Private Libraries http://www.prac.org/PRACprivate/reports/2011_PRAC_REFERRAL.pdf .

Members are asked to continue providing referral details and join initiatives to Susan Iannetta for inclusion in our ongoing database.

For further information on ways to enhance your firm's membership in PRAC see the latest Business Development Package previously distributed to Delegates and available online http://www.prac.org/materials/ConferenceMaterials/2011_AMSTERDAM/Materials.html

In closing, let me remind member firms to continue to look for ways in which to enhance their membership in PRAC, in particular ways in which to make use of the resources this organization provides. In this time of accelerating globalization, all of us should be considering how to draw upon other members in presenting ourselves as a team to our clients in order to provide them with resources our individual firms do not have. Joint marketing efforts are an excellent way to present ourselves to our clients and remind them of the benefits of PRAC. As we look toward meeting again in Singapore, please give some consideration on possible approaches in this area.

With kind regards,

Raymond J. Batla
Hogan Lovells LLP