

October 15, 2013

To All Washington Conference Delegates and Primary Contacts

Dear Friends and Colleagues:

It is just days since we attended PRAC's 54th International Conference in Washington. 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 Washington's landmarks, and a tour of the Smithsonian National Air and Space Museum, along with a luncheon and tour at Newseum. Later in the evening PRAC Delegates and Guests attended the Partner In-Home Dinners hosted by several Hogan Lovells partners, making for a delightful evening.

The business program began Monday morning with a Country Briefing presentation by Hogan Lovells Co-CEO Warren Gorrell, and Partners Claudette Christian, William Curtin and Steve Immelt.

The Key-Note Speaker address followed, with Samuel ("Sandy") E. Berger providing an interesting and thought provoking exchange of ideas on the geopolitical issues and their impact on the world's economies' financial, economic, social, and security conditions. PRACTice Management followed with an interesting forum on Lawyer Retention, and included PRAC Delegates from a wide range of jurisdictions and firm sizes, including: Pablo Louge, Allende & Brea (Argentina), Nancy Scull, McKenna Long & Aldridge LLP (San Diego); S. Sivanesan, Rodyk & Davidson LLP (Singapore); Anjuli Sivaramakrishnan, Kochhar & Co. (New Delhi); Jaap Stoop, NautaDutilh (Amsterdam); Sarah Tune, Partner, Davis Wright Tremaine LLP (Seattle); Liu Zhigang, King & Wood Mallesons (Beijing), Ross Perrett, Board Chair, Clayton Utz (Brisbane).

Following lunch, Delegates and Guests traveled to the U.S. Supreme Court for a brief tour and a one-on-one off the record discussion with Chief Justice Roberts.

The day ended with a Reception at the Embassy of Colombia hosted by Ambassador Carlos Urrutia.

Following Tuesday's One on One Meetings, members of the Albright Group and select PRAC Delegates presented a wide ranging, round table discussion of the dynamic global business, trade, and investment landscape; the key trends — political, economic, demographic, regulatory, and legal — that impact global businesses and shape trade and investment flows; and the role of regulations and trade laws in specific markets, especially their effect on the promotion of investments. Participants included Amy Celico, Principal, Albright Stonebridge Group, Jose Luis Freire, Partner, Tozzini Freire (Brazil); Don Gips, Senior Director, Albright Stonebridge Group; Carlos Gutierrez, Vice Chair, Albright Stonebridge Group; Patrick Sherrington, Hogan Lovells (Hong Kong); Shardul Thacker, Mulla & Mulla & Craigie Blunt & Caroe (Mumbai).

A General Counsel Forum followed presented by General Counsel from leading international companies,

along with select PRAC Delegates, which provided a highly interactive discussion on new and existing markets, covering such topics as Managing Strategy in a Global Environment, The Evolving Role of General Counsel and Risk, Regulation, and Reward. Participants included Jorge Carey, Carey (Chile); Maryanne Courtney, Senior Vice President and General Counsel, GE Capital, Healthcare Financial Services; Gregory S. Gallopoulos, Senior Vice President, General Counsel, and Corporate Secretary, General Dynamics Corporation; Faizah Jamaludin, Skrine (Malaysia); Jeffrey N. Neuman, Vice President, Corporate Secretary, and Deputy General Counsel, Honeywell International Inc. Christopher A. Nowak, Senior Vice President, Legal, Wyndham Hotel Group, LLC

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

Tuesday's Closing Dinner took place at the Four Seasons, the highlight of which was the entertainment provided by some of the very bright young and talented students from the Duke Ellington School of the Arts – a most delightful treat for all of us!

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 last year, 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 will be seeking redress with the top candidate firms. 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. It was reported that discussions with Gleiss Lutz will be held during the IBA Boston conference immediately following Washington.

(3) Spain. The Committee reported that a Spanish firm had contacted Jorge Perez-Taiman for the purpose of seeking admission to membership. Discussion among the Latin American firms are ongoing.

2. Financial. Following a full reporting, the Board approved the Estimated 4th Quarter 2013 and Proposed 2014 Budget and Financial Reporting. Members can expect to see invoices for their 2014 dues in the immediate weeks ahead.

3. Conference Schedule

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 exemplary quality of business sessions which took on a different format for Washington. Future hosts were encouraged to use Washington's program as an example when formulating their own hosting programs.

Equally, the program execution was excellent – Hogan Lovells' host team was led by Claudette Christian and Warren Gorrell, and the results were outstanding. The business and social events were well attended by Hogan Lovells partners and accompanying guests. The Hogan Lovells Partner In Home Dinners proved once again to be a wonderfully executed and very special event which was warmly received.

5. Incoming Term

Following approval in Jakarta earlier this year, the incoming term effective January 01, 2014 thru December 31, 2015 will be, Jeff Lowe, Richards Buell Sutton – Vancouver, Canada , Chair; and Ross Perrett, Clayton Utz, Brisbane, Australia 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.

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 Washington Business Development Package previously distributed to Delegates and available online at the PRAC website.

As you know, my term as PRAC Chairman will end on December 31, 2012. It has been a great honor to serve our organization during the last two years. I encourage you to provide to the incoming Chairman Jeff Lowe and Vice Chairman Ross Perrett the same valuable cooperation and support that you so generously provided to me during my tenure, and I look forward to seeing you all in Taiwan for the 55th PRAC Conference.

Best Regards,
Jorge Perez-Taiman