

Preliminary

**ECCO**

European Club for Countertrade & Offset



**Symposium #5 – November 14 and 15, 2012**  
**Frankfurt, Germany**

**BAKER & MCKENZIE**

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## **EUROPEAN CLUB FOR COUNTERTRADE & OFFSET**

An Association incorporated under French Law  
69, rue Louise Michel  
92300 Levallois-Perret - France  
[www.ecco-offset.eu](http://www.ecco-offset.eu)  
[info@ecco-offset.eu](mailto:info@ecco-offset.eu)

## **SYMPOSIUM #5**

**November 14 and 15, 2012**  
**Frankfurt, Germany**

## **AGENDA**

**Sponsored by:**

**BAKER & MCKENZIE**

From	Until	Speaker	Title	Organisation	Nationality
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### Wednesday 14th November 2012

12:00 PM	2:00 PM	<i>Lunch Break - Networking</i>			
2:00 PM	2:05 PM	Welcome by ECCO Chairman			
2:05 PM	2:15 PM	Opening of the Symposium by Dr. Marc Gabriel, Partner, Rechtsanwalt (German Attorney at Law), Baker & McKenzie			
2:15 PM	2:20 PM	ECCO Rules on Ethics and Competition			

### Forum - Offset in China

Chairman: Dr. Thomas Gilles - Head of China desk - Baker & McKenzie

2:20 PM	2:45 PM	<b>Chinese Administration policy on Government Procurement - Past, present and future</b>			
		Jean-Paul Tchang	Economist and sub-editor	Letter of China	France
2:45 PM	3:10 PM	<b>Offset in China: Restrictions under EU Foreign Law</b>			
		Dr. Julia Pfeil	Associate, Rechtsanwaeltin (German Attorney at Law)	Baker & McKenzie	Germany
3:10 PM	3:35 PM	<b>China's accession to WTO: global manufacturing, trade and technology transfers</b>			
		Dr. Andreas Maurer	Chief of International Trade Statistics Section	World Trade Organisation	Germany

3:35 PM	4:00 PM	<i>Coffee Break - Networking</i>			
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4:00 PM	4:25 PM	<b>Localisation and Transfer of Technologies on a railway contract in China: Alstom's experience</b>			
		Laurent Jarsale	Project Director	Alstom	France
4:25 PM	4:50 PM	<b>Direct Offset in the nuclear trade with China</b>			
		Paul Felten	Expert and Founder	NucAdvisor	France
4:50 PM	5:15 PM	<b>China's approach to offset in the global defence market: a competitor assessment</b>			
		Guy Anderson	Chief Economist	IHS Jane's	United Kingdom
5:15 PM	6:15 PM	<b>Roundtable with speakers</b> - Moderator: Dr. Thomas Gilles, Head of China Desk, Baker & McKenzie			
6:15 PM	6:20 PM	<b>Conclusion by the Chairman</b>			

7:30 PM	11:00 PM	<b>ECCO Annual Dinner</b>			
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From	Until	Speaker	Title	Organisation	Nationality
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### Thursday 15th November 2012

9:00 AM	9:05 AM	Welcome by ECCO Chairman			
9:05 AM	9:10 AM	ECCO Rules on Ethics and Competition			

### Workshop - Legal, Finance and Offset

Chairman:            Gerd Müller - Chairman of the Deutsches Kompensations Forum

9:10 AM	9:35 AM	<b>Offset and Offset-like arrangements in Europe: Legal Aspects</b>			
		Dr. Andreas Schulz	Associate, Rechtsanwalt (German Attorney at Law)	Baker & McKenzie	Germany
9:35 AM	10:05 AM	<b>Financing SMEs through Offset: Practical cases in South Africa</b>			
		Alain Fernandez	Offset director	Thales international Offset	France
		Pierre Wolmarans	CEO	Société Générale South Africa	South Africa
10:05 AM	10:30 AM	<b>Offset obligations in Brazil: Legal and Solutions</b>			
		Domingos Paiva	Founder and Partner	Hannoun & Paiva International	France

10:30 AM	11:00 AM	<i>Coffee Break - Networking</i>			
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11:00 AM	11:25 AM	<b>Offset contracts: New Challenges for Political Risks Insurance</b>			
		Louis Habib-Deloncle	Chairman	Garant	Austria
11:25 AM	11:50 AM	<b>Building Management Education Capacity for the Developing World</b>			
		Guy Pfeffermann	President	Global Business Schools Network	United States
11:50 AM	12:15 PM	<b>Countertrade &amp; Offset Academy</b>			
		Jean-Marie Ardisson	Director	ESSEC Executive Business School	France

12:15 PM	1:30 PM	<i>Lunch Break - Networking</i>			
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1:30 PM	3:30 PM	<b>Roundtable with speakers</b> - Moderator: Gerd Müller			
3:30 PM	3:35 PM	<b>Acknowledgement to sponsors</b>			
3:35 PM	3:40 PM	<b>Conclusion by ECCO Chairman</b>			