

May 6, 2013

To All Jakarta Conference Delegates and Primary Contacts
Ref: PRAC Jakarta Chair Report – Jakarta Conference

Dear Friends and Colleagues:

It is just days since we attended PRAC's 53rd International Conference in Jakarta. 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 that we achieved.

Following Saturday evening's opening reception and group dine-arounds, on Sunday we enjoyed a tour of the National Museum and luncheon in Old Batavia. Later in the evening PRAC Delegates and Guests attended the Partner Dinners hosted and accompanied by several ABNR partners and lawyers in a unique setting at Lara Djongang Restaurant, making for a delightful evening.

The business program began Monday morning with a Country Briefing presentation by ABNR Partner Agus Ahadi Deharadjat, followed by our newest member firm, Werksmans Attorneys, presented by Partner Amanda Armstrong.

The Energy, Mining & Natural Resources PRACTice Group followed with an excellent presentation "*The Rising Tide of Resource Nationalization – a Global Challenge*" by a panel of PRAC Delegates from cross jurisdictions including Ross Perrett, Clayton Utz, - Australia; Pablo Louge, Allende & Brea – Argentina; Phillip Payne, ABNR – Indonesia; and Amanda Armstrong, Werksmans – South Africa.

A series of pre-scheduled, multiple 30 minute One on One Meetings among member firms to discuss areas of mutual interest followed.

Following Monday's luncheon, the afternoon was host to PRACTice Management's session "*PRAC Leadership Forecast 2013*". In preparation for this session, member firms were asked to complete an online survey specifically tailored for PRAC firms. John Shirbin and Chris Pinnington led the session through an interactive discussion which proved to be lively and thought provoking and included panel comments from Wang Ling, King Wood & Mallesons- Beijing; Pablo Louge, Allende & Brea – Argentina; and Ross Perrett, Clayton Utz – Australia.

Monday's Accompanying Guest tour enjoyed a lunch and tour to Taman Mini.

Tuesday's sessions started with Corporate Commercial/Business Investment & International Trade PRACTice Group focused on "Foreign Direct Investment in Emerger Markets". Vicente Grau, Santamarina y Steta – Mexico, moderated PRAC panelists from cross jurisdictions who tackled various aspects and included presentations from (for Emerging Markets) Agus Deradjat, ABNR - Indonesia; Marcio Baptista – Tozzini Freire – Brazil; Michael K. Lee – Tilleke & Gibbins – Vietnam; Shardul Thacker – Mulla & Mula – India; and (for Major Investor Countries)- Denmon Sigler – Baker Botts – Houston - United Sates; Jaap Jan Trommel – NautaDutilh –The Netherlands; and S. Sivanesan –Rodyk – Singapore.

The Banking & Workouts PRACTice Group session followed with presentations and a panel discussion addressing "*Foreign Direct Investments in Emerging Markets*". PRAC panelists from cross jurisdictions spoke to various aspects. Panelists including David Hymer, McKenna Long & Aldrich – San Diego, Claudette Christian, Hogan Lovells – Washington; Ross Perrett, Clayton Utz –Australia; Jaap Stoop, Nauta Dutilh – The Netherlands; and Jeff Lowe, Richards Buell Sutton – Vancouver.

The Board Meeting followed and the meeting adjourned at 4:00

Accompanying Guests enjoyed lunch and an optional tour to the Kemang Arts & Crafts district.

Tuesday's Closing Dinner took place at the National Archive Museum and which proved to be a pleasant and entertaining evening, complete with cultural dances and musical entertainment featuring ABNR members.

For additional information and to download session materials from Monday and Tuesday, visit the PRAC Private Libraries at www.prac.org

The Board of Directors met Tuesday afternoon and the following are the salient points from that meeting:

1. Membership

A. Membership Committee. The Committee has been following up on the recommendations of the Sub-Committee Report and Survey taken earlier this year in which the membership-at-large identified the top four jurisdictions for expansion, namely Japan (replacement); and new members for Germany, Spain and South Africa.

(1) Japan. The Committee's work for the Japan jurisdiction is being placed in abeyance until year end. The Committee is committed to seeking a top firm and may, inter alia, revisit this with firms that had been approached earlier. Membership Chair John Shirbin asked firms to direct their views and comments and information on contacts at Japanese firms to the Membership Committee.

(2) Germany. Following up on the Board mandate to advance discussions with the short-list candidate firm with a view to seeking admission of a member firm for Germany in the immediate months ahead, John Shirbin reported that Gleiss Lutz is currently reviewing its potential interest in PRAC membership.

(3) Spain. The Committee's work for the Spain jurisdiction is in abeyance pending confirmation from Jorge Perez Taiman on status and recommendation moving forward. (Jorge was unable to attend Jakarta's conference due to illness.)

(4) South Africa Following the unanimous vote of members in Buenos Aires to extend an invitation to Werksmans, Werksmans became a member effective November 01. In addition, there is a Business Development Initiative underway with between PRAC, Werksmans and LexAfrica which extends an invitation to LexAfrica members to attend PRAC Conferences and events.

2. Financial. Following a full reporting, the Board approved the Estimated 1st Quarter 2013 Financial Reporting.

3. Conference Schedule

54th International Conference – Washington, D.C. September 30 – Oct 01, 2013 – Hosted by Hogan Lovells.

55th International Conference – Taipei, Taiwan – April 26-29, 2014 – Hosted by Lee and Li

56th International Conference – Santiago, Chile – November 8-11, 2014 – Hosted by Carey

4. Policy & Planning.

Jeff Lowe commented on the high quality of written materials presented at the business sessions. Equally, the program execution was excellent – ABNR's host team led by Rick Nazir and Nafis Adwani led their team and did an excellent job. The business and social events were well attended by ABNR partners and lawyers and accompanying guests. The ABNR Partner Dinners took place at a unique venue which lent itself very well for the event. Attendees were able to enjoy dinner in one "home" and then venture to a neighboring "home" to visit with other guests and which was warmly received.

Globalisation of Law Firms. In line with the PRAC sub-committee's 2012 report and recommendations, following the announcement by Fraser Milner Casgrain of its merger with Denton Wilde and Salans, ("Dentons"), they indicated their wish to remain in PRAC. Impacted firms were contacted by members of the Committee with a view to seeking comments as to potential impact. All firms indicated they were in favor of Dentons remaining in PRAC.

5. Nominating Committee

John Shirbin reported the results of the Nominating Committee for the incoming term effective January 01, 2014 thru December 31, 2015. Following the Board vote, Jeff Lowe, Richards Buell Sutton – Vancouver, Canada was appointed Chair; and Ross Perrett, Clayton Utz, Brisbane, Australia was appointed Vice Chair.

6. PRAC Business Development

Delegates are encouraged to **follow up with your One on One meetings.**

PRAC web site **www.prac.org** Mention / direct link the PRAC web site within your firm's internal network.

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

Events

In addition to our conferences, we are always looking to interact with PRACites at other events – INTA, IPBA, ABA, IBA and PDAC are just a few of many other industry related events where PRAC members attend in numbers. In jurisdictions where there are host member firms, we encourage extending reception invites to PRAC Delegates. Let us know which events your firm plans to be represented at and where we can, we will assist you with PRAC attendee lists and also publish your event details at our web site.

While business development is daily, PRAC events and conferences in particular present unique opportunities to forge vital ties with member firms in various jurisdictions and continue to enhance opportunities for cooperative and innovative business development initiatives with friends we know and trust. Your continued support and active participation is appreciated.

Members can view upcoming even details online at www.prac.org/events including:

Saturday, May 4, 2013

Dallas, United States

PRAC Members Gathering @ INTA Dallas 2013 May 4 – 8

September 30 - October 1, 2013

Washington, D.C.

PRAC 54th International Conference Hosted by Hogan Lovells

Monday, October 7, 2013

Boston

PRAC Members Gathering @ IBA Boston October 6 - 11

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. Member Firms are encouraged to distribute the e-Bulletin throughout your firm and to contribute articles for inclusion (deadline is 10th of each month).

Primary Contacts Matrix listing of PRAC Primary Contacts including email addresses) - available at PRAC web site Private Libraries

PRACTice Group Contacts Matrix (listing of member firm contacts for various PRACTice Groups) - available at PRAC web site Private Libraries

Member Directory –A current pdf version is available at PRAC web site. We will be sending out firm bio's for updating the first week in December, although revisions/changes are welcome at any time.

Public Library has been established at the PRAC web site to host larger for public viewing.

Referral Database – available online at our Private Libraries. Member firms are asked to continue providing referral and secondment details for inclusion in our ongoing database.

For further information on ways to enhance your firm's membership in PRAC see the Jakarta Business Development Package previously distributed to Delegates and available online at the PRAC website.

I would like to extend my sincere thanks to ABNR for all of their efforts in hosting this conference. In addition, I would like to thank all of the practice group chairs, panelists and presenters whose efforts provided lively and informative business sessions. I look forward to seeing delegates from all member firms in Washington, D.C. in September.

Best Regards,

Jeff Lowe,
Managing Partner
Richards Buell Sutton

The 53rd PRAC Conference 2013
April 13 – 16, 2013

