

DRAFTING AND NEGOTIATING INTERNATIONAL COMMERCIAL CONTRACTS IN CHINA, JAPAN, KOREA, THAILAND & VIETNAM

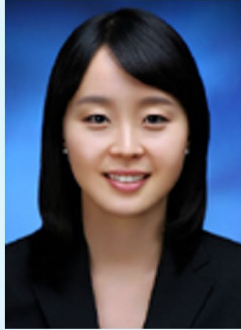
Presented By  **CBBL**
CROSS BORDER BUSINESS LAWYERS



Mr. Rainer Burkardt
CHINA



Mr. Joachim Nowak
KOREA



Ms. Soowon Hong
KOREA



Dr. Matthias Dühn
VIETNAM



Mr. Michael A. Müller
JAPAN



Dr. Andreas Respondek
THAILAND & SINGAPORE

When?

Monday, 02 March 2015

Where?

Raffles Hotel Singapore

Time: 08:30 - 18:00 hrs

Seminar Fee: SGD 1,650

TOPICS :

- Pre-contract considerations to optimize your contract results
- Systematic review and analysis of all essential general contract clauses in China, Japan, Korea, Thailand, and Vietnam
- Avoiding typical drafting pitfalls
- Financial and other commercial issues in contracts
- Thorough review of major international contract clauses

BENEFITS :

After attending the full-day seminar, delegates will be able to:

- Benefit from expert legal advice on a number of crucial contract questions in China, Japan, Korea, Thailand, and Vietnam
- Maximize contract potential and minimize risks from poor contract drafting
- Have a good understanding of all important contract clauses
- Adopt new techniques in negotiating and drafting contracts
- Reduce future legal fees by improved in-house contract drafting capabilities

SPECIAL BONUS :

At the end of seminar (17:30 to 18:00 hrs) the speakers will be available for one-on-one meetings with the delegates for specific questions

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(Monday, 02 March 2015)

TIME	TOPIC	SPEAKER
09:00 - 09:10	Introduction	Dr. Andreas Respondek
09:10 - 09:50	<p>CHINA (1)</p> <ul style="list-style-type: none"> • Origin and similarity of Chinese law with civil law countries and Chinese specialties • Recent developments in the Chinese company law • Preview of the draft Chinese Investment Law and status update on the China (Shanghai) Pilot Free Trade Zone • Specific rules to pay attention to when entering into contracts in China 	Mr. Rainer Burkardt
09:50 - 10:30	<p>JAPAN (1)</p> <ul style="list-style-type: none"> • Introduction to the Japanese legal system with regard to contracts • Specific requirements with regard to employment contracts and terms and conditions • Contractual penalty, claim or damages and liability clauses • CISG in Japan and strategic recommendations 	Mr. Michael A. Müller
10:30 - 11:10	<p>KOREA (1)</p> <ul style="list-style-type: none"> • Contract negotiations in Korea - Why it is so difficult, and what can ease the task tremendously, pitfalls to avoid 	Mr. Joachim Nowak Ms. Soowon Hong
11:10 - 11:30	COFFEE BREAK	
11:30 - 12:10	<p>THAILAND (1)</p> <ul style="list-style-type: none"> • 5 common costly mistakes to avoid when contracting in Thailand • The new BOI preferential investment policies 	Dr. Andreas Respondek
12:10 - 12:50	<p>VIETNAM (1)</p> <ul style="list-style-type: none"> • Introduction to Vietnamese Contract Law • Contract Interpretation • Enforcement and Dispute resolution 	Dr. Matthias Dühn

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TIME	TOPIC	SPEAKER
12:50 - 13:50	LUNCH BREAK	
13:50 - 14:30	CHINA (2) <ul style="list-style-type: none"> • Liability Clauses in Chinese contracts • International treaties and their influence on contracts in China • Dispute settlement in China 	Mr. Rainer Burkardt
14:30 - 15:10	JAPAN (2) <ul style="list-style-type: none"> • Governing Law and contractual language • Arbitrations vs. Ordinary Courts • Enforcement of foreign judgments • Influence of inter-cultural distinctions on negotiations and conflict resolution 	Mr. Michael A. Müller
15:10 - 15:50	KOREA (2) <ul style="list-style-type: none"> • International contracts and important legal issues to consider under Korean law 	Mr. Joachim Nowak Ms. Soowon Hong
15:50 - 16:10	COFFEE BREAK	
16:10 - 16:50	THAILAND (2) <ul style="list-style-type: none"> • Influences of the Thai Foreign Business Act on contracts in Thailand, points to watch • Differences between Common and Civil Law that have an important impact on contracting in Thailand 	Dr. Andreas Respondek
16:50 - 17:30	VIETNAM (2) <ul style="list-style-type: none"> • Selecting your Business Partner and due diligence • Negotiating successful contracts in Vietnam • Some typical avoidable mistakes in contract clauses 	Dr. Matthias Dühn
17:30 - 18:00	Q & A	All Speakers

SPEAKERS' PROFILES

CHINA

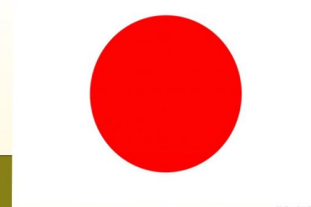


MR. RAINER BURKARDT (r.burkardt@BKTlegal.com)

Based in Shanghai, Mr. Burkardt has been living and working in China for 16 years. His legal practice focuses on foreign direct investments, mergers and acquisitions, compliance and anti-corruption, real estate and construction law.

Mr. Burkardt belongs to the few German lawyers who possess a long-time China professional experience. He was a member of the Board of Directors of the German Chamber of Commerce in Shanghai from 2008 to 2010 and was appointed as the trusted lawyer of the Consulate General of Austria in Shanghai by the Austrian Government in 2009. For two years, he served as Vice-chair of the European Union Chamber's Legal Working Group, Shanghai before he was elected as Chairman in 2010. Since 2013 he is appointed arbitrator at the Shanghai International Economic and Trade Arbitration Commission (SHIAC). Prior to establishing Burkardt & Partners in 2011, Mr. Burkardt headed the German desk of the China practice of a multinational US law firm in Shanghai. Earlier in 2003 he established and subsequently headed the Shanghai office for a leading independent German law firm.

JAPAN



MR. MICHAEL ANDREAS MÜLLER (mmueller@mueller-law.jp)

Michael Andreas Mueller is a German Attorney at Law ("Rechtsanwalt"), who came to Japan for the first time more than 30 years ago. His legal experience with regard to Japan goes back to 1999. In 2007 he established his own independent law office in Tokyo's governmental district. Attorney Michael A. Mueller is registered in Tokyo as a Foreign Lawyer ("Gaikokuho Jimu Bengoshi") as well as a member of the Tokyo Bar Association ("Toben") as well as its International Committee.

Mr. Mueller has extensive experience in representing inbound European clients - predominantly from Germany, Switzerland and Austria - and their Asean headquarters in Japan as well as their Japanese subsidiaries and Joint Venture investments in Japan in all legal requirements of business relations, investments and operations of corporate enterprises in Japan. His other major group of clients are outbound Japanese corporate clients with business ties and investments in relation to Germany. He provides comprehensive advice and litigation representation, enforcement and also settlement negotiations. In addition to corporate law and anti-trust law, the range of legal services provided includes business contract drafting with regard to employment contracts, distribution agreements, international development agreements and other contractual issues typically raised by international clients with business ties in Japan.

SPEAKERS' PROFILES

THAILAND/ SINGAPORE



DR. ANDREAS RESPONDEK (respondek@rflegal.com)

Andreas is an American Attorney at Law, a German “Rechtsanwalt” as well as a Chartered Arbitrator (FCI Arb). After heading the Legal Department of an MNC in Europe, he moved to Asia to establish the Asia Pacific Legal Department of a leading international Healthcare Company. Thereafter he led multinational companies in Asia as Managing Director (Thailand; Greater China) and Regional Managing Director Asia Pacific and established RESPONDEK & FAN in 1998 in Singapore and its counterpart in 2000 in Bangkok. Living and working since more than 20 years in Asia, Andreas advises successful corporate investors in the Asia Pacific region on their day-to-day legal issues and secures their continued growth on the legal side, focussing on Corporate & Commercial Law, International Contracts, Health Care, Mergers & Acquisitions and International Arbitration. He is on the panel of the SIAC, HKIAC and KLRCA, is regularly appointed as Arbitrator and Party Representative in institutional and ad-hoc proceedings and editor / co-author of the ASIA ARBITRATION GUIDE

KOREA



MR. JOACHIM NOWAK (nowak@hmplaw.com)

Joachim Nowak is a Senior Foreign Lawyer at Hwang Mok Park, P.C. He is a German “Rechtsanwalt”, and in 1997 became the first German attorney ever to be engaged as a foreign legal consultant in Korea. Mr. Nowak has also been an arbitrator at the Korean Commercial Arbitration Board since 1999. Mr. Nowak uses his wide range of experience to represent clients in matters relating to corporate law, mergers & acquisitions, labor law, banking, anti-trust matters, insurance & reinsurance, and antitrust law. Prior to joining HMP in 2007 as part of HMP’s merger with Seoul Law Group, Mr. Nowak worked for 10 years as an attorney at different firms in Korea, seven years as an elected official (ward mayor or *Ortsvorsteher*) in the city of Überlingen, Germany, and three years in banking. He is well-positioned to assist European clients doing business in Korea as his varied experience enables him to work out successful practical legal solutions with his Korean colleagues.

Married to a Korean businesswoman since 1993, Mr. Nowak has learned about Korean culture and business practices from his extensive experience and insights. His many years engagement in German politics, in which he held a position as ward mayor at a record young age, his bank traineeship, and his origin as the son of entrepreneurs has given him a keen grounding in business.

SPEAKERS' PROFILES



KOREA

Ms. SOOWON HONG (swhong@hmplaw.com)

Soowon Hong is a Korean lawyer and partner in the corporate team of Hwang Mok Park P.C. in Seoul. She advises domestic and international corporations on corporate and commercial law issues and has advised many multinational companies entering into Korea on the set up of subsidiaries, branches and on legal issues arising from doing business in Korea. Her practice is particularly focused on advising on international transactions, commercial contracts, mergers and acquisitions, foreign investment, foreign exchange and labor issues.

VIETNAM



DR. MATTHIAS DÜHN (matthias.duehn@vietdiligence.com)

Matthias is a German attorney at Law (Rechtsanwalt) since 2001, and admitted as a Foreign Lawyer in Vietnam since 2007. He focuses his practice on corporate and commercial law, foreign direct investment (FDI), contract negotiations, corporate governance and compliance. In 2007, Matthias has successfully set-up the law- and tax offices of Rödl & Partner in Vietnam. As former Executive Director of the European Chamber of Commerce Vietnam (Euro Cham), he has built up an excellent network of contacts with government authorities, NGOs, business associations and companies in Vietnam. Matthias is a compliance- and governance expert, having worked as the regional Compliance Officer Asia/Pacific for MAN Truck & Bus Ltd. in Bangkok/Thailand. In particular, he is advising clients in implementing local compliance programs with a focus on anti-corruption, antitrust- and data protection laws. Matthias has also gained extensive legal and business consulting experience at the interface between private and public sectors, e.g. as external Project Advisor in EU and GIZ-funded projects in Laos and Vietnam.

***ENHANCE YOUR SKILLS
IN A KEY AREA OF
INTERNATIONAL BUSINESS
TRANSACTIONS***

REGISTRATION

FORM

Cross Border Business Lawyers presents

*Drafting and Negotiating International Commercial Contracts in
...China, Japan, Korea, Thailand and Vietnam ...*

Please Register

Please register by 20 February 2015

Mr/Ms/Dr:

Company Name:

Contact Person:

Telephone/ Email:

If you wish to attend this seminar, kindly fax or email this invitation via:

Fax: +65 6324 0223 or Email: avelin.kaur@rflegal.com

Venue: Raffles Hotel Singapore

1 Beach Road Singapore 189673

Phone: +65 6337 1886, Fax: +65 6339 7650

Seminar Venue: Jubilee Lounge

SEMINAR FEES:

The full Registration Fee is SGD 1,650 per person. This fee includes the costs for all sessions, luncheon, break refreshments and seminar material. Payment is required with registration and must be received prior to the event to guarantee your participation.

METHOD OF PAYMENT: Please send payments to the event organizer.

Cheque payment

Payable to:

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GROUP DISCOUNT:

For two or more participants from the same company, the fee per person is reduced to SGD 1,100.

CANCELLATION, REFUND & TRANSFER:

A full refund less 10% administrative charge will be made for all cancellations that the organizer receives at least by 13 February 2015. A complete set of conference documentation and a 50% refund will be given for cancellations received by 20 February 2015. We regret that no refund can be made for a cancellation received after 20 February 2015.

Organised By:

Respondek & Fan Pte Ltd.

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