

2018 Lex Mundi Europe/Middle East/Africa Regional Conference

October 4-6, 2018
Rome



Hosted by: Chiomenti

Agenda

Thursday, October 4

9:00 a.m. – 5:00 p.m. **Board of Directors Meeting**
Tevere

1:00 p.m. – 5:30 p.m. **Registration**
Garden Lobby

Pick up your conference materials and name badge and obtain information regarding all meetings and events at Registration.

3:00 p.m. – 4:15 p.m. **Practice Group Meetings**
Africa Group – Bernini
Antitrust, Competition and Trade – Caravaggio

4:15 p.m. – 4:30 p.m. **Break**
Garden Lobby

4:30 p.m. – 5:45 p.m. **Practice Group Meetings**
Litigation, Arbitration and Dispute Resolution - Caravaggio
Bank, Finance and Regulation - Bernini

6:00 p.m. – 6:20 p.m. **First Time Conference Attendee Meeting**
Tevere

Come meet the Lex Mundi Chair-elect and Lex Mundi staff at this informal orientation. You will learn ways to make the most of the conference experience and ideas for following up after the conference.

6:30 p.m. – 8:00 p.m. **Opening Reception – Waldorf Astoria Cavalieri**
Terrazza degli Aranci

Network with your Lex Mundi colleagues at the opening reception where you will enjoy a spectacular view of the Eternal City.

Friday, October 5

- 8:00 a.m. – 5:00 p.m.** **Registration**
San Pietro Gallery
- 7:45 a.m.- 8:55 a.m.** **Women and the Law Committee Breakfast**
Tevere
- 9:00 a.m. – 9:30 a.m.** **Welcome and Self-Introductions**
Michelangelo
- 9:30 a.m. – 9:40 a.m.** **Host Firm Introduction**
Michelangelo
- Chiomenti (member firm for Italy)*
- 9:40 a.m. – 10:20 a.m.** **Protectionism Measures: Where We Stand from the European Perspective**
Michelangelo
- Prof. Claudio Dordi, Associate Professor of International Law, Bocconi University, and Faculty Member, World Trade Institute*
- Prof. Dordi will explore various protectionism measures being undertaken and their implications for Europe, including tariffs, non-tariff barriers, the WTO and the changing world economy.
- 10:20 a.m.–10:40 a.m.** **Break**
San Pietro Gallery
- 10:40 a.m. – 11:55 a.m.** **The Real Impact of Trade and Investment Protectionism Policies on Multinational Companies**
Michelangelo
- Ambassador Gabriele Checchia, Former Italian Ambassador to NATO and the OECD*
Gianpaolo Accossato, Senior Vice President and General Counsel, Magneti Marelli S.p.A.
[Martin Cooke](#), General Counsel & Group Company Secretary, The Edrington Group Limited
[Paul Kaleta](#), Executive Vice President and General Counsel, First Solar, Inc.
Nicola Bellucci, Legal Affairs Africa, Middle East and India, Pirelli & C. S.p.A.
- Moderators: James A. Baker, IV, Partner, Baker Botts, L.L.P. and Ben Haglund, Partner, Day Pitney LLP, Board Liaisons to the Client Advisory Council*
- The program begins with an introduction by Ambassador Checchia on the geo-political scenario and international trade policies. Following, the panel will discuss how the protectionism measures are impacting their businesses and how their companies are adjusting to ensure continued profitability and avoid sanctions.

11:55 a.m. – 12:15 p.m. Break
San Pietro Gallery

12:15 p.m. – 1:00 p.m. Understanding the GDPR
Michelangelo

[Dyann Kostello](#), Group Vice-President, General Counsel & Chief Compliance Officer, Techtronic Industries Company Ltd.
[Arne Wittig](#), Group General Counsel and Head of Legal, thyssenkrupp AG
[Paolo Bertoni](#), Head of IP Department, Chiomenti

The EU Global Data Protection Regulation went into effect May 25, 2018. The regulation was designed to harmonize data privacy laws across Europe, to protect and empower all EU citizens data privacy and to reshape the way organizations across the region approach data privacy. But, the GDPR has sweeping impact on businesses everywhere – not just in the EU – and it appears countries are not applying the rules consistently. Hear how the GDPR has impacted multi-national companies and what kind of advice they need going forward.

1:00 p.m. – 2:40 p.m. Lunch with Speaker
Terraza Monte Mario

Giulo Ranzo, Chief Executive Officer and General Manager, AVIO SpA, a leading Italian listed company operating in the space launch systems and spacecraft propulsion sector

Mr. Ranzo will discuss the expansion of the space industry, its international dimension and the need of a global regulatory framework.

2:50 p.m. – 3:00 p.m. New Member Firm Introduction – Gardetto Law Offices
Michelangelo

Emmanuel Dazin, Gardetto Law Offices

3:00 p.m. – 3:40 p.m. Brexit: Where Are We Now and What Does the Future Hold?
Michelangelo

Ken O'Flaherty, Deputy Head of Mission, British Embassy Rome

Mr. Flaherty will discuss the status of Britain's withdrawal from the EU and how the UK Government is working to ensure certainty to companies, businesses and individuals and avoid unexpected changes that could potentially disrupt commercial relations.

3:45 p.m. – 5:00 p.m. Practice Group Meetings
Cross-Border Transactions - Caravaggio

6:40 p.m. – 10:30 p.m. Dinner – Palazzo Taverna

Built in the 13th Century as the abode of the Borgia and the Orsini families, Palazzo Taverna is the most romantic Palazzo in Rome. It is located between Piazza Navona and Castel S. Angelo and even Dante referred to

the Palazzo in his masterpiece, “The Divine Comedy.” We will enjoy cocktails and a gourmet dinner in the Baroque wing accentuated with a remarkable paintings gallery and magnificent period furniture. Meet in the lobby at 6:30 p.m. for transportation. Dress: Business or cocktail attire;
Last bus leaves at 7:00 p.m.

Saturday, October 6

8:00 a.m. – 12:00 p.m. Registration
San Pietro Gallery

9:00 a.m. – 9:30 a.m. Lex Mundi’s Global Client Service Platform (GCSP)
Michelangelo

Gordon Vala-Webb, Senior Advisor, Technology and Innovation, Lex Mundi
Eric Staal, Vice President, Business Development, Lex Mundi

Lex Mundi’s Strategic Plan includes a focus on equipping the unparalleled collection of top-tier law firms - that make Lex Mundi the best global network of firms - with a client-centered, integrated and modular set of methods, technologies and capabilities. This platform – an extension and strengthening of existing capabilities – enables a member firm, working on its own or in collaboration with others, to more seamlessly and more efficiently provide legal services centered on the client’s business results. The development of the GCSP is intended to differentiate Lex Mundi’s unique model from other players in the legal market while not compromising the independence of the members and the non-exclusive nature of membership.

9:30 a.m. – 11:00 a.m. Building a Key Client Program with Client Teams
Michelangelo

Eric Staal, Vice President, Business Development, Lex Mundi
David Sanders, Senior Manager, Business Development, Lex Mundi

Eric and David will provide an update on current and forthcoming business development initiatives, including guides, reports, tools and solutions for clients. The update will be followed by a session on building a key client program and supporting clients through firmwide or Lex Mundi teams.

11:00 a.m. – 11:30 a.m. Break
San Pietro Gallery

11:30 a.m. – 12:45 p.m. Cultural Intelligence: Building Better Client Relationships
Michelangelo

Peter Alfandary, PRA Cross Cultural and Development

Law firms are facing a paradox: we live in a time of globalization and near instantaneous communication, where English dominates the world of business as the only real *lingua franca*. Our world is one of email, of social media, of lightning speed communication that demands our equally fast reaction. At the same time, lawyers are working in a context where despite speaking the same language as their clients and colleagues, they are failing

often to make themselves understood – their manners, their business practices, their work culture and their values. Bridging this gap requires cultural intelligence –the individual’s ability to work effectively and efficiency across different cultural boundaries. This session will explain how you can bridge the gap personally and will provide tips for assisting your lawyers in bridging this gap.

12:45 p.m. – 2:15 p.m. Networking Lunch
Terrazza Monte Mario

3:30 p.m. – 8:00 p.m. Group Excursion – Bus Tour of Rome and Exclusive Vatican Tour

We begin with a bus tour exploring the beautiful city of Rome and ancient sites, leading to the Vatican. You will see the major sites of Rome including the Colosseum, Palatine Hill, Circus Maximus, St. Paul’s Gate, Fontana del Tritone, Villa Borghese, Castel Sant ‘Angelo and more, with a few stops along the way. We will reach the Vatican approximately 5:45 p.m. for a very special, guided private tour of the Vatican Museum, Sistine Chapel and St. Peter’s Basilica. Dress: Casual, comfortable shoes; Meet in the lobby at 3:30 for transportation. **Last bus leaves at 3:40 p.m.**

8:30 p.m. – 10:30 p.m. Closing Dinner – Casina Valadier

We will depart the Vatican for dinner at Casina Valadier, located a few steps from the Spanish Steps in the Villa Borghese Park. Casina Valadier was built by the famous Roman architect and urban planner Giuseppe Valadier between 1816 and 1837. During cocktails, you will enjoy a panoramic view of Rome, followed by dinner where you can unwind with your colleagues in the garden. Dress: Casual

Friday, October 5

9:00 a.m. – 3:30 p.m.

Accompanying Persons Tour – Ostia Antica USD 110

Ostia Antica is a large archaeological site that was ancient Rome's seaport and one of the most thriving cities in the region. It served as Rome's main seaport during the Roman Republic (509 BC – 27 BC) and was largely improved by Julius Caesar and Tiberus during the Roman Empire. After the collapse of the Empire, the city fell into decadence and was eventually abandoned and remained untouched and preserved for centuries.

The site still houses the remains of most of the buildings before it was abandoned. You can still see houses, shops, taverns and a theatre and get a feel of what life was like in this bustling city 2000 years ago.

Following the guided tour of Ostia Antica, guests will enjoy lunch before returning to the hotel. Dress: Casual; **Bus begins loading at 8:50 a.m. and leaves at 9:00 a.m.**

