



USLAW NETWORK | TELFA

# CROSS BORDER

BUSINESS AND TRANSACTIONS EXCHANGE



SEPTEMBER 19 - 20, 2017

FAIRMONT CHICAGO MILLENNIUM PARK AND  
THE MID-AMERICA CLUB  
CHICAGO, ILLINOIS

Register online at <http://web.uslaw.org/2017-cross-border-exchange/>



C L I E N T



USLAW NETWORK | TELFA  
**CROSS BORDER**  
BUSINESS AND TRANSACTIONS EXCHANGE

In 2016, USLAW NETWORK and TELFA (Trans European Law Firm Alliance) hosted the inaugural Cross Border Business and Transactions Exchange. Building upon the success of that event and in light of the historic political and economic changes which are ongoing, USLAW and TELFA are proud to team together to once again present the 2017 Cross Border Exchange. This event promises to be a must-attend event for management and in-house counsel operating in multiple jurisdictions or considering expansion into new markets.

The client-centric event will be focused around a number of case studies, with dynamic "round table" discussions on significant issues. Attendees will be invited to share their expertise, experience and best practices for the collective benefit of all. Facilitators with both substantive expertise and geographic diversity will lead discussions throughout the conference.

Businesses typically look beyond their home turf and across borders for one of three reasons:

- to make acquisitions;
- to sell products and/or services; or
- to raise funds.

Our presenters from around the world will focus on all these common scenarios in the context of three broad based hypothetical transactions that will serve as the foundation for robust discussions of the challenges and opportunities

presented by cross border transactions. Attendees will have the opportunity to share specific experiences with pre-eminent business attorneys from across North and South America, Europe and Asia with expertise in entity formation, structure and governance issues, mergers and acquisitions, financing, employment law and immigration, intellectual property, real estate, regulatory compliance and succession planning.

Legal issues to be discussed include:

- doing business beyond the U.S. and the EU, including the UK;
- raising funds on public markets and private equity and VC funds;
- getting the deal done in another jurisdiction;
- seizing the opportunity of overseas expansion;
- managing risk, ensuring good governance and operating a foreign subsidiary;
- tax reporting;
- regulatory issues.

In a world where uncertainty is a constant, USLAW and TELFA seek to build bridges for their clients through substantive expertise and a shared commitment to solving their clients' issues and challenges in an ever more complex world. The objective is to build confidence in doing deals across borders; yes, the rules may be presented in a different manner, but the issues are just about the same wherever one is in the world.

Please join USLAW and TELFA in Chicago this September.

U S L A W   N E T W O R K   C O R P O R A T E   P A R T N E R S



# EXCHANGE agenda

## Tuesday, September 19

**7:00 A.M.**

**Registration Open**

**7:00 A.M. – 8:00 A.M.**

**Breakfast for USLAW NETWORK and TELFA Member Attorneys Only**

**8:00 A.M. – 12:30 P.M.**

**USLAW NETWORK and TELFA Member Attorney Business Meeting**

**12:30 P.M. – 1:30 P.M.**

**Lunch for All Attendees Including Invited Client Guests**

**1:30 P.M. - 1:40 P.M.**

**Cross-Border Exchange Begins with Invited Client Guests – Welcome Remarks**

**1:40 P.M. - 3:15 P.M.**

### **Session I - Industrial Age 2.0 - Precision Manufacturing Has United the Globe**

Analysts estimate that global expenditure on precision machinery and manufacturing is expected to exceed \$120 billion by 2020. The advent of 21st Century precision manufacturing processes has ushered in the latest, high-tech, industrial revolution. Precision manufacturing to meet this demand has boomed. This growth is evident in the demand for and production of medical devices. Increased manufacturing capabilities, along with ever-rising demand for treatment options and an ageing population, have fueled this demand.

Session I will focus on a hypothetical precision medical manufacturing company that is seeking to expand internationally. An experienced panel of topic facilitators will consider the characteristics and pros and cons of establishing a presence elsewhere, be it as simple as a contractual agreement, a registered establishment, or a new affiliate or subsidiary undertaking to achieve a global reach. They will also address distribution, sales and franchise agreements. Cross-border M&A transactions that highlight the opportunities and challenges when completing a strategic acquisition or disposition in a jurisdiction from a company's headquarters or home region will be explored in depth, with local expertise from around the globe. The consideration of these issues is only going to become more complex when overlaid with elements such as the OECD's BEPS initiative.

Jurisdiction-specific hurdles, such as supply chain issues, transfer pricing, currency exchange, trade limitations, earn-out clauses, product liability and successor liability will be explored. Attendees should come prepared to be challenged and engaged by jurisdiction and subject matter experts. Experienced facilitators will provide thought-provoking and instructive insights and questions to all attendees.

**3:15 P.M. - 3:30 P.M.**

**Mid-Afternoon Break**

**3:30 P.M. - 5:30 P.M.**

### **Session II - This Is Not Your Father's Oldsmobile. Ready Or Not, Driverless Vehicles Are A Reality.**

Session II of the Cross-Exchange will focus on the unique issues, opportunities and challenges posed by the advent and the anticipated growth of drones and driverless vehicles. Panelists and facilitators will utilize a common fact pattern involving the formation and growth of a technology firm in the "driverless" transportation space. Attendees will be invited to go "Back to the Future" and explore both the opportunities and challenges posed by this transportation revolution. We all can expect change, but is anyone willing to take that journey with Marty and predict the way things will actually look 30 years from now?

Technology and intellectual property issues will be explored in depth, as well, as the need for data security and risk management measures. Product liability along with anti-trust and related regulation issues will also be explored. Capital markets options involving financing (debt and equity), phantom equity/executive compensation are critical to any emerging growth enterprise, and our panelists and facilitators will put us on the right road. While future transportation may be "driverless," our experienced subject experts will provide hands-on advice and guidance on the wide variety of issues that driverless vehicles and transportation present. Facilitators will help analyze and predict additional issues as participants contemplate and discuss cross-border transactions in this evolving space.

**7:00 P.M.**

**An Iconic Evening of Dining – Dinner at Gibsons Bar & Steakhouse**

## Wednesday, September 20

**7:00 A.M. – 8:00 A.M.**

**Breakfast for All Attendees Including Invited Client Guests**

**8:00 A.M. – 8:45 A.M.**

### **Opening Session – Day 2**

Trade and commerce have historically been able to bring the world closer together despite intermittent periods of protectionism and isolationism. The flow of goods and services around the globe and any perceived or actual restrictions on that flow have repercussions. Against the backdrop of ever-changing geo-political issues, Day 2 of the Cross-Border Exchange opens with an in-depth discussion of the present state of global trade in an attempt to provide guidance and predictions on near-term issues, such as, Brexit, NAFTA, Trans-Pacific Partnership and the future of the EU. While crystal balls can be predictably inaccurate, attendees will benefit from the insights and local perspectives of participants, both globally and in their local jurisdictions.

**8:45 A.M. – 11:00 A.M.**

### **Session III - What Happened to My Local Bank and Monthly Account Statement?**

FINTECH and its associated disruption of the financial services industry is making traditional banks obsolete. Session III of the Exchange will afford participants a unique perspective of a hypothetical FINTECH company causing disruption in the old line financial services industry. Building on the new information and technological advances, FINTECH firms are well-suited for a new millennium. From a legal and cross-border perspective, however, FINTECH firms present a unique array of legal issues as clients and counsel attempt to interface intangible FINTECH financial products with increasingly regulated industries. Our panel of subject matter leaders and facilitators will help bridge the gap between old school regulations across the globe and emerging financial services products. One thing is certain, FINTECH companies require lots of risk capital. How can this be raised successfully and, most importantly, quickly. Intellectual property issues including data privacy, client privacy, currency exchange, and tax reporting, among other challenges, will be discussed in detail.

**11:00 A.M.**

**Closing Remarks**



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## About USLAW NETWORK

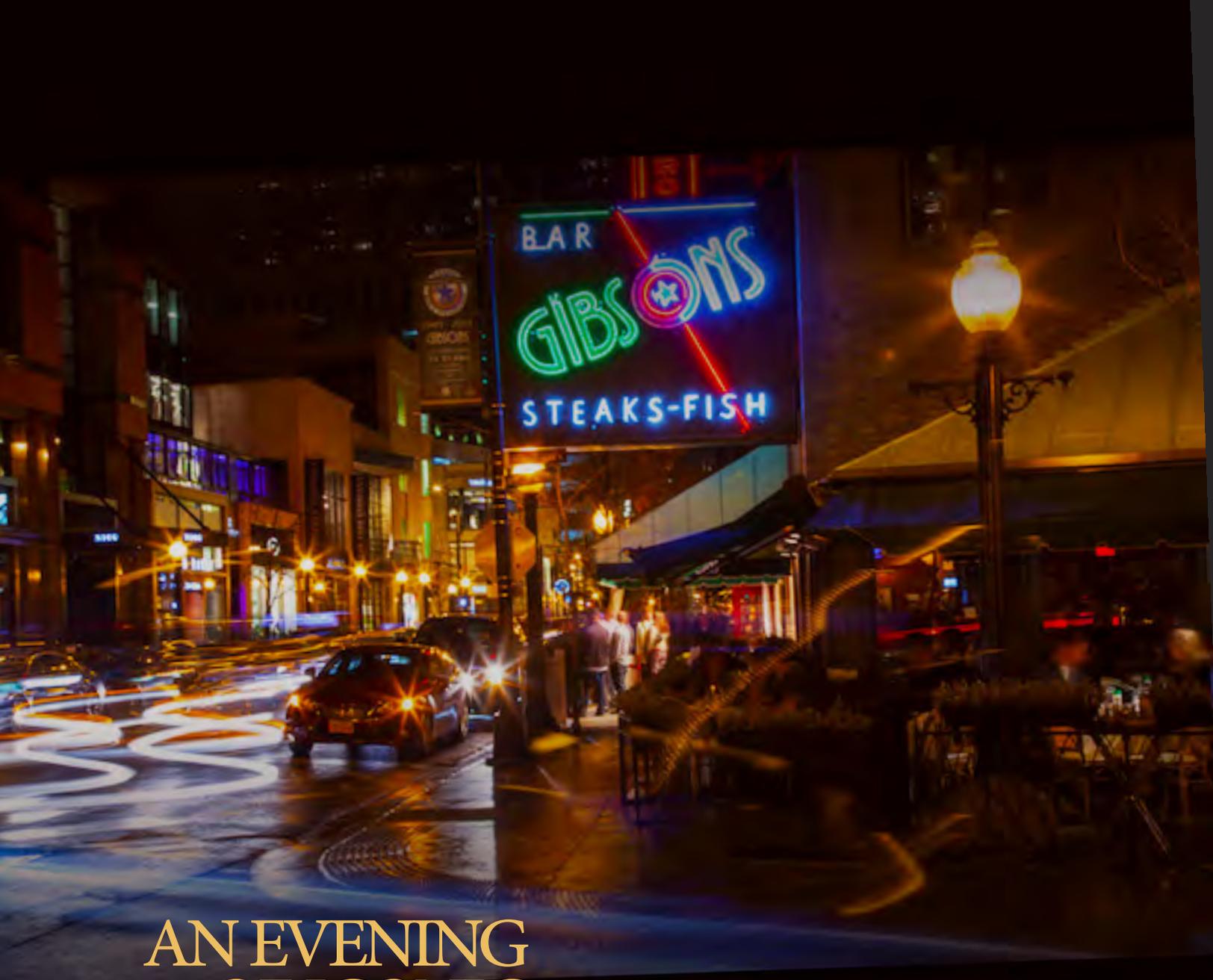
In today's global marketplace, legal needs often transcend geographic boundaries. To operate globally, you need to have an edge locally. This requires an in-depth understanding of local cultures, economies, laws, governments, trends and business climates. This kind of edge not only enhances your competitive position, but also allows you to anticipate – and even influence – changes in the market, and to react quickly and effectively. Clients with these types of complex needs turn to USLAW NETWORK (USLAW) member firms to represent them in the courtroom and the boardroom, next door and across the United States and around the world. USLAW member firms are some of the most highly respected law firms in their respective jurisdictions. Each member firm is admitted only after substantial due diligence and is rigorously reviewed to ensure they meet USLAW quality service standards. The collective expertise of USLAW member firms is impressive. National and international law firms, while they may have scores of offices, do not have access to the depth of the legal resources available through USLAW. As well, our lawyers know and respect each other. Through friendship, networking and resource-sharing, USLAW attorneys develop the type of cooperation and client-focused service that corporations demand of their legal counsel.

## About TELFA

The Trans-European Law Firm Alliance (TELFA) was founded in 1989 and born out of the need to serve clients doing business across the jurisdictions of Europe. TELFA member firms now have more than 700 lawyers throughout Europe. Through the sustained commitment of its members, TELFA has become one of the strongest alliances of independent law firms in Europe. The fact that the member firms of TELFA are independent offers clients a flexible alternative to the global law firm model, in which internal pressures sometimes compete with the needs of client service. TELFA's focus is on client service through the provision of quality legal advice, which can be managed by the member firm in the client's jurisdiction, or the client can go directly to the member firm in the foreign jurisdiction(s) in which the client has the need for advice.

## USLAW NETWORK and TELFA Member Firms Committed to Participate in this Program

- Buse Heberer Fromm (Germany)
  - Connell Foley LLP (New Jersey, United States)
  - Delsol Avocats (France)
  - Dirkzwager advocaten & notarissen N.V. (The Netherlands)
  - EC Legal Rubio Villegas (Mexico)
  - Goldberg Segalla LLP (New York, United States)
  - Hall Booth Smith, P.C. (Georgia, United States)
  - Hanson Bridgett LLP (Northern California, United States)
  - Hinckley, Allen & Snyder LLP (Connecticut and Massachusetts, United States)
  - Kane Tuohy Solicitors (Ireland)
  - Kelly Santini (Ontario, Canada)
  - Klinedinst PC (Southern California, United States)
  - Larson King, LLP (Minnesota, United States)
  - LeClairRyan (Massachusetts and Virginia, United States)
  - LEGALITAX Studio Legale e Tributario (Italy)
  - Meyerlustenberger Lachenal (Switzerland)
  - Mundie e Advogados (Brazil)
  - Rattagan Macchiavello Arocena (Argentina)
  - Rivkin Radler LLP (New York, United States)
  - Roetzel & Andress (Ohio, United States)
  - Simmons Perrine Moyer Bergman PLC (Iowa, United States)
  - SmithAmundsen LLC (Illinois, United States)
  - Sweeny, Wingate & Barrow, P.A. (South Carolina, United States)
  - Therrien Couture L.L.P. (Quebec, Canada)
  - Wedlake Bell LLP (England)
- \* Firms committed to participate as of June 27, 2017.



## AN EVENING OF ICONIC DINING

7PM • TUESDAY • SEPTEMBER 19, 2017



Gibsons Bar & Steakhouse has been a Chicago icon since partners Hugo Ralli and Steve Lombardo opened its doors 28 years ago in May of 1989. The classic American steakhouse is the first and only in the country to be awarded its own USDA Prime Certification. USDA Gibsons Prime Angus Beef is featured along with fresh fish, classic cocktails, an extensive wine list and exceptional service. Celebrities, Chicago visitors and loyal neighborhood residents enjoy three distinct locations: Chicago, Rosemont and Oakbrook. In the 2016 "Best of Chicago" issue, *Chicago Magazine* readers named Gibsons' burger one of the best in the city. Gibsons Bar & Steakhouse has also been recognized as the number one steakhouse in Chicago by *Eater Chicago* (2014), *Chicago Reader* (2014) and *ZAGAT* (2013).



# CHICAGO

## ABOUT THE HOTEL

Discover the best of Chicago! Centrally located just steps from Millennium & Grant Parks, Navy Pier, the Magnificent Mile, the museum campus, world-class theater and Lake Michigan, the Fairmont Chicago Millennium Park offers luxuriously appointed guestrooms with sweeping park, lake and city views. Fairmont Chicago Millennium Park has been recognized for exceptional service and amenities on the Conde Nast Traveler's Top 15 Hotels in Chicago and Travel & Leisure Magazine's Top 500 Hotels List.

## LOCATION

The Fairmont Chicago Millennium Park is located at 200 N Columbus Dr, Chicago, IL 60601.

## MEETINGS

All meetings will take place at The Mid-America Club which is located adjacent to the Fairmont at 200 East Randolph Drive, 80th Floor, Chicago, IL 60601.



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## REGISTRATION **Complete the information below or register online!**

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Register online at:  
<http://web.uslaw.org/2017-cross-border-exchange/>

Email registration information to:  
[jennifer@uslaw.org](mailto:jennifer@uslaw.org)

Mail registration form to:  
Jennifer Randall  
USLAW NETWORK  
Cross Border Business and Transactions Exchange  
3111 N University Drive  
Suite 400  
Coral Springs, FL 33065  
USA

Fax registration form to:  
(800) 231-9110

For questions, please call  
(800) 231-9110 ext. 3 or email  
[jennifer@uslaw.org](mailto:jennifer@uslaw.org)

REGISTRATION DEADLINE:  
TUESDAY  
SEPT. 11, 2017



FULL NAME (E.G., JOSEPH A. SMITH) \_\_\_\_\_ NICKNAME ON BADGE \_\_\_\_\_

TITLE \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY, STATE, COUNTRY, ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_

EMAIL \_\_\_\_\_

**YES** I WILL ATTEND THE USLAW | TELFA CROSS BORDER BUSINESS AND TRANSACTIONS EXCHANGE

**YES** I WILL ATTEND THE TUESDAY EVENING EVENT DINNER AT GIBSONS BAR & STEAKHOUSE



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