Ignorance of the Law Excuses No Man from Practicing it.

Addison Mizner

Evaluation of legal risk tolerance, adherence to compliance requirements, and forthright dispute resolution methods are the keys to an optimal legal framework.

Corporate Legal Excellence
Safeguarding your Organisation’s Interests by Adhering to Global Corporate Governance Standards and Minimising Legal Risk Exposure

Riyadh, Kingdom of Saudi Arabia
13th & 14th November 2017

Featuring a Half-day Workshop:
Alternative Dispute Resolution (ADR)
Distinguished Workshop Leader:
Judge Dr. Mostafa Abdel Ghaffar Head of ADR
Saudi Center for Commercial Arbitration (SCCA), KSA

Attent this Premier Conference and Gain Insights Into:

- Optimising legal control measures to mitigate risk exposure
- Achieving systematic and consistent implementation of compliance functions by developing a centralised action plan
- Mastering legal risk management strategies through effective legal risk analysis
- Leveraging available dispute resolution methods to effectively safeguard your organisation’s interests
- Boosting organisational preparedness in response to the hyper regulatory environment
- Identifying contractual risks by negotiating the right liabilities and indemnities to improve risk management
- Addressing macro-economic risks and market instability in cross-border transactions
- Ascertaining new deal structures in M&A and negotiating for successful deal structuring

Testimonials from Our Past Events:
The contents of the conference were well thought of and beneficial, marcusevans tackled the main issues in the territory at the time. Rawabi Holding, KSA
Selection of topics and sessions were very interesting with new valuable information. Saudi Electricity Company, KSA
marcusevans events open doors to access knowledge as well as key people in your industry. Saudi Telecom Company, KSA
Conference is organised and well formulated. Novartis, KSA
Both events I attended with marcusevans were managed and organised very well. Norton Rose Fulbright, KSA

Featuring an Esteemed Line-up of Speakers:

Abdullah Al Ghamdi Legal Advisor Ministry of Commerce and Investment, KSA
Abdullah Al Ghamdi Senior Governance and Legal Advisor Saudi Telecom Company, KSA
Dr. Zaid Mahayni Chief Legal Officer SEDCO Holding, KSA
Hussam Saleh Legal Advisor Asala Holding, KSA
Khalid Al Mutairi Legal Counsel Sahara Petrochemicals, KSA
Dr. Zaid Mahayni Senior Specialist – Anti Money Laundering Investigation, Compliance Al Rajhi Bank, KSA
Nasser AlSadedouni Vice President and Head of Anti Money Laundering / Combating Terrorism Financing, Compliance Department Riyad Bank, KSA
Keith Hutton General Counsel – Legal and Compliance Saudi International Petrochemical Company, KSA

Saud Al Qassem Head of Compliance and Anti Money Laundering Standard Chartered, KSA
Anurag Malhotra General Counsel and Chief Tax Officer Landmark Group, UAE Director Landmark Arabia, KSA
Shaun Johnson General Counsel – PPP Unit ACWA Holding, KSA
Luqman AlDahlawi Senior Legal Advisor Capital Market Authority, KSA
Dr. Mohammad Al Qudah Chief Legal Officer Toyota Abdul Latif Jameel, KSA
Ned Othman Chief Legal Officer ACWA Holding, KSA
Dr. Raed Al-Saadouni Head of Legal and Compliance, Security Solutions Airbus Defence and Space, KSA

Business Development Sponsor:

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Day One

Monday 13th November 2017

0800 Registration and Coffee
0830 Opening Remarks from the Chair
0845 Contact Initiation Session (CIS):
   In this 15 minutes session, delegates and speakers are encouraged to get
to know their peers and exchange business cards
0900 Opening Presentation:
Scrutinising your Organisation’s Legal Framework and
Minimising its Risk Exposure
   • Examining your current legal framework and legal risk profile
   • Understanding the current legal risk appetite of business portfolios
and existing clients
   • Aligning your organisation’s legal framework with your business
objectives to minimise risk
   • Safeguarding your organisation’s bottomline from a legal perspective
Dr. Zaid Mahayni Chief Legal Officer
SEDCO Holding, KSA
0940 Expert Presentation / Case Study:
Equipping your Legal Department for the Implementation of
Value Added Tax (VAT) in the GCC
   • Grasping the fundamentals of VAT implementation and its impact
on organisations
   • Identifying the challenges related to business operations and legal
implications following the implementation
   • Familiarising yourself with the guideline and requirements of
compliance relating to VAT
   • Avoiding legal risk or penalties pertaining to VAT
Anurag Malhotra General Counsel and Chief Tax Officer
Landmark Group, UAE
Director
Landmark Arabia, KSA
1020 Coffee and Networking Break
1040 Expert Presentation / Case Study:
Defending your Intellectual Property (IP) Rights via
Trademarks Registrations
   • Scrutinising the existing legal risk issues within the current IP policy
   • Tapping into the latest laws and regulations concerning trademarks
and IP rights
   • Structuring your organisation’s trademark registration procedures
   • Devising a pre-emptive strategy for potential lawsuits or IP rights
infringements
Abdullah Al Ghamdi Legal Advisor
Ministry of Commerce and Investment, KSA
1120 The Saudi Companies Law: One Year into Implementation and
its Challenges
   • Examining the level of compliance following legislative pressure and
regulative orders
   • Understanding new amendments to the Saudi Companies Law
following its initial enforcement
   • Re-strategising compliance measures and dealing with the challenges
in its implementation
Panelist:
Dr. Zaid Mahayni Chief Legal Officer
SEDCO Holding, KSA
Khalid Al Mutairi Legal Counsel
Sahara Petrochemicals, KSA
Dr. Raed Al-Saadouni Head of Legal and Compliance, Security Solutions
Airbus Defence and Space, KSA
1220 Networking Luncheon
1330 Expert Presentation / Case Study:
Opening the Market to Foreign Players – Perfecting Mergers and
Acquisitions (M&A), Joint Ventures (JV) and Cross-border Deals
   • Assessing the impact of M&A regulations on the expansion of the
Saudi international business landscape
   • Discussing common pitfalls in inbound and outbound transactions
   • Analysing the current legal and contract framework for the above
transactions and minimising the underlying risk exposure
   • Addressing typical compliance issues and risk management
techniques in M&A deals
Luqman AlDahlawi Senior Legal Advisor
Capital Market Authority, KSA
1410 Expert Presentation / Case Study:
Why Contracts Fail: Principal Causes of Commercial Contract
Disputes
   • Reviewing common causes of disputes in outsourcing, systems
integration and other complex services agreements
   • Analysing some well-known contract failures; what went wrong and
who was to blame
   • Assessing effective contractual, operational and commercial risk
mitigation options
Dr. Mohammad Al Qudah Chief Legal Officer
Toyota Abdul Latif Jameel, KSA
1450 Coffee and Networking Break
1510 Expert Presentation / Case Study:
Taking Corporate Governance Beyond Compliance: Widening
the Business Scope in Social Responsibility
   • Grasping the essentials of new laws and ensuring synchronisation of
your organisation’s corporate governance procedures with them
   • Building control provisions that enable minimised risk exposure
   • Overcoming changing business challenges vs compliance objectives
for greater governance
   • Gauging the implications of corporate governance and disclosure
requirements on your organisation
Abdullah Al Ghamdi Senior Governance and Legal Advisor
Saudi Telecom Company, KSA
1550 Expert Presentation:
Data Analytics and the Future of Cyber Security
This think tank session is to encourage a straightforward problem-
solving session whereby delegates can brainstorm and analyse potential
factors to propose solutions. This will be an in-depth process and goes
beyond ‘how’ to ‘why’ and beyond ‘what’ to ‘what if’. It is essential that
everyone is prepared to participate to ensure a smooth discussion flow
and fruitful session.
   • Looking in to the role of General Counsels in cyber security preparedness
   • Examining current risk profiles and potential data breach instances in
your organisation
   • Drafting policies and communicating these at an organisational level
   • Ensuring alignment of your organisation’s data privacy to the
standard in the market and tailoring legal action plans to respond to
potential disputes
Nasser Alsadouni Vice President and Head of Anti Money Laundering /
Combating Terrorism Financing, Compliance Department
Riyad Bank, KSA
1640 Closing Remarks from Chair and End of Day One
Day Two

**Tuesday 14th November 2017**

0800 Registration and Coffee

0845 Opening Remarks from the Chair

0900 Expert Presentation / Case Study: **General Counsels as Advisors to the Board: Driving a Company-wide Legal Risk Awareness Programme and Equipping your Organisation**
- Examining each organisation’s legal risk profile and formulating an inter-departmental communication mechanism
- Understanding new and old laws to spot compliance gaps in across your organisation
- Examining the impact of Saudi Nationalisation on the workforce and its legal implications in your organisation
- Ensuring internal regulations adherence to national regulations, as well as, safeguarding your organisation’s interests by reviewing and restructuring its policies

  *Ned Othman*  
  **Chief Legal Officer**  
  **ACWA Holding, KSA**

0940 **Expert Presentation / Case Study:** **Next Gen GC: The Evolving Role of Legal Professionals Going Beyond the Legal Function**
- Positioning legal as a driver of competitive advantage to respond to heightening pressure on the legal function
- Building an efficient legal division with improved internal relations servicing to different legal units’ needs
- Making commercially savvy decisions based on both commercial and legal analysis
- Transitioning from a cost to a profit centre: Becoming the best run business unit in the organisation

  *Shaun Johnson*  
  **General Counsel – PPP Unit**  
  **ACWA Holding, KSA**

1030 Photography Session: In this 15 minutes session, all delegates and speakers are encouraged to participate in a photo taking session

1045 Coffee and Networking Break

1100 Expert Presentation / Case Study: **Legal Excellence Standpoint: Periodically Screening your Legal Framework and Increasing Stakeholder and Investor Confidence as GCs**
- Keeping abreast of the evolving laws and regulations and recognising the main challenges when implementing them
- Assessing your organisation’s legal framework’s compliant level
- Designing your organisation’s structure with a feedback mechanism to ensure stakeholders opinions are being reflected
- Strengthening your legal risk framework with business development relevancy to minimise risk exposure and maximise business expansion
- Building a legal team that will assist your organisation in forging ahead with its business goals

  *Keith Hutton*  
  **General Counsel – Legal and Compliance**  
  **Saudi International Petrochemical Company, KSA**

1140 Spotlight Discussion: **Rise of Technology: Keeping Up Compliance and Litigation Efficiency in a Digital Age**
- Navigating the complexities of anti-money laundering and anti-fraud
- Overcoming the risks and pitfalls of including technology in your compliance programmes and in litigation
- Gearing towards the evolving role of General Counsels in the fluid cyber security environment

  *Panelist:*  
  **Mohammed Al Kaltham**  
  **Senior Specialist – Anti Money Laundering, Investigation, Compliance**  
  **Al Rajhi Bank, KSA**

  **Saud Al Qassem**  
  **Head of Compliance and Anti Money Laundering**  
  **Standard Chartered, KSA**

  **Dr. Mohammad Al Qudah**  
  **Chief Legal Officer**  
  **Toyota Abdul Latif Jameel, KSA**

1240 Networking Luncheon

**Booking Line:**  
**Mary-Anne Loui**  
**Tel.: + 603 2723 6757**  
**Fax: + 603 2723 6699**  
**Email: MaryA@marcusevanskl.com**

1340 **Alternative Dispute Resolution (ADR)**
With the protruding challenge brought about by the legal and economic transition, there’s an apparent demand for a refurbished legal management approach, which will ultimately result in your organisation’s interests being safeguarded. An optimised legal framework with effective dispute resolution mechanisms plays an influential role in securing a stronger bottom line. ADR is more time efficient compared to adjudicating disputes in courts, during proceedings, the latest case management technology will be used to determine and attain international best practice standards. ADR can assist organisations to come to a resolution with minimised legal liability and financial risk. Also, it is considered the preferred method for dispute resolution for investors. Users of ADR services enjoy the advantage of private and confidential deliberation in all procedures. Its’ main goal is to provide professional, transparent and efficient ADR services in line with both shariah principles and international standards, which can also be seen with increasing commercial parties adding the arbitration clause to their standard form contracts. This half-day workshop will be focused on the legal drafting and negotiation processes in ADR.

**Development of Institutional Arbitration Landscape in KSA**
The most important advantages of institutional arbitration are the availability of pre-established rules and procedures which ensure arbitration proceedings are conducted in a timely manner, administrative assistance from the institution, and the availability of a list of qualified arbitrators to choose from. This session will explore emerging developments of institutional arbitration in KSA, challenges faced and opportunities it can benefit from. Elements below will be covered.
- Recent legislative developments related to arbitration including arbitration law, implementing regulation and enforcement law
- Recent case law related to arbitration and especially institutional arbitration in KSA
- Arbitration case management best practices and how to conduct procedure in a cost-effective manner
- Policies for encouraging and promoting business access to ADR process

**Drafting ADR Clause – Issues for Consideration**
The inclusion of ADR clauses in commercial contracts is a common practice. However, the benefits of an ADR provision will be lost if the parties fail to give proper attention to the terms of an ADR clause and do not fully understand its implications when they include the clause in their contract. It might be too late to address any misunderstandings or fill in the gaps in an inadequate ADR mechanism after a controversy arises. The session will address some issues that should be considered when drafting an ADR clause:
- Capacity and authority of the parties, as well as, signatories to the ADR agreement
- Mandatory requirements of the governing law of the arbitration agreement, the law of the seat of arbitration and the law of the place of enforcement
- Scope of ADR clause and arbitrability
- Single or multi-step clause
- Concurrent or successive procedures
- Identifying procedural rules
- How to avoid pathological ADR clause

  **Facilitated by:**  
  **Judge Dr. Mostafa Abdel Ghaffar**  
  **Head of ADR**  
  **Saud Center for Commercial Arbitration (SCCA), KSA**

1645 Closing Remarks from Chair and End of Day Two
More About the Event

Why you Cannot Miss this Event:
You are a legal professional who wants to achieve a flexible and forward-looking legal framework for your company to attain business goal. With all the current amendments in law enforcement and revision of regulations in the country, the need for an effective framework, legislations and full compliance, is your company’s legal department equipped to withstand the tides? Do you have a strong legal and in-house counsel team? The increased pressure in exercising your duties has highlighted the importance of possessing top-notch skill sets and up to date knowledge about the laws and regulations.

Changes to current laws and regulations have caused the trepidation of non-compliance to surface. With these, there is an urgency for legal professionals to be equipped with the latest updates. The need for attention from analytics to control compliance is apparent, but how many are doing it right?

Join us at the Corporate Legal Excellence Conference, 13th – 14th November 2017 in Riyadh, KSA that will cover themes on equipping your legal team for the VAT implementation, registering trademarks and safeguarding your organisation’s IP rights, the evolving role of legal counsels and professionals, opening the market to foreign players and perfecting the company’s legal framework. Do not miss the opportunity to network with legal professionals and learn from our esteemed line-up of speakers from world renowned organisations!

Who Should Attend:
- Chief Legal Officers
- Chief Compliance Officers
- Company Secretaries
- Country / General Counsels
- Corporate / In-house counsels
- Legal Counsels
- Heads of Legal Department
- Senior Professionals of Legal Department

From the full spectrum of industries and government authorities, including but not limited to:
- Banking & Finance
- FMCG / F&B
- Manufacturing
- Pharmaceuticals
- Oil & Gas
- Government Administration
- Information Technology
- Tourism & Hospitality
- Entertainment & Media
- Logistics & Transportation
- Energy & Utilities
- Telecommunications
- Property & Real Estates

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It is taught by US law professors, (all of whom are experts in their fields and many come from Ivy League schools) by pre-recorded video that is available to students online whenever they need them, so the course is very flexible.

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For more information at http://www.barbri-international.com/

Business Development Opportunities:
Does your company have services, solutions or technologies that the conference delegates would benefit from knowing about?

If so, you can find out more about the exhibiting, networking and branding opportunities available by contacting:
Mary-Anne Loui, Media & PR Coordinator, marcus evans Malaysia.
Tel: + 603 2723 6757, E-Mail: MaryA@marcusevanskl.com

marcus evans would like to thank everyone who has helped with the research and organisation of this event, particularly the speakers and their staff for their support and commitment.