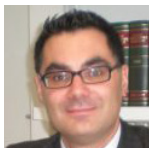


# DISTINGUISHED PRESENTERS



**DAVIDE BOFFI**, *Partner* | **Ughi e Nunziante Law Firm**

Davide Boffi is a partner at his firm and head of the Department of Employment and Labour Law. He advises in the areas of national and international Employment and Labour law, including corporate restructurings; dismissals; transfers of an undertaking; internal audit and due diligence connected to mergers and acquisitions.



**KIM CAMPION**, *Partner* | **Charles Russell Speechlys**

Kim leads the firm's Employment team in Paris. He advises mostly international companies or groups of companies on all aspects of French employment law relating to their French operations (whether on individual or collective matters), and in particular, in connection with restructurings or M&A.



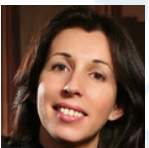
**FRÉDÉRIC COHEN**, *Partner* | **Courtois Lebel**

Frederic is a partner in his Paris-based firm and a French member of ALFA International. Co-head of Courtois Lebel's Corporate/M&A Department, Frédéric advises both French and international corporate clients, investment funds and entrepreneurs on corporate finance deals, private M&A deals, private equity transactions and restructuring.



**SALOUME DJOUDAT**, *Partner* | **Bull & Co Advokatfirma**

Saloume has been a partner in Bull & Co Advokatfirma AS since 2013. She specializes in corporate law including M&A and contract negotiations. Djoudat has managed negotiations and acted as legal adviser in projects both in Norway and for international corporations. Djoudat has managed negotiations on projects in Norway and for international corporations.



**IOANA HATEGAN**, *Managing Partner* | **Hategan Law Office**

Ioana is the Founding Partner of her firm, offering legal assistance to foreign investors, especially to those coming from German-speaking countries. She coordinates teams within her office in M&A projects, joint ventures, international commercial contracts, international investment strategies and corporate restructuring.



**IGNACIO LÓPEZ-BALCELLS**, *Founder & Chairman* | **Bufete B. Buigas**

Ignacio is founder and chairman of Bufete B. Buigas. He specializes in directing complex transactions, in particular mergers and acquisitions, alliances and associations, designing and carrying out flotations on the stock exchange, financial restructurings, and reorganizing corporate groups.



**GERO SCHNEIDER**, *Attorney* | **Tiefenbacher**

Gero is head of Tiefenbacher's International Division and a core member of its employment practice. He advises both German and international clients in all fields of employment law as well as any related corporate law issue with a particular focus on cross-border transactions. He currently serves as Co-Chair of the International Law Practice Group of ALFA International.



**JOHN SYKES**, *Partner* | **Charles Russell Speechlys**

John is a leading commercial litigator at Charles Russell Speechlys, the ALFA international member firm in London, and specialises in corporate and commercial litigation and mediation, with an emphasis on shareholder, partnership, joint venture and director disputes. He is a recognized name in dealing with fraud and corruption claims arising out of corporate deals.



**KRISTOFFEL VERMEERSCH**, *Partner* | **Marx Van Ranst Vermeersch & Partners**

Kristoffel is a partner in his Brussels-based law firm. He is co-head of the corporate, tax and finance team. He has more than 25 years of experience and specializes in corporate cross-border transactions including partnerships and joint ventures, mergers and demergers, acquisitions, portfolio investments, private equity, venture capital, shareholder disputes and corporate restructuring.



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## Navigating the Waters of DOING BUSINESS IN EUROPE

*Forum featuring International Experts*

**MONDAY, MARCH 7, 2016**

Hilton Garden Inn  
30 Clifton Country Road  
Clifton Park, NY

sponsored by



# AGENDA

11:30 a.m. CHECK-IN

11:45 a.m. LUNCH

12 noon WELCOME



**Overview of ALFA International**  
**MICHAEL MURPHY**, Director  
 Carter Conboy



**Introduction of Panelists**  
**ADAM COOPER**, Director  
 Carter Conboy

12:15 p.m. OPENING SESSION

## ***Bridging Cultural Differences: Key Factors to Consider in US/EU Negotiations***

Negotiation techniques effective in typical US-only negotiations may be counter-productive in negotiations with potential European partners. The interactive session of all the days' speakers will include a discussion of cultural differences to consider including the value of developing personal relationships, pace of negotiations, whether (or not) to insist on detailed technical terms, and other key factors.

PANELISTS:

**DAVIDE BOFFI**, Ughi e Nunziante  
**KIM CAMPION**, Charles Russell Speechlys  
**FRÉDÉRIC COHEN**, Courtois Lebel  
**SALOUME DJOUDAT**, Bull & Co.  
**IOANA HATEGAN**, Hategan Law Office

**IGNACIO LOPEZ-BALCELLS**, Bufete B. Buigas  
**GERO SCHNEIDER**, Tiefenbacher  
**JOHN SYKES**, Charles Russell Speechlys  
**KRISTOFFEL VERMEERSCH**, Marx Van Ranst Vermeersch & Partners

1 p.m. SESSION I

## ***Avoiding Hidden Icebergs: Pitfalls of M&A in Europe***

A company expanding in Europe may find it advantageous to do so through merger and acquisition rather than joint venture or other options. This expert panel will discuss general M&A trends in the EU, the due diligence process, and the use of earn-outs to allocate risk.

PANELISTS:

**KRISTOFFEL VERMEERSCH**, Marx Van Ranst Vermeersch & Partners (Belgium)  
**FRÉDÉRIC COHEN**, Courtois Lebel (France)  
**IGNACIO LOPEZ-BALCELLS**, Bufete B. Buigas (Spain)

2:30 p.m. SESSION II

## ***Riding the Wave of Technology to Advance Business in the EU:***

### ***Key Factors to Consider Regarding E-Commerce and Data Protection***

Advancements in technology, and in particular the expansion of e-commerce as a regular means of conducting business, has influenced commercial relationships and obliged the legal field to adapt, especially as business is conducted across multiple countries. This new business environment is fraught with issues and risk—particularly in the areas of data protection and compliance—for which companies must be prepared. This panel shall address key legal aspects regarding such topics important for all companies to keep in mind.

PANELISTS:

**IOANA HATEGAN**, Hategan Law Office (Romania)  
**SALOUME DJOUDAT**, Bull & Co. (Norway)  
**JOHN SYKES**, Charles Russell Speechlys (UK)

3:45 p.m. SESSION III

## ***Mapping a Route Around Potential Storms:***

### ***What to Consider from an Employment Perspective***

During this session, the panel will give a general outline on the European legislation on labour and employment law and the different ways this is implemented in Germany, Italy and France. The panel will have a lively discussion on issues relating to types of hire (employee, independent contractor, staffing agency, expatriates), payroll/benefits, employment agreements and employer policies, and exit strategy/terminations.

PANELISTS:

**GERO SCHNEIDER**, Tiefenbacher (Germany)  
**DAVIDE BOFFI**, Ughi e Nunziante (Italy)  
**KIM CAMPION**, Charles Russell Speechlys (France)

4:55 p.m. CLOSING REMARKS

5 p.m. RECEPTION

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*Standard Registration after February 26 ..... \$100*

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