



### Impact of Trade Conflict, Friction and Uncertainty

Multinationals are facing a new era of globalization and an ever shifting and challenging business landscape. The status of various trade agreements is shifting rapidly and governments are recalibrating their approach to trade and investment in response to the trade conflict between the United States and China, the potential threat to globalization, technology advances and geopolitical risks.

As countries throughout the world adapt their trade and investment policies in order to respond to these new risks and changes, multinational companies will need to closely monitor the landscape and re-evaluate their trade strategies and supply chains.

### Your Speakers for today



**Kana Itabashi**

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Kana Itabashi is the head of the Asia Pacific International Commercial & Trade Practice Group and a member of the Corporate/M&A, Environment and Labor/Employment practice groups at the Firm's Tokyo office. Ms. Itabashi has over seventeen years of legal experience. From 2007 to 2009, she was seconded to the principal investment department of a Japanese securities company where she engaged in a variety of investment-related matters, including corporate rehabilitation, private equity investment, emissions trading and non-performing loan investments. Ms. Itabashi is a native Japanese speaker and is also fluent in English.

Ms. Itabashi is a corporate and commercial lawyer with a particular focus on international agreements governing cross border movement of products and services, supply chain management as well as organizational restructuring. Ms. Itabashi has represented a broad range of multinational clients across various industries, such as consumer goods and retail, infrastructure, manufacturing and transportation. Ms. Itabashi also advises on various product safety, consumer protection and environmental compliance issues – including hazardous chemical substance import/export regulations, waste management issues and product lifecycle-related recycling – on a daily basis. domestic and cross-border employment issues involved in mergers and acquisitions, corporate.

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Ronald Bernas is a partner in Quisumbing Torres' Tax Practice Group. He has 19 years of experience advising clients on various tax issues, including general tax planning, tax controversies, tax litigation, and customs issues and procedures.

Ronald's practice focuses on general tax planning, protests of assessments, claims for refund and tax credits, and taxation of commercial transactions, mergers and acquisitions, and business reorganizations. His practice also covers trade and customs matters. He has represented and assisted clients in the power/energy/renewable energy, oil and gas, food and beverage, healthcare, and manufacturing industries on various tax issues including internal revenue deficiency tax assessments, and various claims for refund before the Bureau of Internal Revenue, the Court of Tax Appeals, and the Supreme Court.



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Fred Burke is the Managing Partner of Baker McKenzie in Vietnam. Recognized as one of Vietnam's most prominent lawyers, Fred has more than 30 years experience practicing in the areas of alternative energy, real property development, international trade, energy and infrastructure, M&A, foreign investment and dispute resolution. Fred is consistently ranked as a Leading Lawyer in Corporate/M&A by all major legal publications in Vietnam (Legal 500 AP 2018-2007; Chambers and Partners AP 2018-2012; IFLR1000 2018-2010) and he has been ranked by Chambers Global as a leading lawyer in both Corporate Mergers & Acquisitions and International Trade for many successive years.

Fred is currently a member of the Ministry of Justice's Advisory Council on Administrative Reform in Vietnam and he has extensive experience working with Vietnamese legislators and law drafting committees on the full palette of new laws and decrees integrating Vietnam into the global economy.



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Riza Buditomo is a partner specializing in trade & customs at HHP Law Firm (a member firm of Baker & McKenzie International). Riza has nearly 15 years of extensive experience advising clients in corporate commercial and tax & trade matters. With an educational background of accounting and tax as well as law, Riza's work includes, cross border trade issues, export/import, customs, supply chain, food industry, anti-dumping, free trade agreements and other international corporate commercial work including mergers and acquisitions.

He has also been involved in several due diligence projects for acquisitions and mergers, providing various types of legal advice and assisting major clients in a number of high profile transactions, and dealing with government authorities such as the Ministry of Trade, the Customs Office and the Indonesian Investment Coordinating Board (Badan Koordinasi Penanaman Modal – BKPM). He is also involved in cross-border trade work particularly Customs related matters and Customs litigation cases. Riza is admitted in the Tax Court of

Indonesia as a registered Customs attorney.

One of Riza's achievement is his appointment as the Head of the Permanent Committee on ASEAN Economic Community and International Matters by the Indonesian Chambers of Commerce & Industry (Kamar Dagang dan Industri Indonesia or KADIN) until 2021.



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Nicholas F. Coward is a partner in the Washington DC office where he focuses on outbound trade compliance matters including the extraterritorial application of US law, particularly US export control laws, anti-boycott regulations and trade sanctions/embargoes. In addition, his practice covers issues of corporate conduct such as the application of the Foreign Corrupt Practices Act and foreign bribery laws. His practice includes international transactional advice, the design and implementation of corporate compliance programs, compliance audits, internal investigations and representation in enforcement proceedings. He has received a Decoration of Honor for services to the Republic of Austria. He has served as the managing partner of the Washington office of Baker McKenzie and on the Firm's Global Executive Committee from 2002-2007. He has also chaired the Firm's Global International Commercial & Trade Practice Group from 2007-2015.

Mr. Coward focuses on outbound trade compliance matters, including the extraterritorial application of US law, particularly US export control laws, anti-boycott regulations and trade sanctions/embargoes maintained by the US government against various countries. In addition, his practice covers issues of corporate conduct such as the application of the Foreign Corrupt Practices Act and foreign bribery laws. He provides international transactional advice; assistance in the design and implementation of corporate compliance programs, compliance audits, and internal investigations; and representation in enforcement proceedings.



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Jon Cowley is a registered foreign lawyer based in Baker McKenzie's Hong Kong office. Jon's practice focuses on Asia Pacific customs and trade matters, including controversy and audit support, duty and indirect tax planning, supply chain structuring and trade compliance advice. Jon returned to Baker McKenzie after spending five years as Assistant General Counsel for Customs and International Trade at a major consumer product company, where he advised the business on trade and customs issues globally.

Jon's practice concentrates on the laws, regulations and international agreements governing the cross-border movement of products, technology and services, including customs, free trade agreements, export controls, sanctions, indirect tax, and other cross-border regulatory regimes. In prior in-house and external roles, Jon focused on customs duty and indirect tax planning, controversy and audit support, strategic supply chain planning, and trade compliance program enhancement.



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Mara Ghiorghies is a senior associate focusing on EU and UK competition law, currently seconded from Baker McKenzie's London office to Baker McKenzie Tokyo. She is a member of the Global Antitrust & Competition, Compliance & Investigations and the International Trade practice groups. Mara joined the Firm as a trainee in March 2012, qualifying in March 2014. She has advised numerous clients across a number of sectors on cross-border investigations by authorities in the EU, UK, US, Japan, Switzerland, Australia, Canada, and has spent time working in Baker McKenzie's Brussels office. Mara was recently nominated as a Rising Star in the Euromoney LMG Europe Women in Business Law Awards 2018.

Mara focuses on EU and UK competition and trade law advising multinational firms across a range of sectors - including media, financial services, fast-moving consumer goods, IT, auto components and electronics. Her practice involves advising, investigating and building defence strategies in antitrust and other regulatory cases and securing commercial outcomes by applying EU and UK competition and trade law. Mara has significant expertise in the management of internal and external investigations. She has particular experience in advising clients involved in cross border audits and settlements with government authorities and regulatory bodies.



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Mattias Hedwall is specialized in Corporate & Commercial Agreements, Export and Trade, Compliance and Mergers & Acquisitions.

His practice comprehends privately negotiated commercial transactions and agreements, advising on compliance and export trade issues, mergers, reorganizations and investments. This includes all kind of co-operations, such as, supply chain, agency, distribution and franchising. He also has extensive experience in domestic and international law and policy related to his areas of practice. Mattias is renowned specialist on export sanctions

Mattias represents and advises a number of prominent companies in industries such as manufacturing, transportation, advertisement, retail, travel and media. Client ID and details of cases can be disclosed upon request and to the extent these are not confidential.

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Marc Lager is the head of the commercial and trade practice of the Vienna office. His practice focuses on EU export controls and sanctions, commercial law, trade law and antitrust law. Mr Lager has extensive experience advising domestic and international clients on a variety of issues relating to EU export control and sanctions. He has published several articles and regularly holds seminars in this field.



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Cindy Owens is an associate in the Tax and Trade Practice Group of Baker & McKenzie.Wong & Leow. Previously, she was a lawyer for both U.S. Customs and Border Protection (US CBP) where she worked for 8 years as an attorney-advisor in the Office of International Trade and U.S. Department of Commerce where she worked in the Office of Chief Counsel for the Economics and Statistics Administration. Prior to her tenure with the US Government, she worked at a boutique firm in Washington, D.C. handling export control matters.

Cindy focuses on customs compliance, supply chain management, international trade and export control matters in the Asia Pacific region. She regularly advises clients on export control regulations and compliance and voluntary disclosures. She also provides customs compliance advice on a variety of topics including customs valuation, classification, country of origin matters as well as regulatory compliance.



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Mr. Pan works in a broad range of trade actions, including advising various multinational companies on trade law compliance, transfer pricing, indirect tax optimization and other PRC regulatory, tax and customs issues related to supply chain planning and managing disputes with PRC Customs. Before joining Baker McKenzie, Mr. Pan was a partner with a boutique PRC trade law firm.



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Anne Petterd is a principal in Baker McKenzie Wong & Leow. She focuses on technology, telecommunications, customs and export controls, and consumer and commercial law issues. Much of her practice involves online, telecommunications and IT businesses as well as defence and government procurement. She previously worked with the Australian Government Solicitor. She also worked in Baker McKenzie's London office for 18 months and seconded to major telecommunications and information technology service providers.

Anne's practice focuses on IT and telecommunications supply arrangements; understanding regulatory issues for online, telecommunications and IT businesses; and trade regulatory and commercial contracting advice.



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Panya Sittisakonsin joined Baker McKenzie in 2002 and became a partner in 2012. He is currently a partner in the Tax Practice Group. He has also practiced and leads the International Commercial and Trade Practice Group, particularly in the customs and supply chain areas.

During his 15 years of practice with the Firm, Panya has been recognized in advising clients on highly complex tax structures, offshore investment, international tax planning, tax disputes, and tax litigation. His practice also includes boutique tax areas, e.g., customs duty, excise tax, and property tax.



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Junko Suetomi is a counsel in Baker McKenzie Tokyo. Prior to joining the Firm, she worked in the WTO Dispute Settlement Division of the Ministry of Foreign Affairs' Economic Bureau. She has also worked for a global law firm in Washington, DC and New York, and served as a court-appointed defense attorney in many criminal cases. Junko is recognized as a leading lawyer by Chambers Global and Chambers Asia Pacific, Best Lawyers, Who's Who Legal and other legal directories. She is a vice chair of the Human Rights Committee of the Tokyo Bar Association and a part-time lecturer at Waseda University.

Junko focuses her practice on commercial and trade laws and regulations, WTO dispute settlement, civil and criminal litigation, antitrust law, bankruptcy law and general corporate law. She has extensive experience advising clients on issues involving trade remedy matters such as anti-dumping and countervailing duties, and import restrictions. She also advises on customs matters, classification and valuation issues, export control and sanctions, tariff treatment, FTA/EPA applications, public procurement, and handles antitrust compliance programs for clients.

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Ivy Tan is a member of the Tax, Trade and Wealth Management Practice Group at Wong & Partners. Her practice focuses on international trade and customs matters including cross border supply chain strategies, rules of origin and import and export controls, use of free trade agreements (FTAs) and special customs areas, tariff classification and valuation, trade remedies and other domestic trade issues. Ivy also advises on direct and indirect tax issues and is experienced in tax and supply chain planning.



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Daisuke Tatsuno is a partner in the Firm's Tokyo office, where he represents leading companies in various intellectual property and information technology matters. He was formerly with the San Francisco office of Baker McKenzie and worked at Warner Bros. Entertainment Inc. Mr. Tatsuno served as speaker on various seminars relating to his field and has authored various publications, including the PLC E-Commerce Practice Manual for the Practical Law Company.

Mr. Tatsuno focuses his practice on the registration, protection, dispute and licensing of intellectual property rights. He also handles matters related to intellectual property, broadcasting and telecommunications. Mr. Tatsuno has extensive experience in legal actions against counterfeit products infringing trademark rights, such as sending warning letters and conducting procedures of injunction, temporary attachment and civil lawsuit. He also assists on copyright and drafting of contracts and is skilled in advising on export control for security trade under the Foreign Exchange and Foreign Trade Act.



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Keerati joined Baker McKenzie in 2013 and is currently active in the Tax Practice Group and the International Trade & Customs Practice Group. Prior to joining the Firm, he worked as an in-house lawyer at a leading automotive company, at which his areas of practice were general corporate matters, labor law, intellectual property law and customs law.

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Edwin Whatley leads the Firm's Tax Practice Group in Tokyo and is highly experienced in both US and Japanese tax law. He is recognized as a leader in his field by the Asia Pacific Legal 500, Tax Directors Handbook and Chambers Asia. Mr. Whatley has authored numerous articles on US and Japanese tax and regularly speaks on tax matters at international conferences and seminars. He is actively involved in pro bono work, including assistance on various matters to the California, Georgia and Tokyo Bar Association. Prior to joining the Tokyo office, Mr. Whatley worked in the Firm's San Francisco practice.

Mr. Whatley focuses on international taxation, corporate and international tax planning, transfer pricing and tax controversies for Japanese and foreign corporations. He also works with clients on reorganizations and acquisitions in Japan. Mr. Whatley advises on transfer pricing analysis and controversies, and helps Japanese multinationals on foreign tax issues. He is seasoned in unilateral and bilateral transfer pricing matters involving Japan, the US and other countries. Mr. Whatley also handles tax structuring, preparation of documentation, and Japanese tax rulings to reduce or eliminate withholding tax on transactions in software and other intangibles, as well as Japanese consumption tax and customs.