



IPBA Dubai Regional Conference

Agency Agreements: The commercial and contractual relationship issues of doing business in the Middle East

23 -24 January 2019

This Inter-Pacific Bar Association Regional Conference will take you through a timeline of Agency Agreements, from the negotiation to the operations and then on to what happens in the event of a dispute, discussing arbitration and litigation options, all the way to enforcement. Contributors from Europe, Asia and around the Middle East will discuss the differences in approaches and rules in different countries.

Day 1

Cocktail reception: **Wednesday 23rd January, 19:00 – 21:00**
Four Seasons Hotel, Dubai International Financial Centre

Day 2

Conference day: **Thursday 24th January, 09:00 – 17:00**
Ritz-Carlton, Dubai International Financial Centre

Host Committee: Ali Al Hashimi, *Global Advocacy and Legal Counsel (Dubai)*
Richard Briggs, *Hadeef & Partners (Dubai)*
Abdulrahman Juma, *Hadeef & Partners (Dubai)*
Alec Emmerson, *ADR Management Consultancies (Dubai)*
Mohammed Al Suwaidi, *Al Suwaidi & Company (Dubai)*

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Agenda: Thursday 24th January

0830 – 0900 Registration & breakfast

0900 – 0915 Welcome address
Keynote speech

0915 – 1045 **Negotiating terms of the contract and relationship**

- Chair: Victoria Woods – Hadeef & Partners (UAE)
- Mona Hussein – Adidas (UAE)
- Liam Collens - Reckitt Benckiser Group (UAE)
- YJ Chang – Lee & Ko (Korea)
- Geraldine Ahern – Eversheds Sutherland (UAE)

1045 – 1100 Coffee break

1100 – 1230 **Conducting business and managing the relationship**

- Chair: Prof. Dr. Eckart Brödermann – Brödermann Jahn (Germany)
- Ghada Audi – Seddiqi Holding (UAE)
- Abdulredha Al Lawati – Global Advocacy and Legal Counsel (Oman)
- Kazuhiro Kobayashi - Oh-Ebashi LPC & Partners (Japan)
- Hani Ghattas – Norton Rose Fulbright (UAE)

1230 – 1400 Lunch

1400 – 1530 **What happens in the event of a dispute?**

- Chair: Alec Emmerson – ADR Management Consultancies (UAE)
- Robert Stephen – DIFC-LCIA (UAE)
- Nassif BouMalhab – Clyde & Co (UAE)
- Sherif Maher – Clyde & Co (UAE)
- Sara Aranjo – Al Tamimi & Company (UAE)
- Omar Aljazy – Aljazy & Co (Jordan)

1530 – 1545 Coffee break

1545 – 1700 **Enforcement throughout the Middle East**

- Chair: Mohammed R. Alsuwaidi – Al Suwaidi & Company (UAE)
- Dr. Waleed Sulaiman Altuwaigri - Higher Judicial Institute (Saudi Arabia)
- Abdelhak Attallah - Al Suwaidi & Company (UAE)
- Saad Jaber Aldoseri - Saad Jaber Al Doseri Attorneys at Law & Legal Counsels (Bahrain)
- Diana Hamade – Diana Hamade Attorneys at Law in association with EKP (UAE)

1700 Close