



In-House *Community*[™]

OF IN-HOUSE LEGAL & COMPLIANCE PROFESSIONALS
ALONG THE NEW SILK ROAD (ASIA-MENA)

Annual Report Q1 – 2016



“The *In-House Community*™ provides a unique combination of best practice sharing, networking, news and technical updates that all practitioners need in order to meet the competing pressures of legal coverage, compliance & commerce. The *In-House Community*™ empowers the modern lawyer to work smarter and become a trusted business partner”

**Trevor Faure,
Global Adviser, Legal Transformation
Former General Counsel, Ernst & Young Global,
Tyco International, Dell & Apple EMEA
Author of “The Smarter Legal Model: more from less”**



“Through the *In-House Congress* series, *ASIAN-MENA COUNSEL’S In-House Community* provides a home for senior in-house counsel. I am proud to call myself a member of this community”

**Evangelos Apostolou,
President, EMEA SirionLabs, ex-General Counsel,
Asia-Pacific, and Partner, Ernst & Young and
ex-General Counsel, Asia-Pacific, British Telecom**

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“When the annual Beijing and Shanghai In-House Community Congress events were founded over twelve years ago, it helped forge the Chinese In-House Community itself. We consider ourselves ‘tongxue’ (同學 trans. ‘class mates’) of the In-House Congress”

Chi Liu, Senior Partner (and former in-house counsel), Da Cheng Law Offices

“Creating a business focusing on the ‘sell side’ (ie external counsel) of the legal service value chain is relatively easy and has been the norm for decades. Rallying the ‘buy side’ (namely in-house counsel) to lead value creation is much more challenging. The In-House Community™ is unique in that regard. As a ‘lifer’ in-house counsel, I am excited at the In-House Community’s potential in helping us to address this challenge”



Kenny Tung, General Counsel, Lex Sigma Ltd. and former legal director / general counsel in Greater China or Asia at PepsiCo, Goodyear, Honeywell and Kodak as well as Chief Legal Counsel at Geely Holding

In-House Community™

Empowering In-House Counsel since 1998

The mission of the *In-House Community*™ is to strengthen legal and ethical compliance for the benefit of all.

The *In-House Community*, which has its genesis in the *In-House Congress*™ is a mutually supportive community of In-House Counsel and Compliance Professionals *helping* each other meet their ethical, legal and business commitments and responsibilities within their organisations.

Over the past eighteen years, Pacific Business Press (PBP) and its attendant cloud, event and print products and services, has created, expanded, maintained and supported the *In-House Community*™, which now covers the emerging markets of the United Arab Emirates, India, Indonesia, Malaysia, Thailand, the Philippines, Singapore, Hong Kong, P.R. China, South Korea, Vietnam, Saudi Arabia, and Japan.

The *In-House Community*, bound together through a voluntary membership of qualified professionals, is comprised of over 20,000* in-house lawyers and those with a responsibility for legal and compliance issues within organisations in the Asia-Pacific and Middle East. It is the professional and social network for in-house legal and compliance professionals.

* See page 6 for details

a **Face-to-Face Community**



Now in their 18th year, the *In-House Congress* and *Symposium* events are the annual gatherings for the In-House Community across Asia and in the Middle East with over 2,500 attendees each year at venues all along the New Silk Road.

(SEE PAGE 18)

an **Informed Community**



ASIAN-MENA COUNSEL is the monthly publication and weekly e-update service for the In-House Community in the Asia and Middle East regions. With legislative updates, legal analysis and exclusive insights from In-House Community Thought Leaders.

(SEE PAGE 24)

an **Online Community**

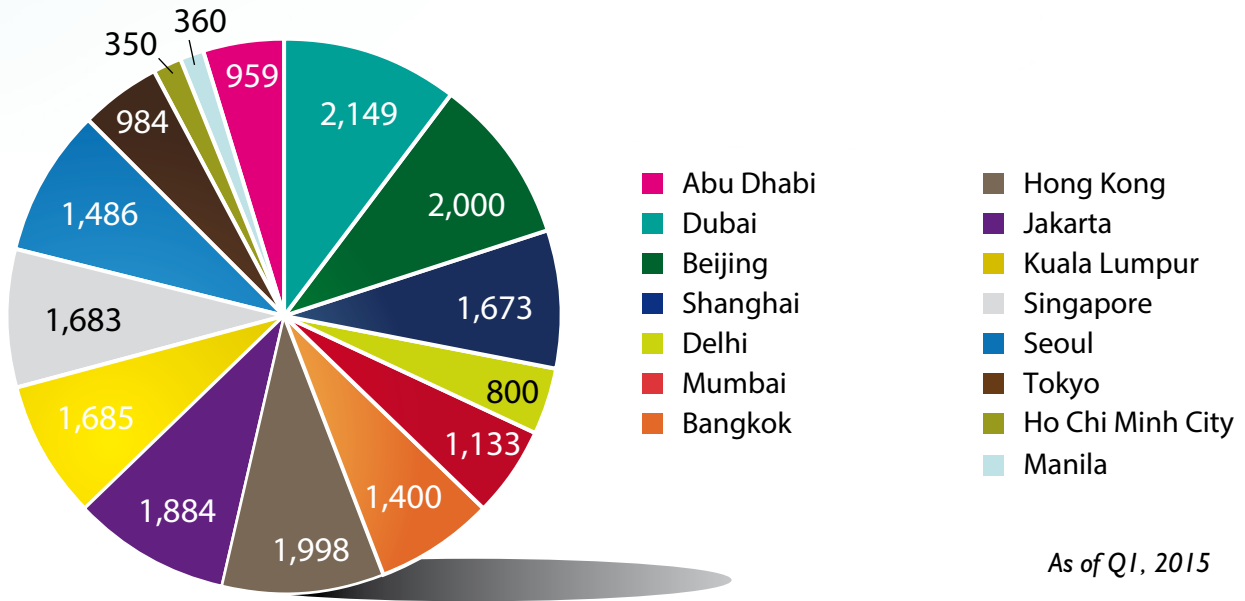


Via its bespoke e-updates, webinars and www.inhousecommunity.com, the online home and archived resource centre for the In-House Community and its associated forums, as well as the mycareerinlaw.com corporate legal careers site.

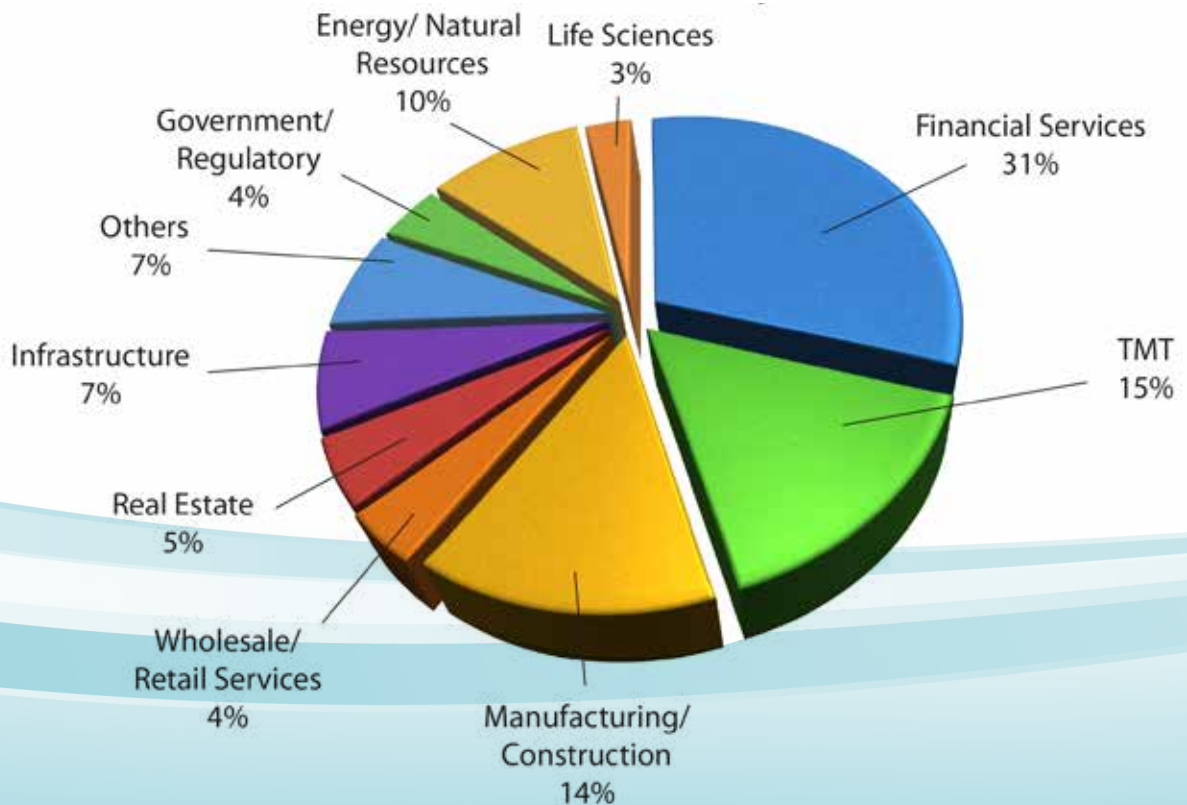
(SEE PAGE 28)

The 21,000+ strong In-House Community™

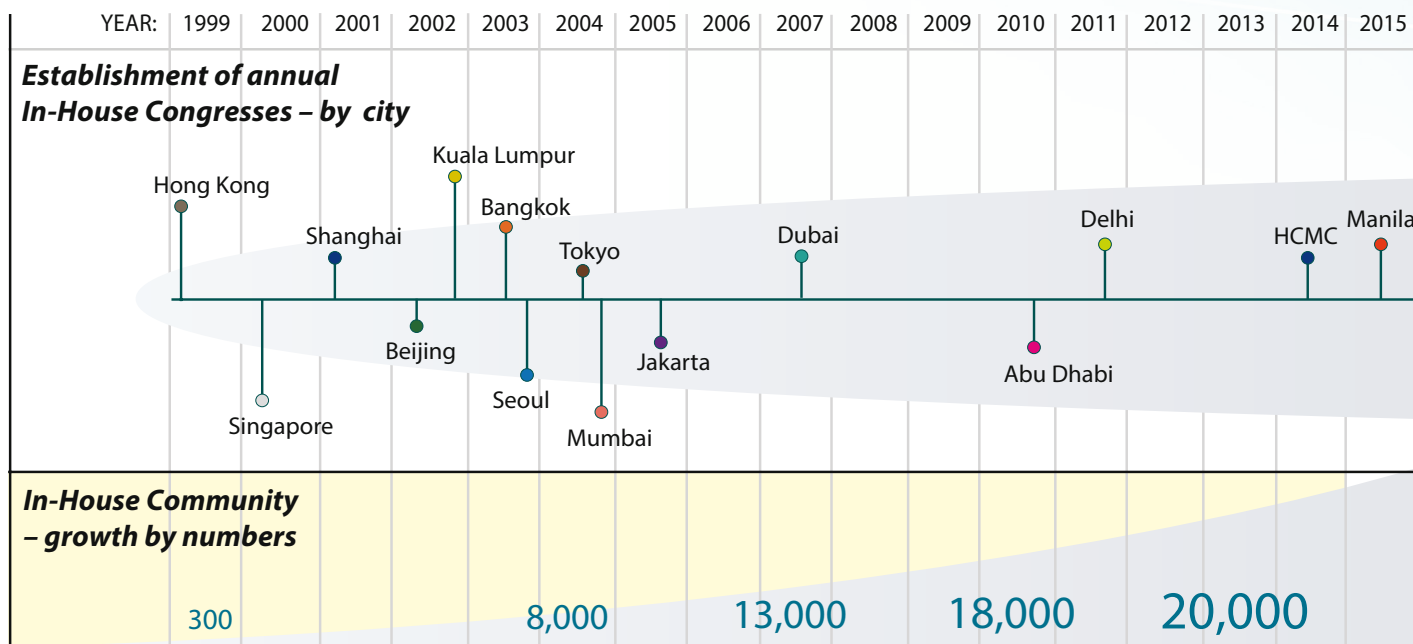
By city ...



... and by industry



Growth of the Community ...



in numbers

32,111
individuals

20,000+ In-House Community
In-House Counsel, Directors,
Corporate and Compliance Managers

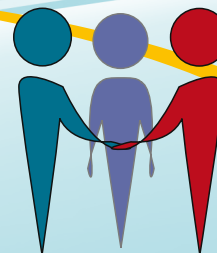
9,000+
External Counsel
and Professional Service Providers

In the Cloud
inhousecommunity.com
The Weekly Briefing
mycareerinlaw.com

In the Flesh
In-House Congress
& Symposium Series
Thought-Leaders' Forums

In 2014
3,495 Registered delegates
In-House Counsel, Directors
and Compliance Managers

Plus 300+
Presenting External
Counsel & Experts



Forums for the Community ...

BACKGROUND

**www.
inhousecommunity.com**

Live & Archived Resources in the Cloud



In-House Community™

OF 20,000+ IN-HOUSE LEGAL & COMPLIANCE PROFESSIONALS ALONG THE NEW SILK ROAD (ASIA-MENA)

**ASIAN-MENA
COUNSEL**

PRINT &
E-PUBS



... and E-BRIEFINGS



Sent to over 31,000 individual professionals

Representing Corporate Asia & Middle East

In-House Community Survey – including Firms of the Year


Business of Law
Training, consulting and specialised market reports



webinars
Online training

ANNUAL
IN-HOUSE
Congress
CIRCUIT

17 Events in 14 Cities
over 3,000 attending delegates per year



mycareerinlaw.com
ASIA-MENA Legal Jobs Search online

“The In-House Community is an intriguing hybrid made up of the www.inhousecommunity.com online professional network, up to the minute professional resources (including personalised recruitment through mycareerinlaw.com); the ASIAN-MENA COUNSEL suite of information products; and, the invaluable In-House Congress series of conferences and events which give the network’s members a chance to come together to meet face-to-face and address issues important to them with a focused group of their local and international peers”

**David Putnam, Former Head of Asia,
Houlihan Lokey Investment Banking**



“The In-House Congress events indeed provide a meaningful platform for in-house lawyers, helping them connect with their peers and keep abreast of the latest legal developments”

**Muhammad Tariq, Senior Legal Counsel,
TECOM Investments, Dubai**



“As an experienced lawyer I am used to speaking and giving advice. At an In-House Congress by contrast I listen and learn and greatly value these truly unique opportunities to hear the views of senior in-house counsel on their own turf”

Eugene Gregor, Partner, Davis Polk & Wardwell

Building a COMMUNITY

Prior to its inception in 1998, with the curious exception of Seoul, there was no in-house counsel group in any of the major cities of Asia and the Middle East.

With the continuing dedicated work of the PBP team, a community of over 20,000 in-house professionals, comprising in-house lawyers, as well as compliance professionals, risk officers, CFOs and CEOs has been forged – the ***In-House Community***.



“The In-House Community represents a profound commonality of interest – the interests of in-house counsel. The convenience and benefit that this organisation brings to in-house counsel and external counsel alike cannot be overstated. I have a lot of time for the In-House Community”

**Peter Corne, Managing Partner,
Shanghai Office, Dorsey & Whitney**

“What I find so impressive is the way that Pacific Business Press has not only penetrated the more obvious and established financial centres like Hong Kong and Singapore but also those jurisdictions such as Malaysia, Thailand and Indonesia which are becoming increasingly important, by applying and where necessary refining its winning formula for creating a vibrant forum for their legal In-House Communities”

**David Miles, Chairman of Asia,
Latham & Watkins**



Building a BRIDGE between In-House and External Counsel

Through the *In-House Community* platforms, PBP provides a unique bridge for External Providers of legal and compliance services not only to promote their services but also to learn from in-house counsel.

With over 400 local, regional and international law firms regularly supporting our In-House Community forums, services and products, and over 10,000 external legal professionals engaged via our Briefings and vital e-updates service, we provide the leading platform for the wider legal, regulatory and compliance community in Asia and the Middle East.

“ASIAN-MENA COUNSEL magazine and the In-House Congress series of annual events provide excellent forums for the corporate legal community of Asia and the Middle East to engage with one another and air our common concerns”

**Peter Zhang, General Counsel,
Sony Mobile China**





“The inaugural Singapore In-House Congress of 2000 brought a unique platform for in-house and external lawyers in Singapore. Pacific Business Press has hosted this useful and well-attended forum every year since. Stamford Law Corporation is proud to be involved”

Suet Fern Lee, Senior Partner, Stamford Law Corporation



“We at Eversheds take pride in our thought leadership and our ethos of putting in-house counsel first. We find an ideal partner in the In-House Congress platform”

Stephen Kitts, Managing Partner, Asia, Eversheds

THOUGHT LEADERSHIP

In-House Community™ is globally unique and through its products and services has created an effective bridge between In-House and External practice in the growth markets of Asia and the Middle East. Through our In-House Congress & Symposium events, Executive Lawyer gatherings, publications and www.inhousecommunity.com forum, we are acknowledged as the leading forum for thought leadership in commercial law in Asia and the Middle East.

“Pacific Business Press uses a practical and insightful approach to reach approximately 21,000 in-house counsel in Asia and the Middle East through its publications and programs. Real life transactions and in-depth written commentaries by practitioners are used to illustrate how problems can be handled.

In the fast changing markets of Asia and the Middle East, our lawyers across our integrated global platform have found this thought leadership approach an effective means to engage with the rapidly developing in-house counsel community”



David K.Y. Tang, Managing Partner, Asia, K&L Gates

ETHICAL STANDARDS

By placing the in-house counsel at the centre of all that we do, including the highest standards relating to the maintenance of data privacy, Pacific Business Press is trusted by the legal community. Our commitment to good practice is evidenced by the Corporate Credo, a code of conduct initiated out of discussion between eminent private and in-house Plenary Panelists at our Mumbai In-House Congress in 2010, developed by the Thought Leaders of the In-House Community, and made available to all through our website, events and publications.



Corporate Counsel Credo

I shall, at all times:

- (i) Remember that I am the legal and ethical conscience of my organisation and conduct myself accordingly**
- (ii) Remember that I am a lawyer first, with an overriding duty and responsibility to my profession and the general public**
- (iii) Ensure my organisation's long-term interests and reputation are paramount in my work**
- (iv) Proactively identify, manage and mitigate my organisation's legal and regulatory risk, legitimately pressing the interests of my organisation to the fullest extent permitted by law**
- (v) Strive to thoroughly understand my organisation and its business so that I am able to provide outcome-led, practical, innovative and cost effective advice and assistance**
- (vi) Partner with my organisation's business leaders to capture opportunities utilising the full potential of the law**
- (vii) Maintain my legal technical skills and continue to educate myself on changes in the law relevant to my organisation and its regulatory environment**
- (viii) Manage my costs to deliver the best available advice and assistance for the best price to my organisation**
- (ix) Endeavour to attract, retain and develop the best legal talent for my organisation**

Reflections along the New Silk Road

JANUARY 2012 – JUNE 2013

“In-house lawyers ... appreciate those law firms who have clearly devoted their own time to thinking specifically about them and their business and their industry”

**Professor Richard Susskind, OBE
(author of ‘The End of Lawyers?’
and ‘Tomorrow’s Lawyers’)**

Through our In-House Community platforms, including ASIAN-MENA COUNSEL, www.inhousecommunity.com and our Plenaries and Co-Hosted Workshops on a wide range of topics, we continued to provide a unique bridge between in-house and external counsel as well as bringing best practice from around and outside of the region throughout 2012-13. PBP successfully hosted 13 In-House Congress events, four In-House Symposiums and an In-House Thought Leaders’ Forum in the last 12 months alone. 2,460 eligible delegates from the In-House Community in Asia and the Middle East attended at least one of these events (see Appendix on page 66 for companies whose senior counsel or directors attended). We also welcomed a record number of Co-Hosts and Sponsors comprising of private practice lawyers, risk and due diligence experts and recruitment professionals. The new year began strongly with the largest ever regional

In-House Congress Middle East, Dubai in February and also a record turn-out for the combined In-House Congress Beijing and ‘A Corporate Journey to the West: 企业西游记 Book launch (March 2013).

Most gratifyingly, we are seeing a higher percentage of senior in-house counsel attending Congress events outside of their home jurisdiction. Firstly, this indicates that the concept of being part of a wider Asian and Middle Eastern community has certainly resonated with our membership. Secondly, the regionalisation of attendance reflects the increasing geographical scope and level of responsibility of general counsel in the region. As the importance of Asia and the Middle East grows, the seriousness of the legal and compliance role grows with it. This is exemplified by Weiwen Wang, General Counsel – Asia, of International Paper Company, who shared with our delegates and Co-Hosts in Shanghai how her role had expanded over the years to include not only oversight of the large market of China, but also for the Asia region.

In other ways, the past eighteen months has



illustrated the diversity within individual chapters of our In-House Community, which are naturally affected by the prevailing economic factors. Nowhere was more bullish and optimistic than our Bangkok In-House Congress in June 2012. The resilience of the Asian market to bounce back after adversity, be they natural or market-driven, is nowhere more exemplified than Thailand, which had endured severe flooding only nine months before the Congress. But, with the increasing expansion of Japanese companies in the country (resulting in the strengthening of their local ‘on-the-ground’ teams), along with the opening up of Myanmar, Bangkok is rapidly establishing itself as a formidable Southeast Asian business and cultural hub – a point made most vehemently during our Bangkok Plenary discussion.

October’s Hong Kong In-House Congress Plenary, on the other hand, took the theme of ‘Alive in the Bitter Sea 苦海明灯: Staying Relevant, Competitive, Innovative (and afloat) in a Time of Global Transition’ and invited noted Yorkshire-based global economist Michael Taylor, Founder and Director of ColdWater Economics, to share with the record number of delegates how bad the world of international finance truly is. We were also honoured to have as our Keynote Speaker and ASIAN-MENA COUNSEL In-House Counsel Achievement Award Winner, (and In-House Community Thought Leader) Stefan Gannon, General Counsel of the Hong Kong Monetary Authority, who not only shared with our delegates the crucial role that Hong Kong plays in international markets, being the most accessible destination for foreign capital in the world’s fastest growing region, but also the important role that Hong Kong-based legally-trained in-house professionals are playing in the international arena of bank resolution. While

“By bringing together the right people in the right ambience, the In-House Congress platform provides me and my colleagues’ privileged access to the In-House Community”

Michael Parker, Managing Director, Asia-Pacific, Hong Kong, Clyde & Co

“We (in-house counsel in China) find the Beijing and Shanghai annual In-House Congress events wonderful places where we can share our views and learn from each other. This is also reflected in ASIAN-MENA COUNSEL’s publications”

Helen Zhang, Legal Department, Sinochem Oil Center

“For a regional law firm expanding in Asia, Rajah & Tann has found Pacific Business Press and its multi-media In-House platform an invaluable partner for business development, and much more”

Lakhbir Gill, Director of Business Development & Communications, Rajah & Tann

enthusiastically attended, the economic backdrop of 2012 gave pause for genuine reflection in Hong Kong.

Reflection of another sort was encountered in Singapore in September, where the in-coming Attorney-General, Steven Chong used the opportunity of having around 300 of Singapore's finest in-house and external legal and compliance counsel to bring up the issue of the regulation of the in-house legal function in Singapore. Thus followed a lively and at times heated debate, ably moderated by Stamford Law Corporation's Suet Fern Lee.

In the vibrant centres of Seoul, Hong Kong and Singapore, we were also able to deliver additional events for the In-House Communities there, namely: the Hong Kong Risk & Corruption Symposium, the Seoul and Singapore Outbound Symposiums and also a Thought Leaders' Breakfast Forum on RMB funds in Hong Kong – a format that provides candid discussion between twelve and twenty specially invited senior in-house counsel and one external law firm. We look forward to extending more such intimate events to other locations in the future.

For ASIAN-MENA COUNSEL, our landmark issues of 'Representing Corporate Asia and the Middle East Survey Report' and 'Deals of the Year' both reflected in different ways a changing Asia and Middle East. Now celebrating its 7th year and with approximately 600 individual In-House Counsel providing input, the ASIAN-MENA COUNSEL 'Representing Corporate Asia and Middle East' survey (volume 11, issue 5) remains the largest and most objective survey of in-house counsel and buyers of legal services along the New Silk Road.

Moving to our 'Deals of the Year' (volume 11, issue 1); despite record submissions of over 850 individual deals, as a consequence of

slower global economic activity, the number of truly outstanding deals that closed between December 2011 and November 2012 was, tellingly, down from previous years. However, with the buoyancy of the Malaysian market, the increasing sophistication of Islamic finance, and the beginnings of the bull run of Asian and Middle Eastern corporate debt, the Deals of the Year once again proved the innovative approach of the Asian and Middle Eastern legal community.

ASIAN-MENA COUNSEL extended its remit of thought leadership and silo-busting by incorporating the new regular feature of 'Industry Thoughts' where the leading global



experts on law firm management, service delivery and knowledge management are invited to share their knowledge – contributors in 2012-2013 have included Professor Richard Susskind OBE, Blane Prescott, CEO of Brownstein Hyatt Farber Schreck (formally a director at Hildebrandt), knowledge-sharing expert Bill Proudfit and Lee O'Connell, Head of Legal, Risk and Compliance Consulting at Eversheds Consulting, among others.

The 9th edition of ASIAN-MENA COUNSEL's In-House Community Handbook included the vital activity statistics of over four hundred law firms across fifteen jurisdictions in its user

friendly format, incorporating the results of our annual In-House Community survey to provide an 'at-a-glance' reference for in-house counsel on which external counsel do what, where, and how well. As ever, the book was distributed to our attending In-House Congress delegates and hence remains the only directory of its type put directly in the hands of the region's most senior in-house lawyers and professionals. In addition, this information now forms the bedrock of the 'Find a Law Firm' tab on our newly launched website www.inhousecommunity.com (go take a look) and will further enable in-house counsel in their quest for the best legal services throughout the region.

At the beginning of 2013, for the first time we shared our Calendar of events with our entire In-House Community with the invitation to join Congress events outside of their own city and it has been most gratifying to see many friends in new locations: the In-House Community is becoming truly regional! With the continued addition of new exciting features on www.inhousecommunity.com, the increasing traffic of mycareerinlaw.com, the addition of Riyadh to our In-House Congress annual events, and the ongoing growth and sophistication of both the in-house and external legal and compliance communities, we look forward to providing you our next eighteen month report in due course.

On behalf of the In-House Community, we would like to thank all that contributed to the success of our efforts and to all those kind enough to provide their testimonials herein – we will do our utmost best to live up to if not exceed our Community's high expectations.

Warm regards

*Tim Gilkison & Patrick Dransfield,
Co-Directors, In-House Community
May 2012*

“By bringing together General Counsel, Partners of multi-various external legal providers, and academics, the In-House Congress helps facilitate knowledge sharing from different disciplines and divergent locations for the benefit of the legal and compliance community as a whole”

**Kirtee Kapoor, Partner,
Davis Polk & Wardwell**

“The creation of communities is a very special mission that Pacific Business Press has set itself. I am delighted that in recent years they have dedicated themselves to bringing together my peers in the Asian risk and compliance space”

**Connie Wu, Director, Head of
Business Intelligence Unit,
APAC, Deutsche Bank AG**

“The future of legal services lies very much in the hands of in-house counsel. To bring change, it is imperative that they form themselves, globally, into professional networks. The In-House Community™ provides one such forum”

Professor Richard Susskind, OBE

Congresses & Symposiums

The professional networking
and ‘face-to-face’ forums for the
In-House Community of counsel
along the New Silk Road

ANNUAL IN-HOUSE Congress CIRCUIT

Now in its 18th year the annual In-House Congress circuit and its related In-House Community Symposiums are the landmark events in the in-house counsel calendar across Asia and the Middle East.

In-House Community events are 'media free' and we take great pride in initiating new ideas, best practice and true thought leadership through our programmes. Here in-house counsel and privileged external counsel (from co-hosting firms only) can exchange and develop ideas, participate in discussions and debates, be up-to-date as to best legal practice, learn new skills and be stimulated to new and cutting edge ideas and solutions by silo-busting experts from different disciplines and locations.

All our events draw upon the unique data and research of the In-House Community undertaken by ASIAN-MENA COUNSEL, thus providing qualitative and quantitative information to facilitate informed discussion.

"As a corporate counsel addressing legal issues arising from the Asia Pacific Rim, the most difficult challenge for me is to handle various legal risks from the multifarious and unique jurisdictions in the region. You just have no idea of what and where they are, while you definitely know they are imminent from any corner. The platform provided by In-House Congress simply and directly answers such questions, or at least, tells me who really understands my questions"

**Xingquan Xie (解兴权)
Senior Legal Counsel,
Int'l Air Transport Association**



"Excellently organised, practical and useful"

"Comprehensive coverage of the hottest topics"

"Great knowledge-sharing with my fellow professionals"

"A packed day with a great agenda"

"The Congress is a great service to the in-house community"

"As a GC, the Congress broadened my point of view as to the challenges to be faced in the future"

"Very helpful, great organisation"

"It gave me a deeper insight into how to be a responsible and informed in-house counsel"

"A superb opportunity to network and expand one's legal knowledge"

In-House Congress Delegates

ANNUAL
IN-HOUSE
Congress
CIRCUIT

18 YEARS
– of the –
IN-HOUSE
CONGRESS
1999-2016

WORKSHOP AREAS FOR CONSIDERATION

- Anti-Corruption (inc. FCPA/UK Anti-bribery)
- Anti-trust / Competition
- Banking and Finance
- Capital Markets
- Conflicts and Compliance
- Drafting Contracts – Practical Skills
- Employment / Labour
- Energy & Natural Resources
- Environmental
- Fair Trade Laws
- Intellectual Property
- Insurance
- Islamic Finance
- Life Sciences
- Litigation and Dispute Resolution
- Managing the Legal Function
- Managing Budgets and Team Management
- Mergers & Acquisitions (domestic)
- Mergers & Acquisitions (outbound)
- Privacy Protection
- Private Equity
- Project Finance
- Real Estate & Construction
- Regulatory / Compliance
- Restructuring & Insolvency
- Risk and Due Dilligence
- Taxation
- Telecoms Media & Technology ...

ANNUAL IN-HOUSE COMMUNITY CONGRESS & SYMPOSIUMS

In-House Congress Middle East, Dubai

Singapore Outbound & Risk Symposium

In-House Congress Beijing

In-House Congress Ho Chi Minh City

Korea Outbound Symposium

In-House Congress Jakarta

Risk & Compliance Symposium, HK

In-House Congress Kuala Lumpur

In-House Congress Bangkok

In-House Congress Manila

Risk & Compliance China Symposium

In-House Congress Seoul

In-House Congress Mumbai

In-House Congress Singapore

In-House Congress Hong Kong

In-House Congress Shanghai

In-House Congress Abu Dhabi

In-House Congress Tokyo

In-House Congress Delhi



“When the In-House Congress Seoul was founded ten years ago, Pacific Business Press brought together for the first time over 100 senior in-house counsel and a

lucky few private practice Co-Hosts. Every year from 2003, the In-House Congress Seoul has attracted top in-house counsel and has become a land mark event in the South Korean legal calendar”

Kap-You (Kevin) Kim, Partner, Bae, Kim & Lee LLC

“I have attended the Beijing In-House Congress for many years and have always found that the event is well-organized and provides an institutionalised platform for both networking and also better cooperation among the In-House Community as well as with other legal-related service providers. This has proved very rewarding for me and for other in-house counsels of my acquaintance...”

**Qiang Wang,
General Counsel, SINOMACH**



“The In-House Congress Jakarta has for the past nine years provided a unique forum for both in-house and external counsel to explore thorny issues ‘off the record’. I am proud to have been able to make a contribution”



**Dr Mohamed Idwan Ganie,
Managing Partner,
Lubis Ganie Surowidjojo**

“Latham & Watkins’ strategy is to provide first class legal services worldwide, including the emerging markets of the New Silk Road. The In-House Community brings together senior in-house counsel in a conducive atmosphere from Dubai to Hong Kong”

**Bryant Edwards, Partner,
Latham & Watkins, Hong Kong**

“In-House Community through its programs has provided the recognition that in-house counsel so richly deserve. It furthers the cause of in-house counsel by providing platforms for learning dissemination and networking.... The value to be derived by being part of the In-House Community is immense”

**Prasanna Mysore, Independent
Corporate Consultant, India**

“The In-House Community and its over 20,000 members comprise the leaders of the business, financial and legal community throughout Asia, China and the Middle East and its Congresses and Symposiums are an indispensable resource”

**James E. Gordon, Director,
Cross-Border Practice,
Berkeley Research Group**

“The growth of the community of in-house counsel in the UAE in the past 10 years has been remarkable in terms of numbers, sophistication and quality. As a leading UAE law firm, HadeF & Partners has been pleased to support our In-House Community through various means and sponsoring the successful In-House Congress series in both Dubai and Abu Dhabi has been one great way of doing so”



**Sadiq Jafar, *Managing Partner,*
Dubai HadeF & Partners**

“The issue of risk and corruption present particular challenges for in-house counsel and compliance officers. The Hong Kong Risk & Corruption Symposium format provides an excellent training platform to address these issues”



**Kyle Wombolt,
*Head of corporate crime
and investigations,*
Herbert Smith Freehills**



“When Pacific Business Press hosted the first annual In-House Congress Mumbai back in 2004, in-house counsel based in India were able to learn together and enjoy each other’s company as a community for the first time. When I was an in-house counsel I certainly enjoyed my participation as a delegate, and now as an external counsel I now find the In-House Congress Delhi to be extremely worthwhile on many levels”

**Pratibha Jain, *Partner,* Nishith
Desai Associates (formerly
Vice President, Goldman Sachs
(India) Securities Private Ltd)**



ASIAN-MENA COUNSEL

Publications and e-Updates for
the In-House Community

www.inhousecommunity.com

Online home of
the In-House Community
along the New Silk Road

Sent directly to over 30,000 professionals, of which 20,000 fulfill an in-house legal or compliance role across Asia and the Middle East, ASIAN-MENA COUNSEL is the monthly publication for the In-House Community of corporate counsel, and those who serve them along the New Silk Road, with industry analysis, news and profiles of leading in-house practitioners ...



“I have found ASIAN-MENA COUNSEL [and] the Weekly Briefing to be very informative, helpful and up-to-date”

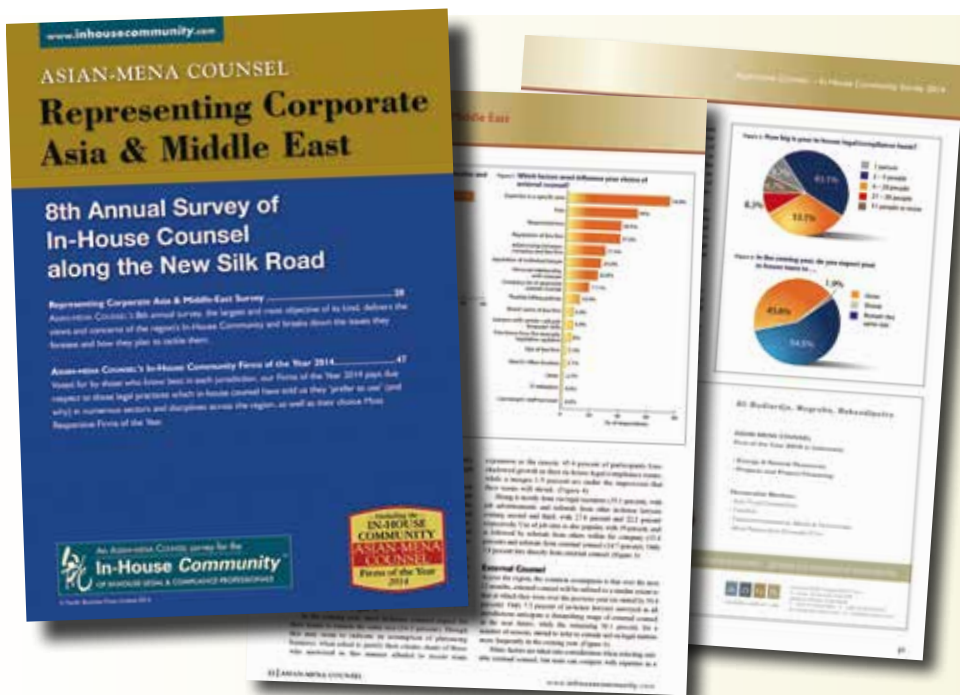
**Qiang Wang,
General Counsel,
SINOMACH**

LANDMARK REPORTS

Representing Corporate Asia and Middle East – now in its ninth year – is the largest single annual survey of law firm customers along the New Silk Road. Pre-qualified in-house counsel from the Community are invited to participate in our survey directly and personally online, or when attending one of our In-House Congress events. Respondents are asked,

among other things, for their comments on the quality and value of service they have received from external counsel in their jurisdiction and across the region.

The poll is unique in that it does not lead their choices in any way whatsoever, and hence, recognition as an **ASIAN-MENA COUNSEL In-House Community Firm of the Year** is of considerable significance.



“We appreciated very much your hard and excellent work which enables us to get feedback from among the wide range of in-house counsel from among the In-House Community ...”

**Wang Ling,
Managing Partner,
King & Wood Mallesons**

ASIAN-MENA COUNSEL’s Deals of the Year is now in its tenth year, and in December 2013, our editorial team assessed over 800 submissions to determine the best in terms of complexity, uniqueness, size and innovation.

Our *Deals of the Year* are special, in that, unlike deals recognised by financial publications, **ASIAN-MENA COUNSEL** also assesses court actions and arbitrations as part of the process, recognising the efforts of both the external and in-house legal teams in the process.



REGULAR SECTIONS INCLUDE

Practice and Industry Special Reports

Quality in-depth feature articles and reports focusing on the issues important to the region's in-house counsel and corporate lawyers.

In-House Insights

Senior in-house counsel discuss their experiences, strategies and philosophies.

Industry Thoughts

The improvement of legal practice.



The thing about ...

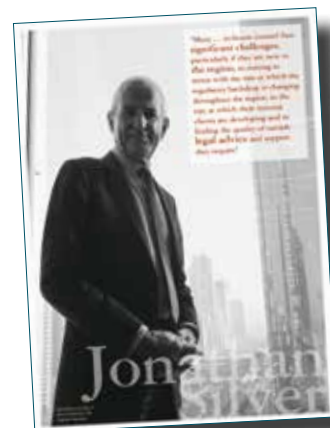
ASIAN-MENA COUNSEL questions Managing Partners from the region's top firms on behalf of the In-House Community.

The Briefing

Packed with the most relevant updates, news, moves and deals from across the region.

Jurisdiction Updates

Month-by-month, vital legislative and regulatory reports from across the region written by expert counsel on the ground.



ASSOCIATED PUBLICATIONS



The IN-HOUSE COMMUNITY HANDBOOK

Now in its 11th edition, and distributed free of charge to the delegates of our annual In-House Congress circuit and electronically to over 30,000 business and legal professionals via the ASIAN-MENA COUNSEL Weekly Briefing, the In-House Handbook is the comprehensive guide for the rapidly growing community of in-house lawyers.

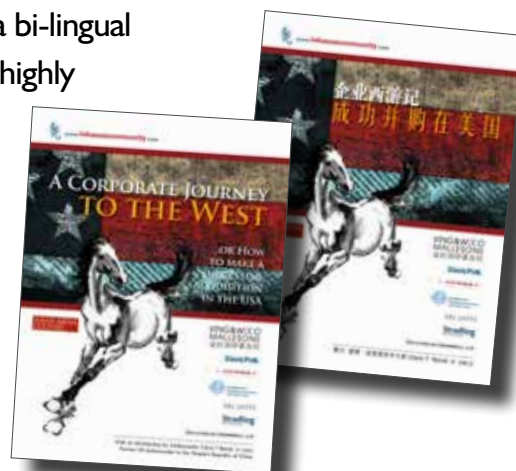
"I have found this annual directory an invaluable tool to research and contact external counsel ... I am delighted that this information is also live on the In-House Community website"

Suthirugs Berry, Group Legal Counsel, Thoresen Group

'A Corporate Journey to the West: or How to make a successful acquisition in the USA'

企业西游记: 成功并购在美国 is a bi-lingual novel. It is a first in global publishing as it takes the form of a highly entertaining story with expert legal analysis in both Chinese and English - a modern, substantive fictional account of a successful acquisition of an American company by a Chinese company. 'A Corporate Journey to the West:企业西游记' is an ASIAN-MENA COUNSEL publication for the In-House Community.

For more information visit: www.企业西游记.com or www.acorporatejourneytothewest.com



Online, Cloud and e-Resources ...

www.inhousecommunity.com

The online home of the In-House Community, www.inhousecommunity.com features vital daily legal updates for in-house counsel, company directors and compliance managers, and archived content from ASIAN-MENA COUNSEL contributors.



“The In-house Community website (www.inhousecommunity.com) provides the window on the development of commercial law, practice and compliance in the growth markets of Asia and the Middle East”

Dr Justine Walker, advisor to the British Banking Association

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Content by Practice area

In-House Insights

Surveys and Awards

Industry Thoughts

ASIAN-MENA COUNSEL Weekly & Quarterly Briefings

Launched in 2002, and personally addressed and sent directly to more than 30,000 professionals each week, the ASIAN-MENA COUNSEL Weekly Briefing e-newsletter provides the latest legal updates plus news, comprehensive and up-to-date deal activity, partner moves and the best legal career opportunities from the Asia-Pacific and Middle East regions.

Since 2014, the Weekly Briefing has been supplemented with industry specific quarterly e-updates tailored to individual In-House Community members requirements.



“I would like to commend your efforts for always providing insightful and informative updates, which have enabled me to keep abreast with the latest developments that are of interest to in-house lawyers. Always a satisfying read! Thank you”

**Christina Toh, Regional Corporate Counsel,
Dell | APJ Legal Dept.**



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mycareerinlaw.com is the region's premier source of up-to-date corporate legal career opportunities sourced from top legal recruitment companies and the best law firms and corporates in Asia and the Middle East.

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- Subscribe to **personalised weekly job updates**, focussing on positions in the industry, practice and jurisdictions you are interested in.

- **Submit your CV** to our supporting recruitment specialists.

The site also features expert analysis of the latest **market trends, career advice** and regional **salary surveys**.



“Taylor Root has found Asian-mena Counsel, inhousecommunity dotcom and mycareerinlaw dotcom to be invaluable partners in keeping in-house counsel, as well as those in private practice who serve them, up-to-date with the latest opportunities and industry employment trends across Asia and Middle East”

**Hayden Gordine,
Manager – In-House Legal & Compliance,
Taylor Root Hong Kong**

Business of Law Training and Consulting

Between them, the Directors of the In-House Community have over 26 years of experience building and hosting forums and platforms for in-house counsel, and over 18 year's experience of working within international law firms, at a senior and director level, managing their business development and marketing strategies. This unique range of experience and combined industry knowledge in Asia and the Middle East enables them to provide strategic training, consulting services and reports to firms and organisations active in the corporate legal sphere.

The Business of Law Training

Strategic business development Workshops, provided by Patrick Dransfield, Co-Director, the In-House Community.

■ Bespoke Workshop 1:

The Seven Steps Business Development and Marketing in the emerging markets of Asia and the Middle East for law firms

For: Managing Partners, Partners and Marketing Executives

The challenge for lawyers today is to be business generators as well as providers of legal expertise. If you attend The Seven Steps: Business Development and Marketing for law firms you will be better equipped in your professional life and more enlightened as to how the tools of marketing and business development can be applied to your own practice

'The Seven Steps' proved to be a very informative and helpful Workshop. My colleagues and I found it very enlightening and accurately touched on the important points for law firm marketing.'

**Gerald Singham, Partner,
Rodyk & Davidson**

■ Bespoke Workshop 2:

'If You Could Stand Inside My Shoes' – What General Counsel Truly Want From External Counsel

For: Managing Partners and Partners

A frank and interactive discussion, including presentations on:

- The results of the 2014 billion dollar+ GC Survey;
- Quantitative analysis of locations in Asia and the in-house communities there-in;
- Analysis of local, regional and international external providers;
- Practical ways that External Counsel can improve their service capability; and
- 'Thinking, fast and slow' – what is wisdom and how to deliver it.



Market reports

'Examining trends in Emerging Markets and keeping an eye on the competition.'

With our 16 years working with in-house counsel across the region, and up-to-date data on their thoughts on the issues they face and the external counsel they prefer to use, we are able to produce bespoke market reports upon request. We can also provide your firm with a 'private & confidential' In-House Counsel 'Perception Index'.

'ASIAN-MENA COUNSEL White Paper

'What General Counsel of Billion Dollar Companies truly want from External Counsel'

This White Paper includes original research drawn from a community of 320 General Counsel and Heads of Legal from billion dollar companies and institutions in Asia and the Middle East, and includes their collective feedback regarding:

- Analysis of Asia & Middle East Billion dollar institutions by geographic location and industry;
- One stop shop global law firms;
- Law firm structure & practice groups;
- New Model Firms; and
- Involvement of Procurement.



"Well constructed and thought provoking. I enjoyed reading it; especially the interesting statistics indicating that reputation expertise and inevitably price still trump size which suggests the emerging markets in particular may not have been persuaded by 'Global Law'. Your point about the continued rise of dominant regional firms is particularly telling."

**David Miles, Chairman – Asia Community Ventures
and former Managing Partner, Asia, Latham & Watkins**

In-House Community Event Delegates

Senior in-house counsel and/or directors from all the following entities attended at least one of our In-House Community Congress or Symposium events in 2012

A

A.S. Watson Group (HK)	Agricultural Bank of China Hong Kong Branch	Anheuser-Busch InBev Brewing Group China
AAA Oils & Fats Pte	AIA Group	Anton Oil
Abacus International Pte	AIA Korea	ANZ Bank China
ABB (China)	AIG APAC Holdings Pte	Aon-COFCO Insurance Brokers Co
ABB Industries LLC	AIG Insurance (Thailand) Public Company	AonHewitt
ABB	AIG Malaysia Insurance Berhad	Aozora Bank
Abbott China	Air Kelantan Sdn Bhd	Apollo Tyres
Abcus Renewable Energy Corp	Air Liquide Global Engineering & Construction	Apple
Aberdeen International Fund Managers	Air Products and Chemicals	Applied Materials
Abu Dhabi Airports Company PJSC	Air Products Asia Inc	Arrow Asia Pacific
Abu Dhabi Capital Group LLC	Air Products Korea Inc.	Arrow Electronics Distribution (Shanghai) Co
Abu Dhabi Finance	Airbus (China) Enterprise Management and Services Co	ART Heir
Abu Dhabi Gas Development Co	AirMedia Group Inc	Ascend Capital Partners
Abu Dhabi Gas Industries (GASCO)	Aju Savings Bank Co	Ascendas Pte
Abu Dhabi Motorsports Management	AkzoNobel (Asia) Co	Asia Pacific Breweries
Abu Dhabi National Exhibitions Co	Al Ahli General Trading LLC	Asia Pacific Properties
Abu Dhabi National Hotels	Al Futtaim Private Company LLC	Asia Pet (Thailand)
Abu Dhabi National Hotels Compass Middle East LLC	Al Habtoor Leighton LLC	Asiaciti Trust
Abu Dhabi National Oil Company (ADNOC)	Al Hilal Bank	Asian American Coal Inc
Abu Dhabi Oil Refining Company (TAKREER)	Al Khaleej Sugar Co (L.L.C.)	Aspix Capital Partners Pte
Abu Dhabi Polymers Co (Borouge)	Al Rostamani Group	Associated Construction & Investments
Abu Dhabi Terminals	Alam Maritim (M) Sdn Bhd	Asteco Property Management LLC
Accenture	Albemarle Management (Shanghai) Co	Astellas Pharma China Inc.
Acciona Energy Korea Inc.	Alcatel-Lucent China	ATIS Corporation Berhad
Accolade	Alcatel-Lucent Shanghai Bell Co Ltd	Atos
ACE American Insurance Company	Alcoa (China) Investment Co	Atos Information Technology (s) Pte.
ACE Jerneh Insurance Berhad	ALEC	Audi (China) Enterprise Management
Active Capital Asia Pte	Alere China	Augusta Pte
ACWA Power	AlGhurair Investment LLC	Aujan Group Holding
ADC Resources Sdn Bhd	Alibaba Group	Autodesk Software (China) Co
ADNEC	Alibaba.com China	Autohome China
ADNOC Distribution	All Textiles Sourcing	Automated Systems Holdings
ADP China	Allergan Singapore Pte	Avago Technologies
ADP Vehicle Information Management Technology (Shanghai) Co	Allianz Ayudhya Assurance PCL	Avago Technologies International Sales
Advanced Semiconductor Manufacturing Corporation	Allianz Malaysia Berhad	AvantaLion LLC
Advantest (Singapore) Pte	Al-Sayegh Brothers Trading	Avaya (China) Communication Co
AEA International Holdings Pte.	ALSTOM (China) Investment Co	Avery Dennison Hong Kong B.V.
AECOM	Alstom Power Systems SA (Dubai Branch)	Aviatrans (Canada)
AEON Co (M) Bhd	Amanah Raya Berhad	Avon Cosmetics (M) Sdn Bhd
AEON Credit Service (Asia) Co	Amazon China	AXA Asia
Affin Bank Berhad	AmBank Group	AXA China Region Insurance Company
Affin Investment Bank Berhad	America International Assurance Co (Bermuda)	AXA Investment Managers Asia
Agilent Technologies (China) Co	AmInvestment Bank Berhad	Axiata Group Berhad
Agilent Technologies Singapore (Holdings) Pte	Amlak Finance PJSC	Axis REIT Managers Berhad
Agricultural Bank of China	Amorepacific Group	Azure Power
	Amundi Islamic Malaysia Sdn Bhd	

B

BAE Systems India (Services) Private
 BAE Systems India Systems
 Baidu, Inc.

Bangkok Synthetics Co
 Bank Indonesia
 Bank of America Merrill Lynch
 Bank of America, N.A.
 Bank of Communications, Pacific Credit Card Center
 Bank of Thailand
 Bank of Yingkou
 Banyan Tree Hotels and Resorts
 Barclays Bank PLC
 Bard Medical Devices (Beijing) Co
 BASF (China) Co
 BASF (Malaysia) Sdn Bhd
 BASF (Thai)
 BASF PETRONAS Chemicals Sdn Bhd
 Baxter (China) Investment Co
 Bayer (South East Asia) Pte
 Bayer China
 Bayer CropScience (China) Company
 Bayer MaterialScience
 Bayer Thai Co
 BBVA
 Bechtel India Pvt.
 Beijing BIIC Technology Co
 Beijing Dentsu Advertising Co
 Beijing Far East Instrument Co
 Beijing Huahe Xieli Trading Co
 Beijing Instrument Industry Group Co
 Beijing Jingyi Century Electronics Co
 Beijing New Fast Founder Investment Group
 Beijing Qunar Information Technology
 Bekaert Management (Shanghai) Co
 Berjaya Corporation Berhad
 Berjaya Times Square Sdn Bhd
 Berli Jucker Public Company
 Bharti Enterprises
 Bharti Infratel
 Bharti SoftBank
 Bhatia Brothers Group, Dubai
 Big C Supercenter Public Co
 Bin Hendi Enterprises LLC
 Bin Zayed Group
 BIOPID Corporation
 BlackPine Private Equity Partners
 BlackRock
 Bloom Properties
 BMW Brilliance Automotive
 BNP Paribas Bangkok Branch
 BNP Paribas Equities (Asia) Beijing Representative Office
 BNP Paribas Hong Kong Branch
 BNP Paribas Securities Korea Co
 BNP Paribas Seoul Branch
 BNP Paribas Services (Hong Kong)
 BNP Paribas, Singapore Branch
 BNY Mellon
 BOC International Holdings
 Boeing Japan KK

Bombardier China
 Bonnington Hotel
 Bosch (China) Investment
 Boston Scientific Corporation
 BP (China) Holdings Shanghai Branch
 Braemar Technical Services LLC
 BrightPoint India Private
 Brightrust PE Japan Co
 Brink's Asia Pacific
 Bristol-Myers Squibb (China) Investment
 British American Tobacco Korea
 British and Malayan Trustees
 British Consulate-General Hong Kong
 British Embassy Seoul
 BT Hong Kong
 Bukhatir Group
 Bull n Bear Fund
 Burberry Asia
 Bursa Malaysia Berhad
 BW Maritnie Pte Lid

C

C C Land Holdings
 Cagamas Berhad
 Cambridge Industries Group
 Canadian Imperial Bank of Commerce
 Canon Singapore Pte
 Capital Nomura Securities Public Company
 CapitaLand Commercial (Malaysia) Sdn Bhd
 CapitaLand Commercial
 CapitaLand Residential Singapore Pte
 CapitaLand Retail Malaysia Sdn Bhd
 Cardinal Health China
 Carestream Health
 Cargill Asia Pacific Holdings Pte
 Carlsberg Brewery Malaysia Berhad
 Carrefour
 Carrefour China
 Carview Corporation
 Caterpillar (China) Investment Co
 Caterpillar Financial Services Asia Pte
 Cathay Pacific Airways
 CBRE Global Investors
 CCB International (Holdings)
 CCTV Sports & Entertainment Corporation
 Celltrion, Inc.
 Central Huijin Investment
 Central Retail Corporation
 Ceradyne (Tianjin) Advanced Materials Co
 Ceradyne (Tianjin) Technical Ceramics Co
 Cerebos (Thailand)
 Chalhoub Group
 Chanel
 Changi Airports International Pte.

Chartis Asia Pacific Pte
 Chartis Memsa Holdings, Inc
 ChemaWEyaat
 ChemChina Petrochemical Corporation
 Cheung Kong (Holdings)
 Chevalier International Holdings
 Chevron Gas and Midstream
 Chevron Indonesia Company
 China Architecture Design Group
 China Auto Rental
 China Aviation Oil (Singapore) Corp
 China CAMC Engineering Co
 China Construction Bank
 China Education Television
 China Hewlett-Packard Co
 China International Capital Corporation
 Hong Kong Securities
 China Investment Corporation
 China National Biotec Group
 China National BlueStar (Group) Co
 China National Chemical Corporation
 China National Machinery Industry Corporation
 China National Offshore Oil Corporation
 China Petrochemical Corporation
 China Railway Group
 China Resources (Holdings) Company
 China Resources Capital Holdings Co
 China Shenhua Overseas Development & Investment Co
 China Telecommunications Corporation
 China Television Media,
 China Tianchen Engineering Corporation
 China Yangtze Power Co
 China Yuchai International
 China.com Inc
 Choi Hing Securities Asia
 Chong Hing Bank
 Christie's
 CIMB Bank Berhad Shanghai Representative Office
 CIMB Investment Bank Berhad
 CIMC Group
 Cinda International Securities
 Ciputra Group
 Cisco Systems
 Cisco Systems (China) Networking Technology Co
 Cisco Systems (Hong Kong)
 Cisco Systems Capital (China) Corporation
 CIT Aerospace Asia Pte
 Citibank (Hong Kong)
 Citibank Berhad
 Citibank China Co Beijing Branch
 Citibank N.A., Singapore Branch
 Citibank, N.A.
 CITIC Bank International
 CITIC Construction Co

CITIC Pacific	CSL	DMS Building Services Sdn Bhd
CITIC Securities International Company	Cybernet India Pvt.	Docomo Intertouch Pte
Citigroup Global Markets Asia	Cypher	Doha Bank
Citigroup Global Markets Korea Securities	D	Dole Packaged Foods Asia
Citigroup Global Markets	D. E. Shaw & Co (Asia Pacific)	Donaldson (Wuxi) Filters Company
Citigroup Korea Inc.	Daesung Electronic Co	Donga Pharm
Citrix Systems Hong Kong	Daewoo International Corporation	Dong-A Pharm Co
City Developments	Daewoo Shipbuilding Marine & Engineering Co	Dong-A Socio Holdings
CJ CGV	Dai Nippon Printing Co	Dongkuk Steel
CJ CheilJedang Corporation	Daido Group	Doosan Heavy Industries & Construction Co
CJ E&M Corporation	Daimler Northeast Asia	Dow Chemical (China) Company
CK Life Sciences Int'l., Inc.	Daiwa Capital Markets Hong Kong	Dow Chemical (China) Investment Co
Clayton, Dubilier & Rice LLC	Daiwa Capital Markets Singapore	Dow Corning (China) Holding Co
Cloudsite Development (China)	Daiwa Securities Co	DSM China
CLP Power Hong Kong	Damansara Assets Sdn. Bhd	DSME ENR
CLSA Asia-Pacific Markets	Danone Asia-Pacific Management Co	DT Capital Management Co
CLSA	Daphne International Holdings	Du Pont Company (Singapore) Pte
CMIC Holdings Co	Dar Al Handasah Shair and Partners	Dubai Economic Council
CNA Group	Darby Asia Investors (HK)	Dubai Electricity & Water Authority
CNOOC	Datang Mobile Communications Equipment Co	Dubai Multi Commodities Centre (DMCC)
Coach Shanghai	Datapipe Asia (Shanghai)	Dubai Real Estate Corporation
Coca-Cola Bottlers Malaysia Sdn Bhd	Dazhongli Properties	Dubai Supply Authority
Coca-Cola India Private	DBS Bank Seoul Branch	Duet MENA
Coca-Cola, Greater China	Delhi International Airport Pvt.	Dulwich College Management
Cognition Education	Delixi Electric Co	DuPoint (Korea) Inc.
ColdWater Economics	Dell FZ LLC	DuPont China Holding Company
Colliers International	Dell Global B.V. (Singapore Branch)	DuPont China
Combiphar	Dell Global Business Center Sdn Bhd	DuPont Company (Singapore) Pte
Commerce Dot Com Sdn Bhd	Dell Services (China) Company	DuPont Sustainable Solutions MECS Chemical Plants Equipment (Shanghai) Co
Commercial Bank of Dubai	Deloitte Anjin LLC	Dutco Group
Committee of Corporate Citizenship	Deloitte Touche Tohmatsu	Duxton Asset Management Pte.
ConocoPhillips China Inc.	Deloitte Touche Tohmatsu Certified Public Accountants LLP Beijing Branch	DVB Bank SE (London Branch)
Corning China (Shanghai) Regional Headquarter Beijing Branch	Delphi Automotive Systems (China) Holding Co	Dynasty Design & Development
Corning China (Shanghai) Regional Headquarters	Department of Economic Development	E
Corporate Support (Hong Kong)	Department of Justice, The Government of the Hong Kong Special Administrative Region	E.I. DuPont India Private
Cosway (M) Sdn Bhd	Deutsche Babcock Al Jaber W.L.L.	Easa Saleh Al Gurg Group LLC
Coutts & Co Hong Kong Branch	Deutsche Bank AG	East Coast Economic Region Development Council
Covidien Private	Deutsche Bank AG Hong Kong Branch	Eastern Pacific Industrial Co Bhd
Creative Concept LLC	DHL	Eaton (China) Investments Co
Creativia Inc.	DHL Express (Hong Kong)	Eaton Corporation
Crédit Agricole CIB (China)	DHL Global Forwarding (China) Co	eBay International Hong Kong
Crédit Agricole Corporate & Investment Bank	DHL-Sinotrans International Air Courier Diageo	eBay Korea
Crédit Agricole Corporate and Investment Bank Hong Kong Branch	Diageo Moet Hennessy (Thailand)	Economic Zones World
Credit Industriel et Commercial - Singapore Branch	dianping.com	EcoSecurities Group China
Crescent	Dickson Concepts (International)	Edelweiss Financial Services
Crescent Petroleum	Diebold China	EDF (Beijing) Energy Consulting Co
Crosspoint Advisors, Inc.	Diebold Financial Equipment Co	EDF Soth East Asia
Crown One Asset Management	DIFC Courts	Edwin Technologies
Crown Worldwide Pte	Dimension Data (Thailand)	Ek-Chai Distribution System Co
Crown Worldwide Shared Services Sdn Bhd	DM Healthcare LLC	eLand Leisure
CSC Malaysia Sdn Bhd		Electricity Generating Public Company
CSC Technology Singapore Pte.		Electrolux (China) Home Appliance Co
		Electrolux S.E.A. Pte

Electronic Arts K.K.
 Elekta
 Eli Lilly and Company
 Elken Sdn Bhd
 Ellora Medicare
 eLong, Inc.
 Emaar Properties PJSC
 EMC Computer Systems (China) Co
 EMC Corporation
 EMC International Sarl (Singapore Branch)
 Emerson
 Emerson (Thailand)
 Emerson Process Management Korea
 Emery Oleochemicals Group
 Emirates
 Emirates Investment Authority
 Emirates NBD
 Emirates NBD Capital
 Emori (China) Co
 Encorp Berhad
 Energy & Natural Resources Institute of Indonesia (ENRI Indonesia)
 Energy Consulting Pte
 ENN Finance Co
 Environmental Resources Management
 EQ Partners Co
 ERIA (Economic Research Institute for ASEAN and East Asia)
 Ericsson (China) Co
 Ericsson (China) Communications Co
 Ericsson, Region South East Asia & Oceania
 Ernst & Young
 Ernst & Young Han Young
 Essar Energy
 ETA – Star & Ascon Group
 ETA Star & Ascon Group, Dubai
 Etisalat
 ETRADE Securities (Hong Kong)
 Eun Min International Corp.
 Europe-ASEAN Business Alliance
 Everest Motivation Team
 Evolve Capital
 ExxonMobil (China) Investment Co
 ExxonMobil Asia Pacific Pte
 ExxonMobil Hong Kong

F

Fairbridge Capital Private
 Fairchild Semiconductor (Shanghai) Co
 Fairchild Semiconductor Pte
 Fast Retailing Co
 FCI Asia Pte.
 Federal-Mogul (China) Co
 FedEx Express
 FedEx Express Intl. Inc.
 Felda Global Ventures Holdings Berhad
 Ferrero Asia

Ferrero International S.A.
 FIL Asset Management (Korea)
 First American Title Insurance Company
 FMC Corporation
 Focus Media
 Ford Services (Thailand) Co
 Fortuna Indoglobal
 Foster Trembes Petroleum
 Fox International Channels
 Foxconn Precision Component (Beijing)
 Franshion Properties (China)
 Fraser & Neave Holdings Bhd
 Fraser and Neave (Singapore) Pte
 Freescale Semiconductor (China)
 Fremantlemedia Asia Pte
 FrieslandCampina Middle East
 Fubon Bank (Hong Kong)
 Fujitsu Asia Pte
 Fujitsu
 Fujitsu Semiconductor
 Fujitsu Systems Business (Thailand)
 Furukawa Electric Co
 FWU Global Takaful Solutions

G

G4S plc
 Galaxy Entertainment Group
 Gas Supply Pte
 GASCO
 Gate Gourmet Singapore Pte
 GCL-Poly Energy Holdings
 GDF SUEZ Middle East Turkey and Africa
 GE (China) Co
 GE AMC Korea
 GE Capital India
 GE Healthcare
 GE Intelligent Platforms
 GE Money Korea
 GE Power & Water
 GEFCO International Logistics (China) Co
 GEMS Education
 General Electric Company
 General Motors (Thailand)
 General Steel Holdings Inc
 Genpact
 Genting Hong Kong
 Genting Malaysia Berhad
 Genting Oil Kasuri Pte
 George Weston Foods
 German Industry & Commerce Greater China, Shanghai
 Gilead Sciences Hong Kong
 GIT Capital Pte
 GlaxoSmithKline (China) Investment Co
 GlaxoSmithKline Korea
 GlaxoSmithKline Pte
 Glenmark Pharmaceuticals

Global Marine Systems
 Global Power Synergy Company
 Global Risk LLC
 Global Tech (Holdings)
 GLOBALFOUNDRIES Singapore Pte
 Glomac Berhad
 GM Overseas Distribution L.L.C. (Dubai Branch)
 GMR Airports
 Golden Agri-Resources
 Golden Shine Management
 Goldman Sachs (Asia) L.L.C.
 Goodyear Tire & Rubber Company
 Google China
 Government of Singapore Investment Corporation Pte
 Grass Valley Singapore Pte
 Great Eastern Life Assurance (Malaysia) Berhad
 Greenbay Marine Pte
 GRUNDFOS Pumps (Shanghai) Co
 GS Caltex Corporation
 GSITM
 Guangneng (Beijing) Investment Fund Management Co
 Gucci Group Asia Pacific
 Gulf Agency Company
 Gulf Business Machines BSC
 Gulf News
 Gulf Pharmaceutical Industries (Julfar)
 Gulf Related
 GulfTainer Company
 Guoco Management Co
 Guotai Junan International Holdings

H

Habtoor Leighton Group LLC
 Halliburton Energy Services (China)
 Halliburton Indonesia
 Hana Financial Group Inc.
 HanaDaetoo Securities
 Hancil Cement Co
 Hanergy Holding Group Co
 Hang Seng Bank
 HanGlas - Saint-Gobain Group (Korea & South East Asia)
 Hangzhou MSD Pharmaceutical Co Shanghai Branch
 Hanison Construction Company
 Hankuk University of Foreign Studies Law School
 Hanwha Chemical Corporation
 Hanwha Corporation
 Hanwha Life Insurance
 Hap Seng Credit Sdn Bhd
 Heidelbergcement Asia Pte
 Hennabun Capital Group
 Hevilift Group Pte
 Hewlett-Packard (M) Sdn Bhd

Hewlett-Packard Asia Pacific Pte.
Hill International, Inc
Hilton Worldwide
Hisun Pfizer Pharmaceuticals Company
Hitachi Asia
Hitachi Data Systems (China) Co
HNA Capital Holding Co
HoePharma Holdings Sdn Bhd
Hologic Asia Pacific
Homeplus Co
Homeplus Co & Samsung Tesco Co
Honeywell (China) Co
Honeywell Engineering Sdn Bhd
Honeywell International Inc.
Honeywell
Hong Kong Broadband Network
Hong Kong Cable Television
Hong Kong Federation of Women Lawyers
Hong Kong Mercantile Exchange
Hong Kong Monetary Authority
Hong Leong Financial Group Berhad
Hongkong Land
Hosa International
Houlihan Lokey
HSBC
HSBC Bank Malaysia Berhad
HSBC Bank Middle East
HSBC Korea
HSBC Private Bank (Suisse) S.A.
HSBC Seoul Securities Branch
Huawei Tech (UAE) FZ-LLC
Huawei Technologies (UAE) FZ-LLC
Human Net Co
Humax Co
Hutchison Whampoa
Hyder Consulting Middle East
Hyundai Capital
Hyundai Corporation
Hyundai E&C / Overseas Investment
Hyundai Engineering & Construction Co
Hyundai Group
Hyundai Heavy Industries, Co
Hyundai Information Technology Co
Hyundai Marine & Fire Insurance
Hyundai Merchant Marine

I

IBM
IBM (China) Company
IBM China/Hong Kong
IBM Korea, Inc.
ICAP Indonesia
iFAST Service Centre Sdn Bhd
Iffco Tokio General Insurance Co
IFFCOchart
IGC Group
IJM Corporation Berhad
IMC Pan Asia (China) Management Co

IMS Market Research Consulting (Shanghai) Co
IMUM
Inch Kenneth Kajang Rubber PLC
Index Holding FZ LLC
Indiabulls Power
Indian Council of Arbitration (FICCI)
Indonesia Jentera School of Law
Indorama Ventures Public Company
Indosat
Industrial and Commercial Bank of China (Asia)
Industrial and Commercial Bank of China (Malaysia) Berhad
Industrial Bank of Korea
Informatics Education
InfraRed NF Investment Advisers
ING Bank N.V. Hong Kong Branch
ING Bank Seoul Branch
ING Investment Management Asia Pacific (Singapore)
ING Life Insurance Korea,
InProjects
InQpharm Group
Intel Asia Holdings
Intel China
InterContinental Hotels Group
International Air Transport Association
International Paper
Intertrust Hong Kong
Intigral
INTOUCH
Intrepid Mines
Invensys Operations Management, China
Invensys Process Systems Pte
Itochu Corporation
ITS Middle East
IVCA

J

J.P. Morgan
J.P. Morgan Asia Consulting (Beijing)
J.P. Morgan Asset Management Real Assets (Asia)
J.P. Morgan Chase Bank, N.A.
Japan Advisory Inc.
JARING Communications Sdn Bhd
Jersey Finance
JETRO Dubai
Johnson & Johnson (Middle East) Inc.
Johnson Controls
Johnson Controls (China) Investment Co
Johnson Controls Inc. Power Solutions
Johnson Electric Holdings
Johor Port Berhad
Jones Lang LaSalle
JT International Korea Inc.
Judicial Research & Training Institute

Jumbo Electronics Company
Jumbo World Holdings
Jurong Port Pte

K

Kajima Corporation
Kanjaneer Computer Center
Kasikornbank PCL
KB Financial Group
KEO International Consultants
Keppel Corporation
Keppel Land International
Kerjasama Operasi PT Pertamina EP - PT Axis Sambidoyong Energi
Kerogen Capital (Asia)
Kerry Holdings (China) Co
Kerry Holdings
Kerry Logistics
Kerry Trading Company
Kerzner International Management FZ
Khazanah Nasional Berhad
Kimberly-Clark (China) Co
King Jim Co
Kodak India Private
KOGAS
Kompas Gramedia
Kongzhong Corporation
KOP Group Pte
Korea Development Bank
Korea Exchange Bank
Korea Gas Corporation
Korea Investment Corporation
Korea National Oil Operation
Korea Water Resources Corporation
Kotak Mahindra Bank
KOTRA
KPJ Healthcare Berhad
KPMG
Kraft Foods Middle East & Africa
Krakatau Medika Hospital
Krungthai-AXA Life Insurance Co
KT & G Corporation
Kuehne + Nagel Management ME (FZE)
Kuwait Petroleum Corporation

L

Lafarge China
Lanco Infratech
Lanco Solar Energy Private
Land Transport Authority
Landmark Gulf Group
Langham Hospitality Group
LANXESS Chemical (China) Co
LANXESS Hong Kong
LCW Management
Lee Kum Kee Health Products Group
Legal Aid Department
Legal Department - Ruler Court
Legend Capital Partners Inc.

Lenovo Group
 Lex Sigma
 LG Chem
 LG CNS
 LG Display
 LG Display Co
 LG Electronics Inc.
 LG International Corporation
 LG Life Sciences
 LG-Ericsson Co
 LGT Bank (Hong Kong)
 Li & Fung
 Liberty Insurance Company
 Linde Gas Asia Pte
 Linde Korea
 Linfox Australia Pty
 Lion Global Investors
 Lite-On Mobile Corporation
 LMG Insurance Public Company
 Locus Capital Partners
 Logica Malaysia Sdn Bhd
 Logitech Asia Pacific
 Louis Dreyfus Commodities (Beijing)
 Trading Co
 Louis Vuitton (China) Company
 LouisDreyfus Commodities (Beijing)
 Trading Co
 LSI Logic Singapore Pte
 LyondellBasell

M

Macquarie Bank Seoul Branch
 Macquarie Securities Korea
 Macquarie Capital Securities (Malaysia)
 Sdn Bhd
 Macquarie Group
 Macquarie Securities Korea
 Maeil Dairies Co
 Maersk (China) Shipping Co
 Majid Al Futtaim Ventures
 Malayan Banking Berhad
 Malaysia Airports Holdings Berhad
 Malaysian Airline System Berhad
 Malaysian Electronic Clearing
 Corporation Sdn Bhd
 Malaysian Resources Corporation Bhd
 MANGO Garments & Accessory (China)
 Company
 MANN+HUMMEL (China) Co
 Manulife Asset Management Taiwan
 Manulife Financial Asia
 Mapletree Investments Pte
 Maritime & Port Authority of Singapore
 maritimeChain.com Pte
 Marriott International Inc.
 Marsh (Beijing) Insurance Brokers Co
 Maruti Suzuki India
 Mary Kay (China) Cosmetics Co
 Mashreq Bank

MasterCard (Asia Pacific) Pte
 Maxdo Group
 Maxim's Caterers
 Maxis Berhad
 Maybank Kim Eng Securities (Thailand)
 Public Company
 Mazars Asia Pacific
 Mazars Sebit Corp
 McDonald's (China) Company
 McDonald's Restaurants (Hong Kong)
 McKinsey & Company, Inc. Hong Kong
 MEASAT Broadcast Network Systems
 Sdn Bhd
 Media Development Authority of
 Singapore
 Media Prima Berhad
 Melchers (Shanghai)
 Meraas Holding
 Mercer
 Merck KGaA Beijing Representative
 Office
 Merck Serono Co
 MetLife Alico
 METRO Jinjiang Cash & Carry Co
 Metso (China) Investment Co
 Micro Focus Pte
 Microsoft Hong Kong
 Microsoft Korea, Inc.
 Milio International DMCC
 Millennium & Copthorne Hotels Middle
 East
 Minerva Athena Pressindo
 Ministry of Finance UAE
 Minor International PCL
 Minsheng Life Insurance Co
 Mirae Asset Securities Co
 MISC Berhad
 Mitsubishi Corporation
 Mitsubishi Electric (China) Co
 Mitsubishi Electric Air-Conditioning
 & Visual Information Systems
 (Shanghai)
 Mitsubishi Elevator Malaysia Sdn Bhd
 Mitsui & Co (Asia Pacific) Pte
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 Mizuho Securities Asia
 MMC Corporation Berhad
 MMC Petroleum & Resources Sdn Bhd
 MNG Group of Companies
 Mohamed Hareb Al Otaiba Group
 Mohammed Hamoud Alshaya CoW.L.L.
 Molex Japan Co
 Momentive Performance Materials Inc.
 Monnet Ispat & Energy
 Moody's Asia Pacific
 Moody's Corporation

Morgan Stanley Asia
 Morgan Stanley Huaxin Securities
 Company
 Morgan Stanley MUFG Securities Co
 Morningside Asia
 Moser Baer Photo Voltaic
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 (China) Co
 Motorola Solutions Singapore Pte
 MSIG Insurance (Thailand) Public
 Company
 mTouche Technology Berhad
 MTR Corporation
 MTV Asia, Nickelodeon Asia Holdings
 Muirfield Consultants Co
 Mulia Group
 Mundipharma Korea
 Munich Re Underwriting Agents (DIFC)
 MYNIC Berhad

N

Nadayu Properties Berhad
 Nagaworld
 Nam Cheong Dockyard Sdn Bhd
 NASDAQ Dubai
 National Bank of Abu Dhabi
 National Bank of Fujairah PSC
 National Drilling Company
 National Health Insurance Company -
 Daman PJSC
 National Holding
 National Instruments China
 National University Hospital
 Natixis Korea Representative Office
 NatSteel Holdings Pte
 Navigat Group Pte
 NCS Pte.
 NEC (China) Co
 NEC Corporation
 Nedaa
 Nestlé (Malaysia) Berhad
 Nestlé (Thai)
 Nestlé Hong Kong
 Nestlé Middle East FZE
 NetApp
 NetApp India Private
 NetApp Singapore Pte
 Neusoft Corporation
 New Horizon Capital
 New Media Corporation
 New World Development Company
 New York University Abu Dhabi
 Nexia Samduk
 Nexus Insurance Brokers LLC
 Ng Fung Hong
 Nielsen
 Nihon Kraft Foods
 Nike Japan Group
 Nike Sports (China) Co

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NIVEA (Shanghai) Co	PCCW	PT Acuatico Air Indonesia
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	Philip Morris Asia	PT Computrade Technology
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	POSCO Energy	PT Hero Supermarket Tbk
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	PowerT3 Development Limited	PT Holcim Indonesia Tbk
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	PPG Industries International, Inc.	PT IBM Indonesia
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	PricewaterhouseCoopers	PT Indonesia Power
	PrimeCredit	PT Indorama Synthetics Tbk
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	Principal International (Asia)	PT Jaya Real Property Tbk
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	Public Company	PT Lippo Karawaci Tbk
	Prysmian (China) Investment Co	PT Lotte Shopping Indonesia

O

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 Office of Thailand Trade Representative
 Omniyat Investments and Management
 One Tree Partners
 OnStar Middle East FZ LLC
 Oracle (China) Software Systems Co
 Oracle Corporation Singapore Pte
 Oracle Systems Hong Kong
 Orange Business Services
 Oriental Brewery Company
 OSN
 Otis Elevator Company (M) Sdn Bhd
 OTIS Elevator Company
 OTIS Elevator Korea
 Otis L.L.C.
 Otto Marine
 Ove Arup & Partners
 Owens Corning (China) Investment Co

P

PacBridge Capital Partners (HK)
 Pacific Century Premium Developments
 Pacific Harbor Capital
 Pacific West (Asia) Asset Management
 PAG
 Paharpur Business Centre & Software
 Tech Incubator Park
 Palm Utilities
 Pan Malaysia Capital Berhad
 Pan Malaysian Pools Sdn Bhd
 Panacea Biotec
 Parkway Group Healthcare Pte
 ParkwayHealth China
 Paul Y. Management

PT Mahadana Dasha Utama
 PT Marketama Indah
 PT Memimpin Dengan Nurani
 PT Minna Padi Investama Tbk
 PT MNC Sky Vision Tbk
 PT Nestlé Indonesia
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 PT Pan Asia Indonesia Management Services
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 PT PP London Sumatra Indonesia Tbk
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 PT Provident Agro Tbk
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 PT Tirta Investama
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 PT Titan Mining Indonesia
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 PT Toyota Motor Manufacturing Indonesia
 PT Trimex International Indonesia
 PT Tugu Pratama Indonesia
 PT UBS Securities Indonesia
 PT Unggul Indah Cahaya, Tbk
 PT Virtus Technology Indonesia
 PT Weatherford Indonesia
 PT ZC Industries - Swagelok Indonesia
 PTT Global Chemical Public Company
 PTT International Company
 Puncak Niaga (M) Sdn Bhd
 Putra Perdana Construction Sdn Berhad
 PwC
 PwC Zhong Tian CPAs Company

Q

Qatar General Insurance and Reinsurance Co S.A.Q.
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Québec, Canada, Bar
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R

R K Foundation India
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 Ratchaburi Electricity Generating Holding PCL
 Raub Australian Gold Mining Sdn Bhd
 RBS
 RCI Asia Pacific Pte
 Reckitt Benckiser Arabia FZE
 Reckitt Benckiser Household Products (China) Co
 Red Bull FZE
 Red Bull India Private
 Religare Securities
 Rexam Plastic Packaging - Asia
 RGE Pte
 RHB Capital Berhad
 Rhodia Korea Co
 Richplus, Inc.
 Risco Energy Investments Pte
 Robert Bosch Korea
 Rockwell Automation
 Rodeo AP Korea
 RR Donnelley
 RSA Middle East
 RSUP Dr. Hasan Sadikin Bandung
 RUSAL
 Ryerson China

S

Sa Sa International Holdings
 SABIC
 SABIC Innovative Plastics
 SABIC Innovative Plastics India Pvt.
 Sae-A Trading Co
 SAIC Motor Corporation
 SAIF (Beijing) Advisors
 Saint-Gobain (China) Investment Co
 Salim Group
 Samba Financial Group
 Samchully Co
 Samil Power Co
 SamilPricewaterhouseCoopers
 Samsonite Asia
 Samsung China
 Samsung Electronics Co
 Samsung Engineering Co
 Samsung Life Insurance Co
 Samsung Petrochemicals Co
 Samsung SDI Co
 Samsung Securities Co
 Samsung Total Petrochemicals Co
 Sandoz China

Sanofi China
 Sanofi-aventis (China) Investment Co
 Sanofi-Aventis Korea Co
 Sanofi-aventis Thailand
 SAP China
 SAP India Pvt.
 SAP Middle East & North Africa LLC
 Sapient Consulting Private
 SapuraKencana Petroleum Berhad
 SATS
 Savills Residential Pte
 SBT Japan (Construction Material)
 SC Capital Partners Pte.
 Schenker (Asia Pacific) Pte
 Schenker China
 Schenker India Private
 Schlumberger China & North Asia
 Schlumberger Middle East, S.A.
 Schneider Electric (China) Co
 Schroder Investment Management (Hong Kong)
 Scomi Engineering Bhd
 Seabridge Bunkering Pte
 Seaco Asia Pte
 Secured Capital Investment Management Co
 Securities Association of China
 Sei Asset Korea Co
 Sembcorp Industries
 Semiconductor Manufacturing International Corporation
 SFS-MH Asset Management
 Shanghai Dongjin Business Consulting Co
 Shanghai Howard Johnson Hotel Management Co
 Shanghai Huali Microelectronics Corporation
 Shanghai Huayi Engineering Corporation
 Shanghai Industrial Holdings
 Shanghai International Trust Co
 Shanghai Lion City Textile Co
 Shanghai Municipal Development and Reform Commission
 Shanghai Pudong Kerry City Properties Co
 Shanghai RADIALL Electronics Co
 Shanghai University of Political Science and Law
 Shanghai Xiao Nan Guo Restaurant Co
 Shanghai Zhenhua Heavy Industries Co
 SHARP Middle East FZE
 Shell Eastern Petroleum (Pte)
 Shell Malaysia
 Shenhua Group Corporation
 Shimizu Corporation
 Shin Kong & HNA Life Insurance Co
 Shui On Development
 Shun Tak Holdings

Siemens, China	South China Media	T
Siemens Industry Software India Private	SPAL Automotive Components	T. Rowe Price Hong Kong
Siemens	(Shanghai) Co	Tabreed
Siemens Seoul	SPML Infra	Takeda (China) Holdings. Co
Sime Darby Berhad	Spreadtrum Communications	Takeda Pharmaceutical Company
Sime Darby Motor Holdings	(Shanghai) Co	TAL Education Group
Sime Darby Plantation Sdn Bhd	Springfield Financial Advisory	Talal Abu-Ghazaleh & Co International
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Sinarmas Energy and Mining	SPX Korea Co	Tameer Holding Investment LLC
Sing Tao News Corporation	ST Aerospace	TATA Power Delhi Distribution
Singapore Airlines Cargo Pte	ST Asset Management	Tawazun Holding Company LLC
Singapore Corporate Counsel	ST Trustees Management	TCT Mobile
Association	Stamford Land Corporation	TDIC
Singapore Flyer Pte	Standard Chartered Bank	Technicolor Asia
Singapore International School	Standard Chartered Bank (Hong Kong)	Technicolor Hong Kong
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Singapore Technologies Aerospace	Starbucks (China) Company	Telekom Malaysia Berhad
Singapore Technologies Engineering	Starwood Hotels & Resorts Pte	Television Broadcasts
Singapore Technologies Kinetics	State Nuclear Power Technology	Telindus (Thailand)
Singapore Telecommunications	Corporation	Temasek International Pte
Sino Asia Industrial	State Street Bank and Trust Company	Tenaga Nasional Berhad
Sino French Water Development Co	State Street Global Advisors Asia	Tencent Holdings
Sino Land Company	STATS ChipPAC	Tesco (China)
Sinochem Group	STMicroelectronics (China)	Tesco Stores (Malaysia) Sdn Bhd
SinoPac Securities (Asia)	Investment Co	TessengerLo Trading (Shanghai) Co
Sinopec (Hong Kong) Petroleum	Stora Enso China	Tetra Pak (Thailand)
Holding Co	Stryker Pacific	Tetra Pak China
Sinovac Biotech	STX Corporation	Texas Instruments
SIRIM Berhad	STX Heavy Industries	Texchem Corporation Sdn Bhd
SITA	STX Pan Ocean CoLtd	Thai Beverage Public Company
SITA IT Services (Beijing)	Styrolution Korea	Thai Otsuka Pharmaceutical Co
Six Construct	Suez Environnement Asia	Thales China
SK Energy Co	Suhyup Bank	Thales International Middle East &
SK Global Chemical	Sumatra Copper & Gold plc	Western Asia
SK Holdings Co	SUN Group Enterprises Private	The American Chamber of Commerce
SK Hynix Inc.	Sun Hung Kai Real Estate Agency	in Thailand
SK Innovation	Sun Microsystems (China) Co	The ART Heir Group
SK Lubricants	Sundong Shipbuilding & Marine	The Ascott
SK Planet Co	Engineering Co	The Bangchak Petroleum Public
SK Telecom Co	SunEdison Energy (Thailand)	Company
SKALI Group	Company	The Bank of Nova Scotia Berhad
SKF (China) Co	SunGard	The Bank of Tokyo-Mitsubishi UFJ,
SKHynix Inc	SunGard China	The Carlyle Group
SMBC Nikko Securities (Hong Kong)	SunGard Data Systems Inc.	The Cragus Group
SMIC	Supreme Fuels	The Cragus Group
SMIT Singapore Pte	Susterra Partners and Accolade Inc.	The Dairy Farm Group
SMRT Corporation	Svitzer Middle East	The Erawan Group PLC
Societe Generale	Swiber Corporate Services Pte	The Hong Kong Jockey Club
Societe Generale (China)	Swiber Holdings	The Korean Commercial Arbitration
Societe Generale Securities Asia	Swiss Reinsurance Company	Board
Soho Group	Swiss Reinsurance Company Beijing	The Linde Group
Solvay Asia Pacific Co	Branch	The Lubrizol Corporation
SOMAR	Syarikat Bekalan Air Selangor Sdn Bhd	The Management Center
Sony (China)	Sybase Hong Kong	The Marketing Store
Sony Mobile Communications	SYE Consulting	The National Investor (TNI)
(China) Co	Symphony Holdings	The New Straits Times Press (Malaysia)
Sony Music Entertainment (China)	Syngenta Asia Pacific Pte	Berhad
Sony Music Entertainment Asia Inc.	Syngenta Seeds (Beijing) Co	The Prudential Life Insurance Company
Sorouh Real Estate PJSC.		of Korea

The Royal Bank of Scotland N.V., (Seoul Branch)
 The Shipping Corporation of India
 The Stock Exchange of Thailand
 The Straits Trading Company
 The Three Factors Company "en3"
 The University of Hong Kong
 The Walt Disney Company (Shanghai)
 The Walt Disney Company (Southeast Asia) Pte
 Thomson International Health Services Pte
 Thoresen Group
 ThyssenKrupp (China)
 Tibra Trading Hong Kong
 TIENS Group
 Time Travel LLC
 Titis Sampurna
 TMI
 TNT China
 Tod's Hong Kong
 Tokio Marine & Nichido Fire Insurance Co
 Toll Global Logistics
 Toll Logistics Logistics Division
 Toppan Printing Co
 TOT Public Company
 Total China Investment Company
 Total Petrochemicals China
 Total United Arab Emirates
 Tourism Development & Investment Company
 Tower Bersama Group
 Towers Watson
 Trafigura Pte
 TransPower Company
 Travelpart
 TrendStar International Trading Co
 True Corporation Public Company
 Trustconsult (Asia)
 Tsing Capital
 Tuas Power Generation Pte
 Turner International Asia Pacific
 Turner International India Private
 TUV Rheinland (China)
 twofour54
 Tyco International Asia, Inc.

U

U Mobile Sdn Bhd
 UAE Ministry of Justice
 UBS AG
 UC RUSAL
 UCB Pharma
 UEM Builders Berhad
 UEM Group Berhad
 UL LLC
 UM Malaysia
 Unaoil Group

Underwriters Laboratories Inc.
 UniCredit Bank AG
 Unilever China
 Unilever Thai Trading
 Uni-Tech Trade Corporation
 United Company RUSAL (Hong Kong)
 United Insurance Company
 United Overseas Bank (China)
 United Overseas Bank (Malaysia) Bhd
 United Technologies
 Universal Music
 University of Malaya
 UOA Development Bhd
 UOP Process Technology Co
 UPS
 Usaha Tegas Sdn Bhd
 UTC Aerospace Systems
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V

Vale
 Value Retail (Suzhou) Co
 Value Retail (Suzhou) Co
 Velcan Energy Group
 Veolia Environmental Services Asia
 Veolia Transport RATP Asia
 Veolia Water Japan K.K.
 Veolia Water Solutions & Technologies
 Vervata Co
 Videocon Telecommunications
 VinaCapital Corporate Finance Vietnam Co
 Vinythai Public Company
 Virbac Asia Pacific Co
 Visa Hong Kong
 Vision Express
 Vistaprint Inc
 Vistra (UAE)
 Vitz Global Management
 VMware Information Technology (China) Co
 Vodafone India
 Volvo (China) Investment Co Shanghai Branch
 Volvo Automotive Finance (China)
 Vortex Capital

W

Wah Hin & Co (Pte)
 Wallich & Matthes
 Wal-Mart Asia Pte
 Wana Artha Life
 Warburg Pincus Asia LLC
 Watts (Shanghai) Management Co
 Weatherford Asia Pacific Pte
 Weatherford Oil Tool Middle East

Weichai Power Co
 Wells Fargo Bank, N.A.
 Welspun Energy, Delhi
 West Kowloon Cultural District Authority
 Western Union Business Solutions
 Wharf T&T
 Willis (Singapore) Pte
 Wilmar International
 Wing Hang Bank
 Wing Tai Properties
 Wison Group
 Wockhardt
 Woori Asset Management
 World Sport Group Pte
 World Taekwondo Federation
 Wrigley India Pvt.
 WS Atkins & Partners Overseas

X

Xian Janssen Pharmaceutical
 Xilinx Asia Pacific Pte.
 Xinhua Holdings

Y

Yahoo! Asia Pacific Ptd
 Yahoo! Hong Kong
 Yahoo! Korea
 Yanlord Land Group
 YTL PowerSeraya Pte.
 Yuhan Corporation

Z

Zara Commercial (Shanghai) Co
 Zegna Trading (Shanghai) Co
 Zelan Berhad
 Zhejiang Geely Holding Group
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About the Directors



Tim Gilkison is a founding director of Pacific Business Press, founder and hosts of the *In-House Community* and its associated platforms, including ASIAN-MENA COUNSEL, the In-House Congress and www.inhousecommunity.com.

Tim established the first In-House Congress in Hong Kong in 1998, bringing the the city's in-house counsel together as a community for the first time, and launched the region's first publication dedicated to in-house practice, In-House Briefing (now ASIAN-MENA COUNSEL). He has over 19 years of experience in the corporate legal publishing and conference industry.

Previously Tim worked for Pearson Professional (FT Law & Tax), Euromoney (Jersey) Ltd in Hong Kong and BPCC (in the UK).

Tim has lived in Asia since 1995.



Patrick Dransfield, MA, BA (Joint Hons.), Publishing Director, ASIAN-MENA COUNSEL and Co-Director of *In-House Community*™

Patrick has eighteen years of publishing experience and eight years of working directly within law firms (Shearman & Sterling and White & Case, respectively) as Marketing and Business Development Director for Asia. Patrick joined the In-House Community™ as Co-Director in 2008, and continues in that role. From 1996 to 2001, Patrick worked for Euromoney Institutional Investor, becoming the Director of Euromoney (Jersey) Limited, Managing Director of Asia Law & Practice and the Asia Publisher of International Financial Law Review (IFLR). He devised and hosted the inaugural IFLR Asia Awards as well as published numerous books, including the well-received 'The Life and Death of a Dotcom in China' in 2000. His publishing career began with Haymarket Publishing in 1987. Recent publications include 'A Corporate Journey to the West: or How to make a successful acquisition in the USA' 企业西游记 : 成功并购在美国, the bi-lingual legal novel.

Patrick is a graduate of Leeds University (B.A. Joint Hons. in English and History of Art) and also holds a Master's Degree in Far East Area Studies from London University, SOAS. Patrick is in frequent demand as a speaker/ panelist on the business of law and has been invited to speak on related topics by the Shanghai Bar Association, the Professional Services Marketing Group in London as well as leading in-house counsel teams, and international and domestic law firms.

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