

Corporate Legal Counsel

المستشار القانوني للشركات

Supersizing business growth and fostering sustainable success by navigating the company through various regulatory minefields

Millennium Hotel, Doha, Qatar

18th & 19th September 2011

This will be a dual language forum with Arabic - English translation

All presentation slides will be in English

Exclusive pricing for CORPORATE COUNSEL MIDDLE EAST (CCME) members to attend the event if they register with Ms. Catherine Foo at CatherineF@marcusevanski.com to protect the exclusivity of the discounts as below:

Book before 14th August 2011, pay only USD2,195 (discounted rate)

Book after 14th August 2011, receive a 10% discount off USD2,595

Your distinguished chairperson:

Karim Elhelaly Regional Legal Counsel, MEA
Reliance Globalcom Limited, United Arab Emirates

Benefits of attending:

- **Recognising** the rising role of an in-house counsel in achieving business profitability and sustainability
- **Benefiting** from variety of industry proven legal tools to improve the overall quality of legal services
- **Enhancing** in-house counsel's management proficiency to avoid potential conflict of interests
- **Maintaining** independence while implementing cost-effective legal compliance within corporation
- **Magnifying** current trends regarding corporate governance and legal risk issues within the region
- **Building** strong business acumen and transparent relationship with other relevant business units
- **Incorporating** legal function at the early stage of every corporate projects for better accountability

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"You have to believe in yourself"

Sun Tzu

As companies expand globally, legal counsels are expected to multi-task not only as legal advisors but as business partners, strategic planners as well as risk and crisis managers



Featured speakers:

Fawzy Widat Alla Legal Expert
Qatar Central Bank, Qatar

Dr. Mona Gamal Eldin Senior Legal Advisor
Mowasalat, Qatar

Derek Oliver General Counsel
Qatar Financial Centre Regulatory Authority, Qatar

Gamaleldin Ali Eltoum Counsel-Legal Affairs
Dohaland, Qatar

Andre Scheerer Group Head of Legal
Al Khalij Commercial Bank (al khaliji) Q.S.C. Qatar

Dr. Idris I. Gamil Sr. Legal Advisor & Board Secretary
Qatar Steel Company (QSC), Qatar

Hugh Thompson EGM & Group Chief Legal & Corporate Affairs Office
Commercial bank, Qatar

Dr. Adnan Ali Steitieh Executive Director & General Manager - Investment Branch
Salam International Investment Ltd, Qatar

Ziad Zarka General Counsel
Qatar Intl Petroleum Marketing Comp (Tasweeq), Qatar

Tajedin Idris Babekir Head of Legal
MEEZA, Qatar

Abdulrahman Al Sayed Legal Manager
HSBC Bank Middle East Limited, Bahrain

Imad Chemaly Legal Counsel
International Bank of Qatar, Qatar

Ali Al Baker Director - Corporate Governance
Qtel International, Qatar

Yahia Abdelkareem Al Obaid Legal Counsel
Abu Dhabi Ports Company, United Arab Emirates

Walid M. Haroun Legal Advisor
Al Arab Group, Saudi Arabia

Sudheendran K. Yasodharan Legal Advisor
Advanced Petrochemical Company, Saudi Arabia

Sunday 18th September 2011

0800 Registration and morning coffee

0830 Opening and welcoming remarks from the Chairman

Karim Elhelaly Regional Legal Counsel, MEA
Reliance Globalcom Limited

0845 Session One

Uncovering the recipe for project success: Convergence of law and business in project finance

- Analysing the roles of legal counsel in the overall supervision of project development
- Mastering the key legal issues raised by project finance transaction and public-private partnership
- Reviewing types of project contracts and key provisions of financing agreements
- Performing legal analysis of project finance to mitigate potential risks

Dr. Mona Gamal Eldin Senior Legal Advisor
Mowasalat

0930 Session Two

Emphasising the role of legal counsel in managing a healthy relationship with regulators

- Highlighting the significance of a win-win relationship with the regulators
- Debating the roles of compliance in promoting the spirit of fairness and honesty
- Implementing new initiatives that conform to sound regulatory principles
- Securing stakeholders' best interest by navigating through uncharted waters
- Knowing your regulators and understanding the regulatory landscape

Derek Oliver General Counsel

Qatar Financial Centre Regulatory Authority

1015 Morning refreshments and networking break

1030 Session Three

Top management perspective: Role and function of corporate legal counsel

- Discussing legal counsel duty in ensuring legal safety net: As guide, mentor, executor, defender
- Assessing management's expectation towards legal counsel on compliance, governance and dispute resolution
- Educating BOD and executives on responsibilities, liabilities and legal frame work of company's activities and its subsidiaries Increasing responsibilities of legal counsel to ensure appropriate legal steps and procedures have been taken to protect company

Dr. Adnan Ali Steitieh Executive Director & General Manager -
Investment Branch

Salam International Investment Ltd

1115 Session Four

Demonstrating the value creation potential of an in-house legal function through performance

- Building a high performance legal team by setting key performance indicators and performance goals
- Achieving efficiency by integrating legal service standards with corporate performance management program
- Improving the deployment of human resources for maximum leverage on legal intellectual capital
- Relying on formal competency-based tools to achieve balance in your legal scorecard

Sudheendran K. Yasodharan Legal Advisor

Advanced Petrochemical Company

1200 Prayer and networking luncheon

1315 Session Five

Analysing the economic impact of UK Bribery Act 2010: Why does it matter in the Middle East?

- Examining the influence of the UK Bribery Act on Middle East based businesses and individuals
- Discussing on the additional compliance obligations it imposes on international cross-border trading
- Preventing bribery and corruption through the establishment of adequate procedures under the Bribery Act
- Building an effective anti-bribery plan by assessing the potential risk of bribery within the business

Gamaleldin Ali Eltoum Counsel-Legal Affairs
Dohaland

1400 Session Six

Driving corporate success with strategic intellectual property (IP) management

- Leveraging on intellectual property: Failing to treat IP assets as corporate asset
- Protecting IP rights against infringement and piracy by fine-tuning your intellectual property business strategies
- To patent or not to patent: Safeguarding your IP rights in the UAE and other jurisdictions abroad
- Analysing the major considerations when auditing an IP rights subject matter, including:
 - Patents and trade secrets
 - Trademarks
 - Copyrights

Tajedin Idris Babekir Head of Legal
MEEZA

1445 Afternoon refreshments and networking break

1500 Session Seven

Taking anti-money laundering (AML) to the next level: The legal counsel's perspective

- Assessing the latest regional AML regulations development in fighting against financial crime
- Highlighting new challenges faced by legal counsels in protecting investors through AML protocols
- Protecting your firm by ensuring compliance with global and regional AML legislations, standards and requirements
- Maintaining high corporate transparency by cultivating the necessary internal organisational culture

Hugh Thompson EGM & Group Chief Legal & Corporate Affairs
Officer

Commercial bank

1545 Session Eight

Examining the reformation in labour law and its implication towards the region's work force

- Complying with the labour law by acknowledging the fundamental principle and rights of your labour force
- Addressing the government initiatives in promoting vocational health and safety systems
- Appraising the effect of wage protection system towards safeguarding labour and industrial relations
- Encouraging the standardisation of employment contracts and recruitment agencies bilateral agreements

Imad Chemaly Legal Counsel
International Bank of Qatar

1630 Closing remarks from the Chair and end of Day One

0800 Registration and morning coffee**0830 Opening and welcoming remarks from the Chairman**

Karim Elhelaly Regional Legal Counsel, MEA
Reliance Globalcom Limited

0845 Session One**Legal due diligence: Crucial component to every significant corporate transaction**

- Making low risk-high return purchasing decision with legal due diligence analysis
- Quantifying and qualifying legal liabilities of every proposed deal to safeguard investor interest
- Drafting and negotiating the agreement based on information gathered in the due diligence process
- Addressing the benefit of legal due diligence analysis towards different aspects of the business, including
 - Financial
 - Tax
 - Technical
 - Commercial dues

Ali Al Baker Director - Corporate Governance
Qtel International

0930 Session Two**Translating legal risk into business reality!**

- Recognising legal risks as permanent and fundamental threats to shareholder value
- Devising action plans by engaging timely risk preventive strategies and crafting creative legal solutions
- Defining and identifying the main legal risks pertaining to the overall business operating environment
- Implementing proactive legal risk mapping
- Focusing on risk management trends, changing laws and legal implications impacting businesses

Dr. Idris I. Gamil Sr. Legal Advisor & Board Secretary
Qatar Steel Company (QSC)

1015 Morning refreshments and networking break**1030 Session Three****Promoting good business practices and corporate citizenship with strategic corporate governance**

- Leveraging on your in-house legal function in an era of tight governance
- Debating the significance and limitations of corporate governance from a business' perspective
- Discovering the principles of good corporate governance and best practice recommendations
- Examining key global governance trends and priorities affecting organisational development:
 - Accountability
 - Information disclosure
 - Corporate social responsibility
 - Transparency
 - Risk management

Fawzy Widat Alla Legal Expert
Qatar Central Bank

1115 Session Four**Mastering the art of contract negotiation: The do's and don'ts in contract negotiation**

- Examining key techniques and alternative negotiation tactics to contract negotiation glory
- Harnessing the power of persuasion using supportive statements and avoiding certain contract language
- Aiming for win-win solution by seeking clarity through careful discussion of each element of the deal
- Knowing when to draw a line: A negotiator is also paid to walk away from a bad deal!

Andre Scheerer Group Head of Legal
Al Khalij Commercial Bank (al khaliji) Q.S.C.

1200 Prayer and networking luncheon**1315 Session Five****Contracting and directing every move with excellent contract management**

- Developing a checklist of important points to ensure close supervision on contract execution
- Monitoring contract performance, changes and claims by advocating proactive communication between clients and vendors
- Ensuring compliance by mastering the most critical provisions in contract management
- Raising the organisation's contract execution capabilities in order to reduce operating cost

Ziad Zarka General Counsel
Qatar Intl Petroleum Marketing Comp (Tasweeq)

1400 Session Six**Banking perspective: Enhancing corporate governance for banking organisations**

- Outlining the corporate governance practices to increase transparency of banks
- Building a sound legal and regulatory framework by exploring corporate governance processes
- Analysing roles of board of directors and senior management in corporate governance establishment and compliance
- Promoting a supportive environment for the solid corporate governance to ensure adherence

Abdulrahman Al Sayed Legal Manager
HSBC Bank Middle East Limited

1445 Afternoon refreshments and networking break**1500 Session Seven****Evaluating the various dispute resolution techniques in resolving business-related disputes**

- Arbitration, negotiation, mediation: What to use, where and under what circumstances?
- Managing conflict in a cost-effective manner while achieving mutually satisfactory solutions
- Examining the factors to consider when choosing a particular process of dispute resolution
- Administering dispute resolution processes that best fit the company's goals and objectives

Walid M. Haroun Legal Advisor
Al Arab Group

1545 Session Eight**Building sustainable institutional governance by promoting internal control compliance program**

- Evaluating the need of compliance and internal control resulted from regulatory development
- Developing and adopting adequate enterprise-wide internal controls, ethics and compliance
- Ensuring that your employees comply to regulatory guidelines, industry practices and professional standards
- Achieving cost-effective compliance to SOX and enhance internal controls with limited resources

Yahia Abdelkareem Al Obaid Legal Counsel
Abu Dhabi Ports Company

1630 Closing remarks from the Chair and end of Day Two

Why you cannot miss this event

Legal counsels play an increasingly important role in today's business. Legal judgment and business judgment are both important criteria of competent legal counsels. A modern in-house counsel is expected to have high awareness on business practices and also to keep abreast of regulatory developments. Thus, being commercially minded while legally astute is vital!

Legal counsels are now involved in all business matters from the start by proactively providing strategic business advices. This is to ensure that every business opportunity secured is legally maximised without compromising the company's legal compliance. Realistically assessing legal risk and sharing accountability with other business units in decisions making process will also minimise potential risk-exposure to bottom line, personnel and the company's public image.

Join us in this prominent gathering of Middle East's legal professionals. This forum will outline the best proven methodologies in resolving commercial and legal issues within the legally allowed framework. Don't miss this opportunity to empower your in-house legal function in developing cost-effective structure for regulatory, governance and compliance management. Hike your total profitability by boosting your legal-preparedness for the new economy!

Who should attend

- General counsel
- Corporate counsel
- In-house counsel
- Regional counsel
- Legal counsel
- Legal advisor
- Vice President of Legal
- Chief legal officer
- Chief Regulatory Officers
- Company lawyer
- Legal director
- Legal manager
- Legal affairs manager
- Head of Legal
- Corporate governance manager
- Corporate governance officers
- Chief compliance officer
- Compliance manager

Across all industries & government authorities

About the Endorser

IACCM (www.IACCM.com) is a global community for leaders in procurement, sourcing, contract management, sales, and legal. The only forum where all sides come together to improve the overall process; a catalyst for improvement, change and global understanding. It provides thought-leadership and innovation, through our unique perspectives – cross-industry, cross-functional and cross-cultural.

About the Official Online Partner

Zawya is the leading online business intelligence provider focusing on the Middle East & North Africa, enabling nearly 1 million professionals worldwide to find and connect to the right business and investment opportunities in the region. With unique content and tools including detailed company profiles, timely aggregated news through Zawya-Dow Jones, leading industry and asset class research, an exclusive online network, and direct access to a team of 40+ experts covering most sectors, Zawya provides its users with the intelligence they need to conduct business in MENA. Headquartered in the UAE, Zawya has physical presence in Saudi Arabia, Lebanon, and the USA. For more information, please visit www.zawya.com

marcus evans would like to thank everyone who has helped with the research and organisation of this event, particularly the speakers and their staff for their support and commitment.

About the Supporting Organisation

The **Corporate Counsel Middle East Group** founded in 2007 is the leading legal association of in-house lawyers and general counsel at corporations and businesses operating in the Middle East. CCME sponsors Middle East wide monthly continuing legal education seminars and events, networking opportunities and legal updates targeted to its membership's needs. It enjoys partnerships with top tier law firms, media firms and recruitment companies operating in the Middle East and confers the benefits of these partnerships on its membership.

About the Official Business Magazines

Celebrating 10 years of publication, **Gulf Business** has remained the region's premier English-language business magazine. Gulf Business's country reports, landmark features and incisive analysis of business news reflects the local market like no magazine has done before.

The definitive Middle East publication for meetings, incentive travel, conferences, exhibitions and events. **Middle East MICE & Events** provides authoritative, informative and educational content for MICE bookers and event planners, hospitality industry professionals, venue managers, travel agents, airlines and government tourism departments. Catering for everyone from the secretary booking board meetings to leading multinational corporate executives, Middle East MICE & Events covers both in-bound and out-bound MICE business, with regular features including destination reports, what's new, people on the move and advice such as getting the basics right, site inspections and planners check-list. For more information, please visit: www.memicee.com

About the Official Online News Partner

Trade Arabia is an online business news and information portal covering various trade and industry sectors in the GCC, Middle East and the Levant.

Founded in 1999, it has been online for more than 9 years delivering business information and trade news updates to millions of online readers worldwide. The portal is organized into various news channels is being accessed by millions of visitors per month.

The winner of Bahrain 2009 eContent Award (eMedia Category), the portal is being visited by more than 3.5 million visitors per month and its pages / sections / news / business directory are generating more than 16 million page views per month based on the site's May 2010 statistics.

About the Online Partners

The Gulf represents Al Hilal's development into mainstream business publishing as the company expands its portfolio of titles into business news and analysis. Published by the international arm of Al Hilal Group, the Gulf combines a paid-for subscription. The Gulf is a premium weekly business title – covering breaking news and providing in-depth analysis on the events shaping the region at a time when Gulf countries are playing an increasingly important role in the global economy.

The Gulf team across the region interview major decision-makers and identify important business trends. Monthly special reports make sense of a particular sector or country, and a monthly risk analysis round-up provides a guide to the latest political and economic events. The Gulf is at the heart of the latest events in this critical region.

Gulf Industry has established itself as a "must-read" publication for anyone with an involvement in the region's industrial sector. The publication represents a "window" into the Gulf's manufacturing trading and export sectors providing news, views analysis and information across virtually every industry related sector.

Each edition of Gulf Industry focuses on issues that are of vital interest to industrialists, factory managers and major exporters and importers of industrial products in the region and throughout the world. The online edition, which is integrated into TradeArabia, the Middle East's leading business information portal, provides worldwide access to the most authoritative industry related information for the Gulf region.

In-House Training Solutions

If you have a number of delegates with similar training needs, then you may wish to consider having an In-House Training solution delivered locally on-site. Course can be tailored to specific requirements.

Please contact **Sarah Faradilla** on +603 2723 6600 or email sarahf@marcusevanski.com to discuss further possibilities.

