

October 21, 2015

To All Vancouver Conference Delegates and Primary Contacts

Dear Friends and Colleagues:

It is just days since we hosted PRAC's 58th International Conference in Vancouver, Canada. 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.

RBS and PRAC Vice-Chair Ross Perrett welcomed delegates and guests at Saturday evening's opening reception at the Pan Pacific Hotel, which was followed by dine-arounds at local restaurants. Sunday's Group Tour included a trip to the Sea-to-Sky gondola in Squamish where we enjoyed the outdoor ambience followed by a relaxed afternoon luncheon and finished off with a horse-drawn carriage ride through Stanley Park ending at the Pan Pacific.

The business program began Monday morning with a Country briefing presentation by RBS Partner, Scott H. MacDonald, which was followed by a special guest presentation **"LNG – British Columbia's Opportunity"** - from The Honourable Rich Coleman, Deputy Premier and Minister of Natural Gas Development and Responsible for Housing.

Monday morning's session continued with PRACTice Management's **"Succession Planning: What's Required to Do It Right?"**, with guest facilitator, Tim Leishman, Firm Leader, and continued through the morning and afternoon with **"Developing the Next Generation of Business Developers"** and **"Improving PRAC Referrals Among Member Firms"**. Large and small group workshops for both morning and afternoon sessions proved informative, lively and highly-interactive.

Monday evening played host to the RBS Partner In-Home Dinners. RBS Partner Hosts welcomed delegates and guests in their homes for what we hoped was an enjoyable and relaxed evening.

Tuesday morning's session continued with one of our new sessions, **"Trends Challenges and Opportunities in the Legal Profession"**. PRAC panelists Jaap Stoop, NautaDutilh, Netherlands; Joe Weinstein, Davis Wright Tremaine LLP, USA; John Shackleton, Simpson Grierson, New Zealand; Jorge Perez-Taiman, Muniz Ramirez Perez-Taiman & Olaya, Peru; Joyce Fan, Lee and Li, Taiwan; discussed important and relevant issues the legal profession is facing around the world. The panelists shared some important insights and created a lively discussion.

Santamarina y Steta (Mexico) participated in a new session **"Member Spotlight"**, designed to focus on a particular member firm's overview and recent updates and in this case, Vicente Grau and Heriberto Garza presented.

Another continued change-up to our conference format followed with redesigned one-on-one meetings. **"Leader Roundtables"**, featured two Group Leaders who each gave two 7 minute presentations to large groups of delegates. From the post comments, it seems this format continues to garner interest and additional tweaking will be made to improve on it at future conferences.

Following lunch, a PRACTice Development session was held and focused on **"Cross Border Litigation – How Companies are Managing the Globalization of Disputes and Regulation"**, which included a presentation by Dennis Tracey III, Hogan Lovells, USA, exploring the finding of a 2013/2014 survey of over 150 Chief Legal Officers of global organizations to identify trends in cross-border litigation and how companies are managing the globalization of disputes and regulation, and took a closer look at the major litigation and regulatory issues facing our global clients, and how they are addressing them, including the trends in utilization and management of outside counsel. A panel discussion followed with PRAC representatives Anjuli Sivaramakrishnan, Kochhar & Co., India; Bruce Johnson, Davis Wright Tremaine, USA; Grace Mao, Lee and Li, Taiwan; Marcio Baptista, TozziniFreire, Brazil; and Panel Moderator: John Shackleton, Simpson Grierson, New Zealand.

The Board Meeting followed and the meeting adjourned at 4:30 pm (see notes below).

Tuesday's Closing Dinner took place at the Terminal City Club where delegates and guests were treated to a very special, moving performance by the Smokey Valley drum and dance group.

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. **Financial.** (see full Finance Report in Vancouver Conference Materials at TAB 16)

Following a full reporting by Ross Perrett, the Board approved the Revised 2015 Budget and Proposed 2016 Financial Reporting. PRAC 2016 membership fees remained at 2015 levels. Invoices will be sent to PRAC Primary Contacts December 1, 2015.

2. **Membership Committee.** (see full Membership Committee Report in Vancouver Conference Materials at TAB 17).

Japan. The Committee's work for the Japan jurisdiction will be seeking to re-visit with the top candidate firms, along with Morrison & Foerster.

United States. The Committee began its review of the various markets with a view to expansion consideration. A Stage One Report for the Atlanta jurisdiction has been received and will be placed on the agenda for further consideration.

China. The Committee's work for the China jurisdiction continues with the top candidate firms.

South Africa and Thailand. The Committee is seeking recommendations and views for replacement candidate firms.

3. **Policy & Planning** (see full Policy & Planning report in Vancouver Conference Handbook TAB 18)

(a) **Survey.** Ross Perrett provided an update to the recent membership survey regarding Hogan Lovells' continued participation and that the Committee's work will begin with a view to providing a draft membership conduct protocol for discussion and adoption in Barcelona.

(b) **GST Tax Issue.** Ross Perrett provided a summary of the Committee's proposal to adopt the suggested recommendation by Bennett Jones to incorporate PRAC and effective 2016, thereby creating a zero-net flow through of applicable Canadian taxes related to PRAC Toronto office overhead. After discussion and vote, the membership resolved in favor that PRAC adopt the recommendation and proceed to incorporate in Canada.

Once implemented both issues (a) and (b) will necessarily mandate revision to the current PRAC Statement of Policies and Objectives.

4. **Conference Schedule**

59th International Conference – Barcelona May 22 – 24, 2016 Hosted by Rousaud Costas Duran

60th International Conference – Manila September 24 – 27, 2016 Hosted by SyCip Salazar Hernandez & Gatmaitan See www.prac.org/events.php for a list of all PRAC events and conferences.

5. **Incoming Chair Term**

At Brisbane earlier this year, the Board unanimously confirmed the appointments of next term PRAC Chair effective January 1, 2016 through December 31 December 2017: Ross Perrett, Clayton Utz, Australia and Vice Chair – Joyce Fan, Lee and Li, Taiwan.

PRAC Business Development

Delegates are encouraged to follow up with your mutual areas of interest / referral matters which were brought to light during the conference.

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

Events - In addition to our conferences, we are always looking to interact with PRACites at other events – including INTA, IPBA, ABA, IBA and PDAC which 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. Members can view upcoming event details and register 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 Vancouver Business Development Package previously distributed to delegates and available online at the PRAC website.

We want to thank all of the delegates who attended the Conference in Vancouver. Your participation contributed to what we hope was a productive and successful conference.

Best regards,

Jeff

Jeffrey J. Lowe, Q.C.

Managing Partner

Direct Tel: 604.661.9202 | Email jlowe@rbs.ca

RICHARDS BUELL SUTTON LLP | Established in 1871

Barristers & Solicitors

700-401 West Georgia Street

Vancouver, BC Canada V6B 5A1

Tel: 604.682.3664 | Fax: 604.688.3830 | www.rbs.ca



PRAC 58th International Conference
Vancouver, Canada

September 26 – 29, 2016



r | b | s
richards buell sutton LLP

