



# SAVE THE DATE

# TRANSITIONING TO CHINESE HEGEMONY

This October, join leading legal and industry voices for a series of global breakfast forums discussing China's rise as a regional and global power. The panel will provide a comprehensive account of China's aid and economic cooperation overseas as well as address the 21st century challenges and opportunities arising from China's growing soft power and global governance.

These expert advisors will share their insights into the fast-growing trade war between the U.S. and China and its implication for the energy and resource sectors in frontier markets.

## TOPICS WILL INCLUDE:

- The latest trends and developments in China's domestic political/economic landscape
- Challenges China's foreign direct investment patterns
- Gauging political risk and managing unfamiliar legal frameworks
- Framework for engaging with Chinese private owned enterprises/state owned enterprises
- How to successfully partner with Chinese energy and resource enterprises
- Contractual impacts of China engaging in Latin America and Africa
- Implications of China's presence in Latin America and Africa
- Investor dispute resolution
- Implications and methodology of Belt and Road

## PARTICIPANT FIRMS:

**Amsterdam & Partners LLP** is an internationally recognised law firm that specialises in representing state leaders, political parties, and large corporate bodies in challenging, crisis prone and volatile environments. From Sub-Saharan Africa to Asia and Latin America, our political risk, arbitration and litigation practice has established a distinguished reputation and long track record of success, winning major cases across multiple politically sensitive jurisdictions.

**Gilbert + Tobin** has a leading position in China and a strong track record of working with local counsel and government bodies across the continent. The team of dedicated and highly acclaimed lawyers have on the ground experience, and an understanding of the legal and cultural nuances of working with energy and resources companies in developed and emerging markets.

**Pagefield Global Counsel** is a strategic communications consultancy focused on litigation, crisis and international affairs.

## DATES:

**Toronto - October 17th**

**Washington, DC - October 19th**

**London - October 23rd**

## SPEAKERS INCLUDE:

- **Robert Amsterdam**, Founding Partner at Amsterdam & Partners LLP, London – Washington
- **Michael Blakiston and Chris Flynn**, Partners at Gilbert + Tobin, Australia
- **Stuart Leach**, Chief Executive and Co-Founder at Pagefield Global Counsel, London



## Transitioning to Chinese Hegemony

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For a decade Western governments and media have fretted about the emergence of China as an economic and investment power. The time for fretting has passed.

In the race for resources, China takes a strategic approach rather than the more market-oriented approach favoured by the West and facilitated by the Bretton-Woods framework. Chinese investors attach a strategic value that may not be well factored into the classic financial models adopted by the West. As a result, the Chinese are now unquestionably the dominant players.

Investors in frontier resource markets will need to take a longer view as they adapt to this new competitive environment. So do governments as they orient more of their political and trade efforts towards China to enjoy the enormous opportunities that it has to offer.

This forum will outline practical strategies on operating in this new environment head to head with Chinese competitors or in partnership with them.

Robert Amsterdam and Chris Flynn have spent their careers at the frontline of the extractive industries in around the world. They are legal advisors to governments and major companies and have observed the shifting ground in the increasingly competitive market for strategic assets, capital and investment.

**Robert Amsterdam** has become a leading advocate for Western governments to rethink the level of support they give to their businesses in the struggle to secure vital energy and mining resources. Amsterdam lays out the full impact that China's 'belt and road' policy is having on resource acquisition and compares the anaemic responses of Western governments. China's blunt use of diplomatic and financial muscle to advance the interests of its companies is heavily distorting the competitive market and according to Amsterdam creating dangerous monopolies in certain resource sectors.

**Chris Flynn** has written and advised extensively on securing contractual and transactional frameworks that work across many political systems and cultural backgrounds. Flynn will also discuss Australia's experience – the most integrated Western country with China, as it absorbs the impact that China's economic and political weight on Australia's inbound and outbound investments, as well as its domestic affairs. Flynn notes that the post-war framework of international finance, trade and law is changing or being replaced to accommodate China. For Flynn, Western investors and governments alike need to urgently take a strategic rather than market-oriented approach to the way they do business. This requires a degree of close coordination between businesses and government not seen in the post-War era.

**Stuart Leach** is renowned for his expertise in corporate reputation. He'll be outlining his best tips on how to put a company's reputation centre stage in any battle for resources. The assignment of a nation's natural assets is often a politically charged process. Leach outlines how a company's good image, and a sharpened focus on the weaknesses of an opponent's, can sway the politics of any nation. The reputation of a company, the reputation of the country it is from and the open legal systems it operates under can be a decisive factor in winning business.