

1999-2017 – 19 Years of Service



In-House *Community*[™]

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

Annual Report Q3 2017



“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**



“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”**

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“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 (author of ‘The End of Lawyers?’ and ‘Tomorrow’s Lawyers’)



“When the annual Beijing and Shanghai In-House Community Congress events were founded over seventeen 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 *In-House Community*™ is a specialist network of over 20,000 legal and compliance professionals in the emerging markets of Asia, and the Middle East. Founded in 1998 by Pacific Business Press*, the In-House Community continues to thrive because it provides value to its members. The In-House community is a community of practice: a group of people who have the existence of a shared practice (in-house legal and compliance) which constitutes a common set of situations, problems and perspectives. The strength of the In-House Community is derived from the fact that the goal and mission of the In-House Community intersects with the passions and aspirations of its participants.

The mission of the In-House Community is to **empower and educate in-house counsel for the benefit of all**. The In-House Community constitutes a very large and active community of practice expansive across the diverse regions of ASEAN, China, North Asia, and the Middle East.

The In-House Community is also unique in that the 20,000+ members of this community are responsible for the annual legal budgets of well over US\$100 billion (Source: Beaton Capital). Access through ownership of the In-House Community constitutes access to the corporate legal market of Asia and the Middle East, which is estimated to be growing at 7% pa.

* Pacific Business Press is a privately-owned company based in Hong Kong

a Face-to-Face Community



Now in their 19th 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 3,500 attendees each year at venues all along the New Silk Road.

(SEE PAGE 14)

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 22)

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.

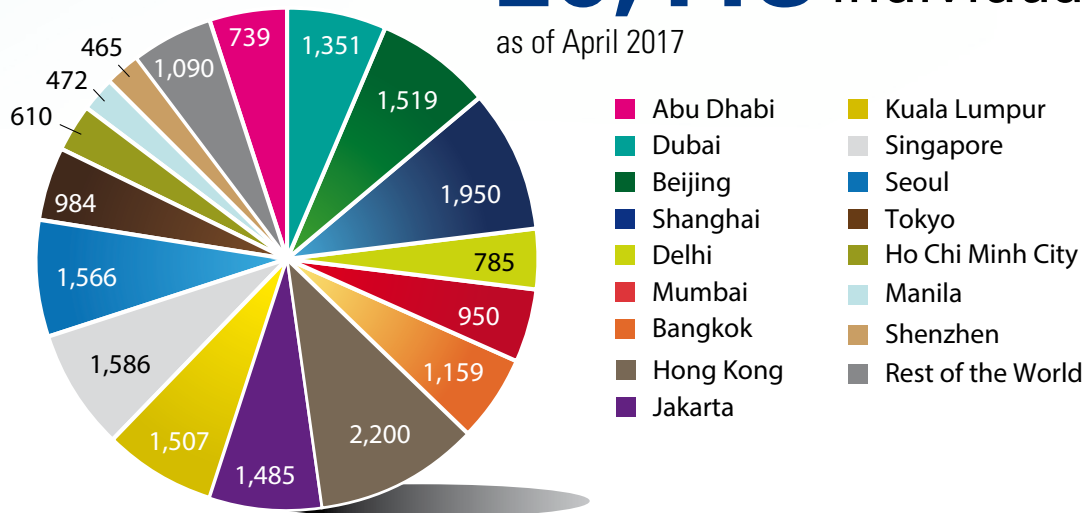
(SEE PAGE 26)

The 20,000+ strong In-House Community™

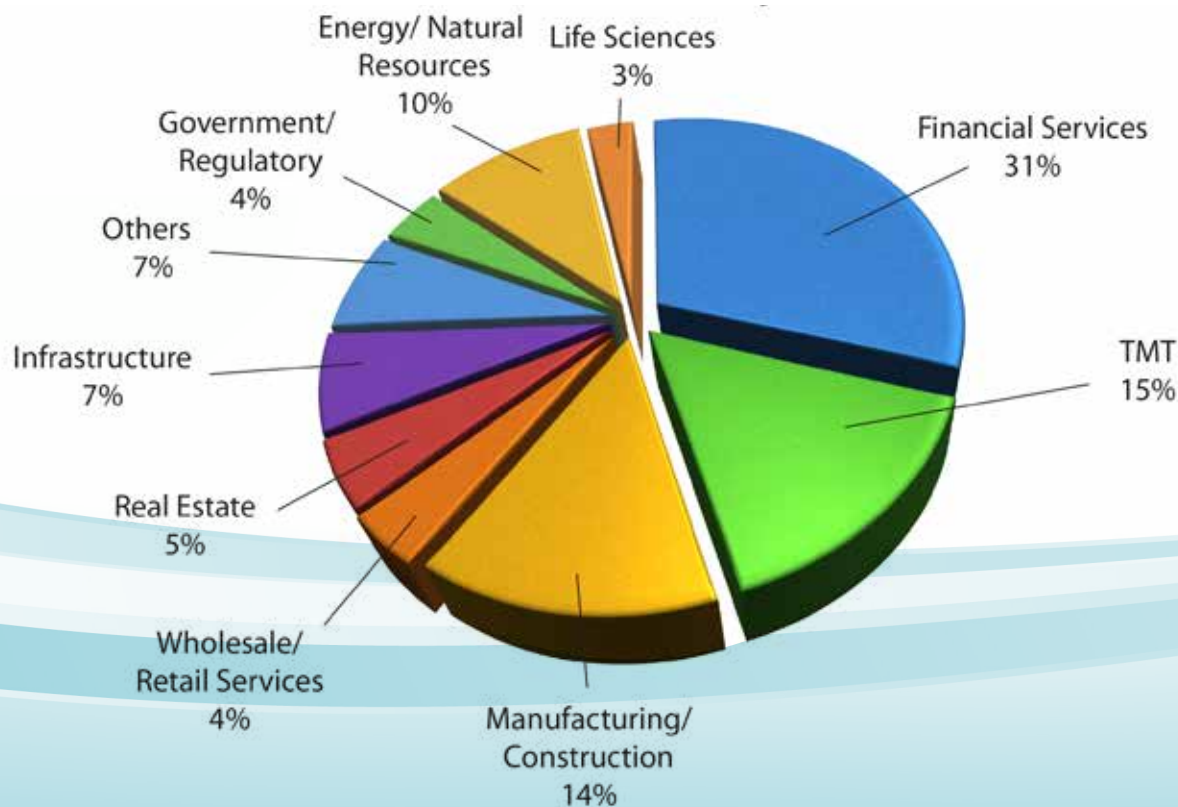
By city ...

20,418 individuals

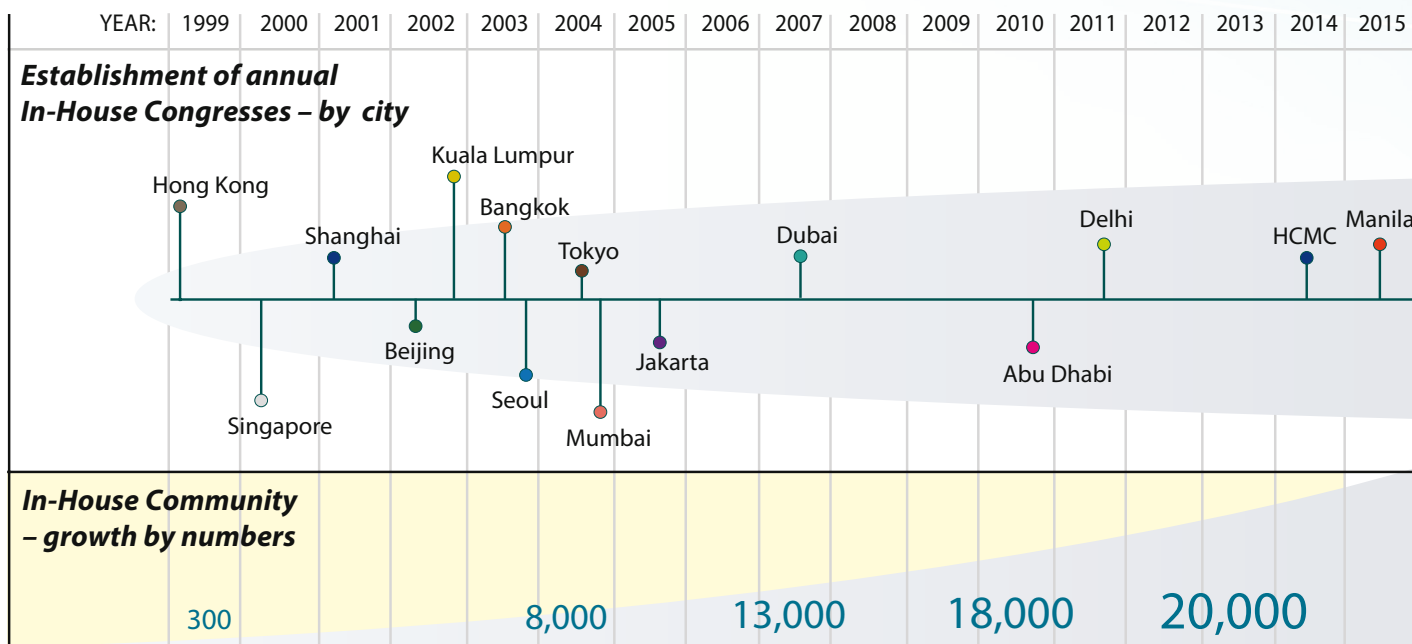
as of April 2017



... 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

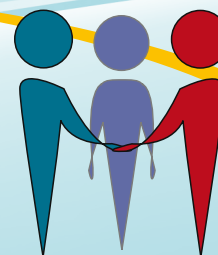
9,000+
External Counsel
and Professional Service Providers

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 ...

**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



Representing Corporate Asia & Middle East

In-House Community Survey – including *Firms of the Year*

Business of Law
Training, value-added services and specialised market reports


Sent to over 32,000 individual professionals



webinars
Online training

ANNUAL
IN-HOUSE
Congress
CIRCUIT

17 Events in 14 Cities
over 3,500 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**



“I always see your platform as one of the best opportunities to exchange ideas and keep abreast of the best practices in other peer companies”

**Noah Ai, Compliance Officer,
Greater China Region, Nestle**





“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**

In-House 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 19th 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 (解興權)
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

19 YEARS
- of the -
IN-HOUSE
CONGRESS
1999-2017

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

Asian Legal Inno'Tech Forum

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 Yangon

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 landmark 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)**





In-House Community Counsels of the Year Awards

Over the past two years over 120 legal teams have competed for the In-House Community team awards. The awards bring together the cream of the legal industry in Asia and the Middle East and recognize achievement across a range of categories, including dedication, innovation, efficiency and value, integration, encouragement and improvement and corporate social responsibility and diversity.

The overall winning In-House Team and In-House Counsel awards are judged by a hand-picked panel of senior independent judges drawn from the in-house and private practice professions.

Commenting on the awards, Tim Gilkison, Co-Director of In-House Community said, “We are delighted to announce these awards and extend our congratulations to the winners, who are together ensuring the legal industry continues to develop and evolve for the benefit of businesses in Asia. While winning is obviously important, the true purpose of the awards is to help forge a benchmark of best practice and celebrate the vital contribution that in-house legal departments make to our industry and our region.”





“Sony China Legal & Compliance Group are honored and privileged to be named as Legal Team of the Year 2016 in Technology Sector”... “The importance attached to the In-House Community Counsels of the Year awards will motivate our team members to continue our efforts, and to extend our best possible legal and compliance support ...”

– Zhen Tan, VP, Legal & General Counsel, Sony (China) Limited



In-House Community Visionary External Providers of the Year, 2016 and 2017

In what has been termed in the market as the only legal industry award for the legal providers that truly ‘get it’ in terms of client service, the In-House Community Visionary External Providers of the Year awards are unique in that they are open to applications from the full spectrum of legal services.

- International Visionary Law Firm of the Year
- Regional Visionary Law Firm of the Year
- Visionary Legal Provider of the Year (non-law firm)

“My ideal legal services provider truly stands in side my shoes and works with me as a long term trusted advisor to help deliver appropriate and cost-effective legal coverage for my stakeholders.” General Counsel, Billion Dollar Global Company



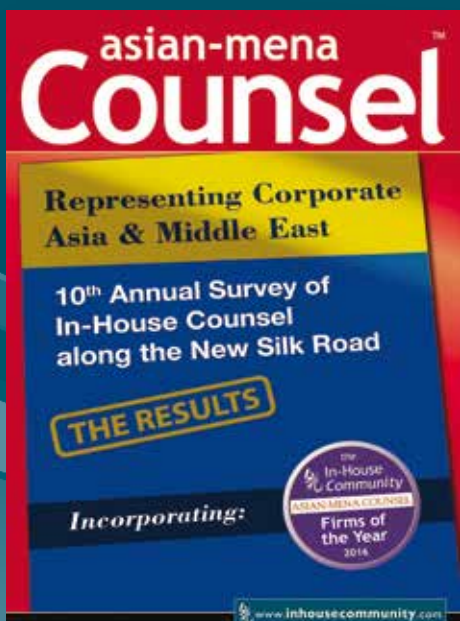
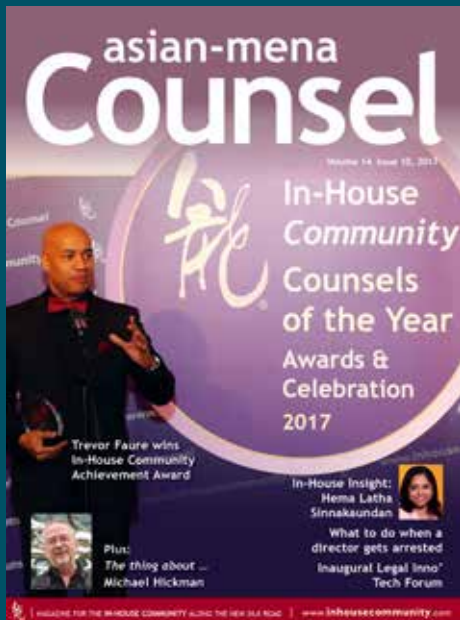
Asian-mena Counsel

**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 ...



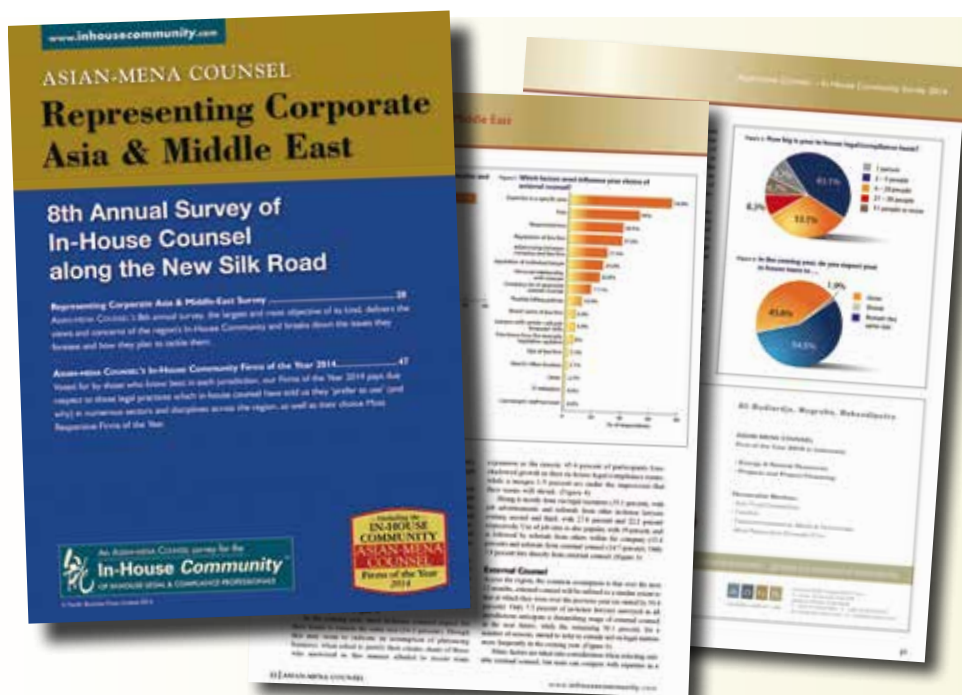
“I have found ASIAN-MENA COUNSEL [and] the Weekly Briefing to be very informative, helpful and up-to-date”
Qiang Wang,
General Counsel,
SINOMACH

LANDMARK REPORTS

Representing Corporate Asia and Middle East – now in its tenth 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.

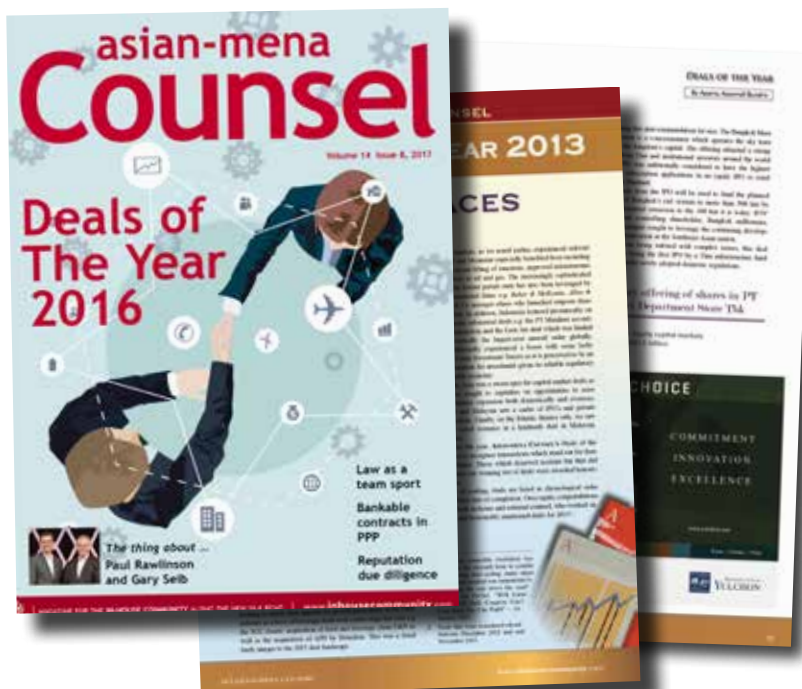


“We appreciated very much your hard and excellent work which enables us to get feedback from among the wide range of in-house counsel from among the In-House Community ...”

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

ASIAN-MENA COUNSEL’s Deals of the Year is now in its tenth year, and in December 2014, 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 12th 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.

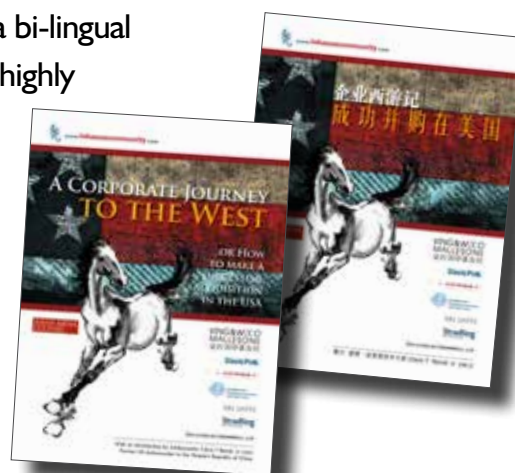
"I have found this annual directory an invaluable tool to research and contact external counsel ... I am delighted that this information is also live on the In-House Community website"

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

ALL ARTICLES & UPDATES (by category) FIND A FIRM FIND A LAWYER DEALS SEARCH EVENTS & WEBINARS mycareerinlaw JOBS ABOUT US JOIN THE COMMUNITY

Find a law firm in Asia and the Middle East via our unique at-a-glance activity tables



Find a lawyer by practice, industry and jurisdiction, and send them an L-RFP (legal request for proposal) directly



Search over 6 years of archived deals by firm, lawyer, or corporate



Find the best Asia-MENA legal career opportunities from mycareerinlaw.com



It's easy and free to join over 20,000 in-house legal and compliance professionals

Register for upcoming In-House Community Events and Trainings

Accolades for the leading law firms and best deals across the region

Corporate legal services under the ASIAN-MENA COUNSEL microscope



Up-to-date and archived content, searchable by practice/industry and jurisdiction



Insights from, and profiles of the region's leading in-house practitioners



Surveys and Awards

Industry Thoughts

Content by Jurisdiction 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 32,000 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.



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.

With the latest in-house legal and compliance, private practice and legal support roles, mycareerinlaw.com allows you to:

- 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**.



"The In-House Community is a dream team to partner with for any business in the legal industry."

Queenie Li, Marketing Manager, Lewis Sanders



"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 Added Value Services

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:

'Alive in the Bitter Sea:

A Survivor's Guide to Business Development and Marketing for law firms and practice groups"

Includes:

- 6 Sigma approach to integrated marketing and business development
- Analysis of what Clients truly want
- The New Kids on the Block: how technology and client demand is disrupting the traditional business of law
- Be your own CEO: Personality traits to ensure a stellar career.



"I and the Zico team really enjoyed Patrick's recent bespoke Business of Law & Strategy Workshop. The content combined useful proprietary research into the challenges and desires of clients, cogent analysis of the international legal market and also inspiring encouragement on how each and every one of us can personally develop and strive collectively as a team to a common goal. Patrick was excellent in providing useful insights about his work with General Counsels which the partners in ZICOLaw found to be extremely valuable."



Chew Seng Kok, Chairman, ZICOLaw Network

■ Bespoke Workshop 2:

'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, Dentons Rodyk**



Photo from left to right: Clarita T. Ordoñez (Consultant for Business Development), Regina Padilla Geraldez (Senior Partner), Emerico O. De Guzman (Senior Partner), Edgardo J. Angara (Founding Partner), Patrick Dransfield, Eusebio V. Tan (Senior Partner), Teodoro D. Regala (Founding Partner), Avelino V. Cruz (Founding Partner)

"The '7 Steps Business Strategy for law firms' Workshop that Patrick provided ACCRALaw was very enlightening."

**Enrico de Guzman,
Managing Partner, ACCRALaw**

■ Bespoke Workshop 3:

'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 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.

For more information: Patrick Dransfield, Co-Director of In-House Community™

Tel: (852) 2542 1113 Mobile: (852) 9887 0943 Email: patrick.dransfield@inhousecommunity.com

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
 CITIC Securities International Company
 Citigroup Global Markets Asia
 Citigroup Global Markets Korea Securities
 Citigroup Global Markets
 Citigroup Korea Inc.
 Citrix Systems Hong Kong
 City Developments
 CJ CGV
 CJ CheilJedang Corporation
 CJ E&M Corporation
 CK Life Sciences Int'l., Inc.
 Clayton, Dubilier & Rice LLC
 Cloudsite Development (China)
 CLP Power Hong Kong
 CLSA Asia-Pacific Markets
 CLSA
 CMIC Holdings Co
 CNA Group
 CNOOC
 Coach Shanghai
 Coca-Cola Bottlers Malaysia Sdn Bhd
 Coca-Cola India Private
 Coca-Cola, Greater China
 Cognition Education
 ColdWater Economics
 Colliers International
 Combiphar
 Commerce Dot Com Sdn Bhd
 Commercial Bank of Dubai
 Committee of Corporate Citizenship
 ConocoPhillips China Inc.
 Corning China (Shanghai) Regional Headquarter Beijing Branch
 Corning China (Shanghai) Regional Headquarters
 Corporate Support (Hong Kong)
 Cosway (M) Sdn Bhd
 Coutts & Co Hong Kong Branch
 Covidien Private
 Creative Concept LLC
 Creativia Inc.
 Crédit Agricole CIB (China)
 Crédit Agricole Corporate & Investment Bank
 Crédit Agricole Corporate and Investment Bank Hong Kong Branch
 Credit Industriel et Commercial - Singapore Branch
 Crescent
 Crescent Petroleum
 Crosspoint Advisors, Inc.
 Crown One Asset Management
 Crown Worldwide Pte
 Crown Worldwide Shared Services Sdn Bhd
 CSC Malaysia Sdn Bhd
 CSC Technology Singapore Pte.

CSL
 Cybernet India Pvt.
 Cypher
D
 D. E. Shaw & Co (Asia Pacific)
 Daesung Electronic Co
 Daewoo International Corporation
 Daewoo Shipbuilding Marine & Engineering Co
 Dai Nippon Printing Co
 Daido Group
 Daimler Northeast Asia
 Daiwa Capital Markets Hong Kong
 Daiwa Capital Markets Singapore
 Daiwa Securities Co
 Damansara Assets Sdn. Bhd
 Danone Asia-Pacific Management Co
 Daphne International Holdings
 Dar Al Handasah Shair and Partners
 Darby Asia Investors (HK)
 Datang Mobile Communications Equipment Co
 Datapipe Asia (Shanghai)
 Dazhongli Properties
 DBS Bank Seoul Branch
 Delhi International Airport Pvt.
 Delixi Electric Co
 Dell FZ LLC
 Dell Global B.V. (Singapore Branch)
 Dell Global Business Center Sdn Bhd
 Dell Services (China) Company
 Deloitte Anjin LLC
 Deloitte Touche Tohmatsu
 Deloitte Touche Tohmatsu Certified Public Accountants LLP Beijing Branch
 Delphi Automotive Systems (China) Holding Co
 Department of Economic Development
 Department of Justice, The Government of the Hong Kong Special Administrative Region
 Deutsche Babcock Al Jaber W.L.L.
 Deutsche Bank AG
 Deutsche Bank AG Hong Kong Branch
 DHL
 DHL Express (Hong Kong)
 DHL Global Forwarding (China) Co
 DHL-Sinotrans International Air Courier Diageo
 Diageo Moet Hennessy (Thailand)
 dianping.com
 Dickson Concepts (International)
 Diebold China
 Diebold Financial Equipment Co
 DIFC Courts
 Dimension Data (Thailand)
 DM Healthcare LLC

DMS Building Services Sdn Bhd
 Docomo Intertouch Pte
 Doha Bank
 Dole Packaged Foods Asia
 Donaldson (Wuxi) Filters Company
 Donga Pharm
 Dong-A Pharm Co
 Dong-A Socio Holdings
 Dongkuk Steel
 Doosan Heavy Industries & Construction Co
 Dow Chemical (China) Company
 Dow Chemical (China) Investment Co
 Dow Corning (China) Holding Co
 DSM China
 DSME ENR
 DT Capital Management Co
 Du Pont Company (Singapore) Pte
 Dubai Economic Council
 Dubai Electricity & Water Authority
 Dubai Multi Commodities Centre (DMCC)
 Dubai Real Estate Corporation
 Dubai Supply Authority
 Duet MENA
 Dulwich College Management
 DuPoint (Korea) Inc.
 DuPont China Holding Company
 DuPont China
 DuPont Company (Singapore) Pte
 DuPont Sustainable Solutions MECS Chemical Plants Equipment (Shanghai) Co
 Dutco Group
 Duxton Asset Management Pte.
 DVB Bank SE (London Branch)
 Dynasty Design & Development
E
 E.I. DuPont India Private
 Easa Saleh Al Gurg Group LLC
 East Coast Economic Region Development Council
 Eastern Pacific Industrial Co Bhd
 Eaton (China) Investments Co
 Eaton Corporation
 eBay International Hong Kong
 eBay Korea
 Economic Zones World
 EcoSecurities Group China
 Edelweiss Financial Services
 EDF (Beijing) Energy Consulting Co
 EDF Soth East Asia
 Edwin Technologies
 Ek-Chai Distribution System Co
 eLand Leisure
 Electricity Generating Public Company
 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
 Mitsui & Co (Thailand)
 Mitsui & Co (China)
 Mitsui & Company (Hong Kong)
 Mizuho Corporate Bank,
 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
 Motorola Mobility Technologies (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

Nadaya 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

Nikko Asset Management Co	PayPal	PSA International Pte
Nippon OTIS Company	PB Taxand	PT ACE Life Assurance
NIVEA (Shanghai) Co	PCCW	PT Acuatico Air Indonesia
Nobel Biocare Asia	PCTCS Co	PT Adimitra Baratama Nusantara
Nokia (China) Investment Co	Peabody Coaltrade Asia Private	PT AIG Insurance Indonesia
Nokia (H.K.)	Peabody Investment & Development	PT Airfast Indonesia
Nokia Pte	Business Services Beijing Co	PT AKR Corporindo Tbk
Nokia Siemens Networks	Peking University Law School	PT Anabatic Technologies
Nolboo NBG	Pembangunan Sumber Manusia Berhad	PT ANTAM Tbk
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Nomura International (Hong Kong)	Pembinaan MJC Sdn Bhd	PT April Management Indonesia
Nomura Singapore	Pendleton Finance	PT Aqua Golden Mississippi
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Nypro China Holdings	Pfizer Inc.	PT Bumi Kencana Eka Sejahtera
	Pfizer Investment Co	PT Bumi Resources Minerals Tbk
	PharmaLegacy Laboratories	PT Bumi Resources Tbk
	Phatra Capital Public Company	PT Chandra Asri Petrochemical Tbk
	Philip Morris (China) Management Co	PT Coca-Cola Indonesia
	Philip Morris Asia	PT Computrade Technology
	Philip Morris Korea	International
	Philips Electronics Korea	PT Darya-Varia Laboratoria
	Phillip Securities (HK)	PT Dayamitra Telekomunikasi
	Phoenix Satellite Television Co	PT Donggi-Senoro LNG
	PineBridge Investments Asia	PT Elang Mahkota Teknologi Tbk
	Playmates Holdings	PT Ever Shine Tex Tbk
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	Portcullis TrustNet (Singapore) Pte	PT Frisian Flag Indonesia
	Ports Design	PT Golden Energy Mines Tbk
	POSCO	PT Gunung Sewu Kencana
	POSCO E&C	PT Harapan Sawit Lestari
	POSCO E&C	PT Heksa Jaya Abadi
	POSCO Energy	PT Hero Supermarket Tbk
	Positec Machinery (China) Co	PT Hexindo Adiperkasa Tbk
	PowerT3 Development Limited	PT Holcim Indonesia Tbk
	PPD Korea	PT Huawei Tech Investment
	PPG Industries International, Inc.	PT IBM Indonesia
	PRD Nationwide Middle East Real	PT Indo Tambangraya Megah Tbk
	Estate LLC	PT Indonesia Chemical Alumina
	PricewaterhouseCoopers	PT Indonesia Power
	PrimeCredit	PT Indorama Synthetics Tbk
	Principal International (Asia)	PT Ivo Mas Tunggal
	Principal International (Asia)	PT Jaya Real Property Tbk
	Private Family Office	PT Krakatau Posco
	Procter & Gamble Korea S&D, Co	PT Kuansing Inti Makmur
	PROTON Holdings Berhad	PT Lafarge Cement Indonesia
	Prudential Holdings of Japan Inc.	PT LG Electronics Indonesia
	Prudential Life Assurance (Thailand)	PT Link Net
	Public Company	PT Lippo Karawaci Tbk
	Prysmian (China) Investment Co	PT Lotte Shopping Indonesia

O

Octopus Holdings
 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 Pacific Fiber Indonesia
 PT Pan Asia Indonesia Management Services
 PT Permata Energy Resources
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 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
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Q

Qatar General Insurance and Reinsurance Co S.A.Q.
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R

R K Foundation India
 Rais Hassan Saadi Group
 Ralph Lauren Asia Pacific
 Ranhill Berhad
 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
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 Rexam Plastic Packaging - Asia
 RGE Pte
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 Rhodia Korea Co
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 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
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 Shui On Development
 Shun Tak Holdings

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Siemens	SPML Infra	Tabreed
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Singapore Technologies Engineering	State Nuclear Power Technology Corporation	Television Broadcasts
Singapore Technologies Kinetics	State Street Bank and Trust Company	Telindus (Thailand)
Singapore Telecommunications	State Street Global Advisors Asia	Temasek International Pte
Sino Asia Industrial	STATS ChipPAC	Tenaga Nasional Berhad
Sino French Water Development Co	STMicroelectronics (China) Investment Co	Tencent Holdings
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Sinopec (Hong Kong) Petroleum Holding Co	STX Heavy Industries	Tetra Pak (Thailand)
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SITA	Suez Environnement Asia	Texchem Corporation Sdn Bhd
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Solvay Asia Pacific Co	Syngenta Asia Pacific Pte	The National Investor (TNI)
SOMAR	Syngenta Seeds (Beijing) Co	The New Straits Times Press (Malaysia) Berhad
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Sony Music Entertainment (China)		
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 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
 Travelport
 TrendStar International Trading Co
 True Corporation Public Company
 Trustconsult (Asia)
 Tsing Capital
 Tuas Power Generation Pte
 Turner International Asia Pacific
 Turner International India Private
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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
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 Uni-Tech Trade Corporation
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 United Insurance Company
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V

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 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
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W

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 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 is Co-Director of In-House Community and has over 21 years of experience working in the legal industry. He joined Pacific Business Press in 2008. His responsibilities include publishing Asian-mena Counsel, revenue generation and management and speaking at twenty annual in-house community events and the In-House Counsels of the Year awards. Patrick also writes regularly on the business of law for Asian-mena Counsel. He is in frequent demand as a speaker / trainer on the business of law and has been invited by the Shanghai Bar Association, London's Professional Services Marketing Group, the Asia Pacific Professional Services Marketing Association and the International Bar Association, among others.

Patrick has over eight years of direct law firm experience; working as Marketing and Business Development Director for Asia for Shearman & Sterling and White & Case respectively. Prior to that, Patrick worked as Asia Managing Director of Asia Law & Practice, a solely owned subsidiary of Euromoney Institutional Investor. His responsibilities included IFLR, China Law & Practice, Asia Law & Practice and numerous books, including the first ever investment guide to South Korea (1999) and also the well-received 'The Life and Death of a Dotcom in China'. Patrick also devised and hosted the inaugural IFLR Asia Awards, which continues in the same format to this day. He began his publishing career with Haymarket Publishing in London in 1987.

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 (specializing in Chinese History, Anthropology and Politics) from London University's School of Oriental & African Studies (SOAS).

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