



June 11, 2002

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

Dear Delegates:

Welcome back from China and PRAC's 31st International Conference. Our sincere thanks and congratulations to the entire Lovells' team for hosting the Conference in Hong Kong and Beijing and for including the PRAC family in celebrating their firm's 20th Anniversary in Hong Kong.

Saturday's welcome reception at the Island Shangri-La and dine-arounds at local restaurants started the social program which was followed with an event filled Sunday of activities, including what has become a PRAC tradition of sailing the local waters - this time in Hong Kong Harbour.

Our business programme began Monday morning with a Public Seminar attended by local clients and invited guests on Financial Services in Asia and featured keynote speaker Dr. Hubert Neiss, Chairman, Deutsche Bank, Asia followed by PRAC panel presentations from Lawrence Liu (Lee and Li - Taiwan); Teo Ning Ning (Rodyk & Davidson - Singapore), Jung Un (Kim Chang & Lee - Korea) and provided insight into the liberalisation of the financial services sector in their jurisdictions. Following a programme break, the seminar continued with PRAC panel speakers focusing on the resolution of non-performing loans. William Hay (Lovells - Asia) provided a regional overview, which was followed with presentations from Theresa Chong (Skrine - Malaysia); Andres B. Sta. Maria (Sycip - Philippines) and Takemi Hiramatsu (Asahi Law Offices - Japan). The seminar was followed with a luncheon with keynote speaker Mr. Tony Latter, Deputy Chief Executive, Hong Kong Monetary Authority.

Following Monday's luncheon, the business programme continued with Country Briefings provided by Argentina, Singapore and Hong Kong.

The Banking & Workouts Group followed with a focus on the effects of default in public debt with presentations by Argentina and Hong Kong.

Monday's business programme closed with the Litigation Practice Group led by Lovells' Patrick Sherrington and examined marketing methods for building a successful law practice, with presentations from Peru, Australia, Canada.

Monday evening's Host Firm Theme Dinner "East Meets West" took place at the China Club. Delegates and guests participated in the theme event by dressing in Shanghai style and were entertained with acrobatic and skilful cultural presentations although a few (the professional entertainers) were far better skilled than most us.

Tuesday's business programme opened with Practice Management's continuing series "Strategic Planning for Law Firms", with a focus on law firm restructuring and Asia expansion. Jeff Barnes, (Toronto, Canada) and Warren Gorrell (Washington, USA), led the two and one half hour session with various firms reporting on the overview and planning and implementation issues for law firm restructuring. Lovells' Marc Bartel provided further insight into the Asia marketplace expansion market, and examined the pitfalls and strategy in building a presence in Asia.

The Marketing Committee followed (Paul Finigan, San Francisco USA and Jorge Perez-Taiman - Peru) with a session focused on tracking client referrals. Presentations made by Harmen van Otterloo (NautaDutilh - Netherlands) and Jose Emilio Nunes Pinto (Tozzini Freire Teixeira e Silva - Brazil) focused on some of the specific methods used by their firms.

One on One meetings followed the luncheon break, each firm having selected two other firms to meet with to discuss mutual business concerns. **Delegates are reminded to follow up with their meeting results and to continue to gather and share pertinent information.**

In a follow up to the Joint Session held in Rio, the PRACland Case Study continued as the theme for its interactive and role playing session. This time, the case study focused on telecomm financing.

The Intellectual Property Practice Group led by Ken Slade (Boston, USA) and Masafumi Oshini (Tokyo, Japan), completed the business programme for the day, with a focused look at cyberterrorism laws in various jurisdictions by way of a survey undertaken for purposes of reporting at the conference.

Tuesday evening's delightful and entertaining Gala Dinner at the Island Shangri-La ended the Hong Kong portion of the China conference programme. Following Wednesday's Board meeting, delegates travelled to Beijing for the start of the Beijing portion of the conference.

On Thursday, Delegates visited the Great Wall, the Summer Palace and the Forbidden City. Lovells hosted a wonderful dinner for delegates and guests on Thursday evening at a landmark restaurant featuring local cuisine.

Friday's Public Seminar focused on the aspects, opportunities and challenges confronting China post-WTO as was well attended by local Beijing clients and invited guests. Industry specialist Tony Perkins, Managing Partner, McKinsey China provided an overview, followed by PRAC panellists Raymond Lau, (Lovells - Hong Kong); Rongwei Cai, (Davis Wright Tremaine - Shanghai), Robert Lewis, (Lovells - Beijing) each providing additional insight in various industries including high tech investments and telecom services. Jim Higbee (Consultant - Asia) provided a view on the China Energy and Oil and Gas Opportunities post WTO.

The luncheon was enhanced with a keynote speaker from the US Embassy of Foreign Affairs, Lee Boam, who provided a view on the current state of business affairs in China post-WTO.

Following the close of the Beijing programme, delegates and guests attended an open house reception to celebrate the new offices of Lovells - Beijing.

Board Meeting.

The Board Meeting followed and attended to the business aspects of the Conference.

Policy and Planning.

The Policy and Planning Committee (chaired by John Elder) presented a draft of a framework for joint billing scenarios to the membership for review and consideration. Members were asked to provide comment/recommendations at earliest convenience. (Copy available at PRAC web site Private Libraries/Bulletin Board).

The Policy and Planning Committee also reported on the consensus view that Hong Kong's agenda was representative of a well-balanced program, with sufficient business and social activities intermingled.

As the Beijing portion of the conference had not taken place at the time of the Hong Kong Board Meeting, I can report that it too was equally balanced, and in particular, the Public Seminar was well attended by clients and invited guests and seemed very well received.

Membership

The Committee recommended and the Board approved a review of membership expansion in the PRC. The Membership Committee commenced to undertake that review while in Beijing, with a view to consider whether separate members for Beijing for Shanghai might be useful.

Conference Committee - Seattle - October 5-9, 2002

There are several follow-up agenda topics from China's Conference for the various practice groups and committees. Seattle's conference business agenda (including time slots for the various practice groups and committees) has not been formalized. In that regard interested Practice Group and Committee Co-Chairs should provide their suggested agenda topics to the PRAC Chair and Seattle Host Committee **by June 25, 2002.**

New Zealand - April 5-9, 2003

Initial staging is underway for Simpson Grierson's Auckland hosting. Consideration is being given to delegates who may wish to bring along family members, similar to South Africa's hosting. Additional information for this event will be available at the PRAC web site (Conference link) in the coming months.

Vancouver - September 20-24, 2003

Initial staging has begun for Richards Buell Sutton's Canadian hosting next year.

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 practice group representatives, they will be added to the Contacts Matrix (available at PRAC web site).

5. Directory 2002 was published and is available in pdf format on line at the PRAC web site. All delegates received a hard disk copy of the Directory in the Conference Handbook.

6. Due to increased submissions to the monthly e-Bulletin, a Public Libraries section will be established at the PRAC web site to host larger member publications. Members wishing to contribute manuals or other timely publications should submit same in pdf format by email to S. Iannetta. Members are reminded that this new section "Public Libraries" will be open viewing for the public.

Other Business.

Conference Materials. China 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).

Practice Groups Co-Chairs interested in securing a time slot for Seattle's October conference, are reminded to follow up with host firm Davis Wright Tremaine's Peter Parsons (peterparsons@dwt.com) before June 25 to confirm your group's proposed agenda.

Many thanks to the delegates and accompanying guests participating in PRAC's 31st Conference. To the Lovells Host Team, and in particular, Virginia Chan and Roy Huang, Tim and Jane Fletcher, Patrick and Joy Sherrington and Lisa Pearmain, our heartfelt thanks for your efforts in organising a successful and unique conference, both in Hong Kong and Beijing. In particular, thank you for giving so much of your personal time to ensure our marvellously fun times in re-visiting Hong Kong and, for many of us, to experience for the first time the new world of China. It is one we will not soon forget.

I look forward to seeing you in Seattle later this year.

Kind regards,

Jan Willem Sodderland
Chairman, PRAC

This report, the China Conference Handbook, Draft China Board Meeting Minutes and draft framework for joint billing projects are available at the PRAC web site (www.prac.org)