

Portfolio

The Tax Summit
5-7 September 2023
MCEC Melbourne
20 CPD Hours

Spark change

Venue
Melbourne Convention and Exhibition Centre Melbourne
At Melbourne's home of international events, the Melbourne Convention and Exhibition Centre is the world-class venue for the Summit tax event of the year. The MCEC is centrally located so you can extend your corporate attendance to the streets of Melbourne.

Recommendations
There's so much to see and do while in Melbourne.
Whether you're attending alone, with your team, or first passport holders, the diverse suite of free activities and recommendations at the Summit, here are our top recommendations close to MCEC and beyond.

Welcome Spark change
This year, The Tax Summit raises a global lens to the way we work, the policies we work with and our place in the world. How do international events and the shifting political landscape impact our global mobility? Is there reform on the horizon? What's the state of tax within the cost-of-living crisis? And how do you communicate all this to your clients in a meaningful way?
We can't change the past. We can't predict the future.
We can arm ourselves with the knowledge and tools to do our best work. We can strive to do and give our best to those around us. We can lead - the conversation, the journey, the change. We can make things happen.
Join the profession's best and brightest at The Tax Summit, where the future of tax begins.

The brightest minds in tax
Take this unique opportunity to network in person with experts and peers from across the tax profession. Explore different perspectives, cross-pollinate ideas and insights, and discuss the impact of ideas new and old, in the company of Australia's most talented practitioners.

See you at the Summit
Some things are just better in person. Connecting and collaborating with colleagues old and new is one of them. Network with practitioners from all corners of the tax profession during the event.

Illuminating technical program
The Tax Summit showcases the most advanced approaches and cutting-edge thinking in the world of tax professionals. There's always something new to discover and we will be right to the heart of the technical program provides the insights, top and mid-level practitioners will find useful. Take your experience during the event to suit your area of interest, with sessions on corporate tax, personal technology, SME, ethics and international tax issues to choose from.

Destinations: Melbourne
We are thrilled to bring The Tax Summit to Melbourne for the first time. Take the chance to explore all this great city has to offer from trendy cafes and cosy restaurants and shopping to galleries, theatres and museums. Cultural tour and enjoy the many beautiful regions of Victoria including Copeland, Yarra Valley and the Great Ocean Road.

Event Brochure
The Tax Institute

Tax Summit 2022 and 2023
Client: The Tax Institute
Program brochures, A4 horizontal, design, typesetting and production

The Tax Summit

Shine together
Networking Activities

19-21 October 2022
ICC Sydney
20 CPD Hours

The Tax Institute

The Tax Summit Networking Activities Registration Form

Included networking activities
Our biggest networking opportunities are included in your package.

Welcome Reception The Jackson
Named after the pioneering system of Sydney Harbour (Port Jackson), The Jackson celebrates the beauty and elegance of the beautiful Sydney Harbour Bridge. Join us for cocktails, canapés and a sunset cruise.
Prizes sponsored by:

Date: Wednesday, 19 October 2022
Time: 5.30 - 8.00pm
Price: Included in the full registration fee. Additional tickets \$50 per person.
Dress: Business or business casual

Gala Dinner and the Tax Adviser of the Year Awards ceremony Grand Ballroom, ICC Sydney
Recognising the Tax Adviser of the Year Awards ceremony, the event recognises the outstanding achievements of the best tax practitioners in Australia. This year's award categories are:
• Chartered Tax Adviser
• Emerging Tax Star
• Tax Adviser - Accountant
• Tax Adviser - Lawyer
• In-house Tax Adviser
Date: Thursday, 20 October 2022
Time: 7.00pm onwards
Price: Included in the full registration fee. \$175 per person / \$1,750 per table of 10.
Dress: Black Tie, Theme Diamonds are Forever

Option 01 Cold Ales & Crime Tales
Discover the stories that Sydney's oldest pubs on a guided tour of the historic pubs, history and much more. Enjoy the rich flavours of the nearby maritime village of Milers Point. This guided tour provides four unique conversational drinking stories to create a unique historical odyssey.
Date: Wednesday, 19 October 2022
Time: 8.00pm onwards
Price: \$35
Venue: Journey Walks Tours
Includes: Guided Tour

Option 02 Woodcut
Date: Wednesday, 19 October 2022
Time: 8.00pm onwards
Price: \$225
Venue: Woodcut
Includes: 3 course dinner and beverages
Woodcut offers patrons a unique dining experience that celebrates Australian produce and cooking with wood, charcoal and steam. Find out how wood cut all the buzz is about and experience one of the growth in Sydney's newest fine dining playground within Crown.

Option 03 Cirrus
Date: Wednesday, 19 October 2022
Time: 8.00pm onwards
Price: \$125
Dress: Smart casual
Includes: 3 course dinner and beverages
One of one of Sydney's finest, award-winning restaurants. Situated within the Barangaroo precinct, this restaurant is a testament to a superb menu reflecting the local. It's stunning interior offers an eclectic mix of art and musical heritage. Coupled with the extensive wine list, it is a perfect venue for a first class dining experience.

Online Campaigns

Client: The Tax Institute

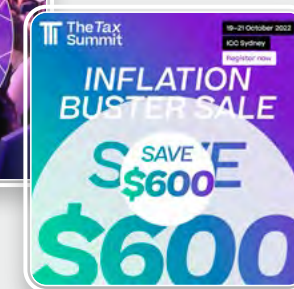
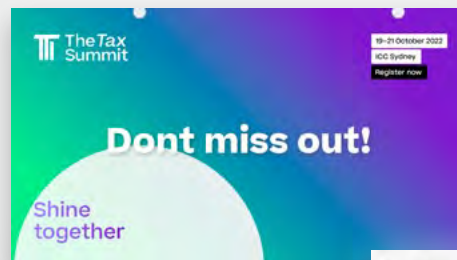
website, email, ePub, social media, YouTube and digital animations



Keynote speaker



Leigh Sales, AM
Award winning author and j



The Tax Institute 1943-2023

Celebrating
8 YEARS
 SERVING THE TAX PROFESSION

16 July 1943
 Taxation Institute founded by Harold Irving and C Montague Orr; initially named Institute of Registered Tax Agents

1945
 Mr Jim Greenwood, founder of Greenwood Chailoner, presented the institute's first ever seminar – "Valuation of Trading Stock for Income Tax Purposes" This 1945 lecture stimulated so much discussion that a special committee was formed to lobby for amendments to the law

1946
 Named the Taxation Institute of Australia & General Council forms a State Council in NSW, VIC, SA, WA and TAS

Initial annual subscriptions were set at \$2.2.0. At this time, the annual payment made to the CEO of the Institute was £367 – in real terms, subscriptions are now remarkably cheaper By the end of the first year, there were 350 members

1952
 Taxation Institute of Australia becomes a limited liability company in the Territory of New South Wales

1980
 – Taxation Institute computerizes its records
 – Membership reaches 6,760 (as at 30 June)

1984
 Victorian State Council – 1984-85

1985
 – Taxation Institute Research Trust merges with the Australian Tax Research Foundation
 – The National Office acquires premises in Sydney

1989
 – Tax Technical Division formed to cope with the onslaught of tax reform which continues today
 – Membership reaches 10,702

2022
 – Launch new brand and logo
 – 30th Noosa Tax Convention

2023
 – The Tax Institute celebrates 80 years serving the profession
 – Dr Ken Henry AC addresses the Financial Services Taxation Conference in Melbourne

2021
 Delivered and submitted the consultation paper in partnership with the Australian Tax Research Foundation

Celebrating
8 YEARS
 SERVING THE TAX PROFESSION

Our proud history

MEMBERSHIP REACHES 350

MEMBERSHIP REACHES 6,760

MEMBERSHIP REACHES 10,702

Australian Tax Research Foundation Board of Governors

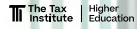
Australian Tax Forum

TIA

Our proud history

80years Anniversary
 Client: The Tax Institute
 28 page A5 brochure, design, typesetting and print production

ABOUT US



Building the tax professional for today and tomorrow

Established in 1943, The Tax Institute is the leading forum for the tax community in Australia. Our membership of over 12,000 includes tax professionals from commerce and industry, academia, government and public practice.

We are committed to propelling members onto the global stage, with over 7,000 of our members holding the Chartered Tax Adviser (CTA) designation, the internationally recognised mark of expertise. The Tax Institute is the sole CTA designator in Australia.

Our programs and individual subjects are developed and delivered by renowned tax experts. Content is provided in focused, manageable portions, with maximum flexibility and access that's convenient.

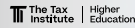


SUBMIT AN ENQUIRY ENROL NOW



Chartered Tax Adviser Program

Become a recognised leader in tax.



Graduate Certificate in Applied Tax Advisory

A postgraduate degree is your path to a specialised career in tax.

Ideal for learners of all levels - from recent accounting and law graduates to experienced tax and financial specialists - looking to acquire detailed knowledge of core tax issues and the expertise to provide professional tax advice while choosing a specialisation in trusts, superannuation or corporate entities.

You can graduate with the Graduate Certificate in Applied Tax Advisory or use the award to enter our GI Diploma of Applied Tax Law. The Tax Practitioners Board approves the three core subjects which can be your Tax Agent application. Complete CTA3. A graduate with a postgraduate qualification at education requirements to become a Chartered Tax Adviser.

- SUBJECTS** (click on each subject to view modules and outcomes)
- 3 core compulsory subjects:
 - CTA1 Foundations ATAD02
 - CTA2A Advanced ATAD03
 - CTA2B Advanced ATAD04

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FAST FACTS	SCAL
Program code	GCAT4
Subjects	3 core and 1 advisory
Credit points	24 credit points
CPD	30 structured hours per subject
Fees	\$1,800 per subject

Graduate Certificate in Applied Tax Law

Gain a qualification in Australian tax while you deepen your understanding of Australian commercial law.

The Graduate Certificate in Applied Tax Law allows candidates to gain a specialist Australian tax qualification. If you are working in an accounting or legal role with an interest in tax, this is the qualification for you.

FAST FACTS	SCAL
Program code	GCAT5
Subjects	2 core subjects
Credit points	24 credit points
CPD	30 structured hours per subject
Fees	\$1,800 per subject



Corequisite outcome	Skill area
Explain the consequences of retaining and distributing CF1 from and to resident and foreign treated entities	Understand and Explain
Identify what constitutes a permanent establishment	Understand and Explain
Explain the application of the associated business article of an Australian tax treaty	Understand and Explain
Module 6: Winding up and Liquidations	
Identify the basic corporations law rules applicable to winding up a company	Apply
Identify when a director or liquidator may be liable for the tax related duties of a company	Apply
Identify when an amount distributed in the course of winding up a company may be assessable to the shareholders of the company	Apply
Determine what amounts may be non-assessable when received by a shareholder in the course of winding up a company	Evaluate
Calculate assessable and non-assessable components of a liquidator's distribution	Evaluate
Explain the tax treatment of the cancellation of the shares held by shareholders in a company that has been wound up	Understand and Explain
Module 7: Tax Incentives	
Understand the direct and indirect impact of particular tax incentives, especially the R&D tax incentive	Understand and Explain
Understand the many and varied impacts of the R&D tax incentive on the company income tax return	Understand and Explain
Understand the impact of the R&D tax incentive on the franking account	Understand and Explain
Appreciate the interaction of the R&D tax incentive and tax consolidation regimes	Understand and Explain
Demonstrate an awareness of some other tax incentives available	Understand and Explain



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Education Information Pack

PROGRAMS



Build on your education as a member of The Tax Institute

Your learning isn't limited to our study program. As a member, you open the door to ongoing and leadership opportunities.

When you study with The Tax Institute Higher Education, you can join as an Affiliate member for just \$220 per year. **Membership offer - saving over \$365!**

- As a member, you'll have access to:
- Trusted and timely knowledge and insights via our leading and the weekly Taxline Newsletter
 - Complementary professional development opportunities
 - Over 250 prominent national tax events for networking and learning
 - Other indispensable tools like the Tax Rates Tables and App
 - Member only savings on premium products and services
 - A like-minded community of passionate tax professionals

Find out more at info.taxinstitute.com.au/membership

Single Subjects

About Us

Timetable

Submit an Enquiry

Enrol Now

Education Info Pack Client: The Tax Institute

44 page A4 interactive brochure, design, layout and production

The Tax Summit
Client: The Tax Institute

National conference brochure,
A4 horizontal, 32 pages, design,
typesetting and production

Technical Program - at a glance

Day one - Monday, 18 October 2021

Time	Session	CPD
8:30-9:00am	Registration	
9:15-9:30am	Opening address	
9:30-10:30am	Session 1 Exchange on the run	
10:30-10:50am	Morning tea	
10:50am-11:00am	COVID-19 Stream	
11:00am-12:00pm	Session 2 Unique COVID-19 Employment Tax issues	
12:00-12:30pm	Session 3 International transactions	
1:30-2:30pm	Session 4 Tax write-offs versus accounting write-offs in an instant asset write off world	
2:30-3:00pm	Afternoon tea	

Who should attend?

- **Taxation specialists** across all sectors (public, private, NFP)
- **Accountants** working for or advising SMEs or corporates
- **Newcomers to the profession** who are wanting to learn and grow their networks
- **Business leaders, owners, directors and consultants** with an interest in tax
- **Anyone with an interest** in the latest issues impacting businesses locally and globally

Why attend?

- Re build** up to 30 CPD hours on offer
- Re form** hear from the latest thought leaders in tax
- Re spect** recognise your peers at the Tax Adviser of the Year Awards
- Re unite** virtual networking opportunities form part of the Summit
- Re new** take some time out to work on you and your practice

Keynote Speakers



Thank you to our 2021 sponsors

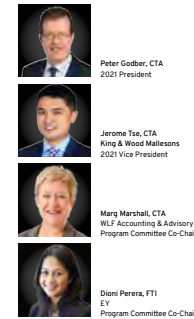
Silver Sponsors



Re define what it means to work in tax at an immersive experience like no other

- Re fuel your passion**
It's time to get excited about tax again. Your work underpins our economy, shapes our world - it makes a difference, now more than ever. The Tax Summit taps into the pulse of the tax profession, putting you at the heart of the inspiration, vision and excellence defining our professional future.
- Re wire your mindset**
The way we work, learn and live has changed - the way we think is changing too. Our line-up of keynote speakers will delve into issues brought up by COVID-19, going beyond the technical. From understanding client needs in a digital world, to insights on the rapid evolution of new technologies, through to making space for collaboration, adaptability and wellness, learn how to think for a redesigned professional environment.
- Re connect to your community**
One key lesson we've learnt from the pandemic; being connected matters, no matter how you do it. With dedicated networking opportunities as part of the virtual event experience, this is an unparalleled chance to rekindle your networks and create new ones with colleagues from around the country.
- Re imagine your professional world**
In unique and testing times, we are being challenged to conquer new obstacles, work in new ways and rethink how the world of tax - and everything it touches - looks. Our 5-day technical program is not only relevant to today's issues, but sets the standard for emerging skills, knowledge and ideas in an evolving world.

So, will you accept the challenge?



Online Campaigns
 Client: The Tax Institute
 website, email, ePub,
 social media, YouTube
 and digital animations

The Tax Summit
 Challenge Accepted

18-22 October 2021
 MCEC, Melbourne
 & Online

Download Program Now

The Tax Summit Challenge Accepted THE TAX INSTITUTE

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18-22 October 2021
 MCEC, Melbourne
 & Online

The Tax Summit
 Challenge Accepted

18-22 October 2021

Early Bird Pricing extended

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SAVE \$200 on Early Bird
 ends 5 October 2021

The Tax Summit
 Challenge Accepted 18-22 October 2021

Keynote: Brain power

Todd Sampson

Register Now

5 60 9 30
 Days Sessions Streams CPD hours

Re uniting the profession to reflect, re build and re invent the future of tax.

Re unite
 cover
 build

Be part of The Tax Summit: Challenge Accepted

Re uniting the profession to reflect, re build and re invent the future of tax.

5 9
 Days Streams

60 30
 Sessions CPD hours

18-22 October 2021
 MCEC, Melbourne
 & Online

Register Now

The Tax Summit
 Challenge Accepted

18-22 October 2021
 MCEC, Melbourne
 & Online

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Register Now

SAVE \$400 with Early Bird Pricing - ends 24 September

The Tax Summit
 Challenge Accepted 18-22 October 2021

Tax Policy & Advocacy update: A debate by our experts

Register Now

The Tax Summit
 Challenge Accepted

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18-22 October 2021 | MCEC, Melbourne & Online

5 9
 Days Streams

60 30
 Sessions CPD hours

Register Now

“ Whether you’re a sole practitioner in regional Victoria or a corporate tax lawyer in Sydney, there’s something in it for everyone.”

Doris Pereira, FTI Partner, SY

The Tax Summit
 Challenge Accepted 18-22 October 2021

The Tax Summit
 Challenge Accepted 18-22 October 2021

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#TaxSummit21

The Tax Summit
 Challenge Accepted

2021 Keynote Speakers

18-22 October 2021
 MCEC, Melbourne & Online

Register Now



5 60 9 30

The Tax Summit Challenge Accepted

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18-22 October 2021
 Online

I'm speaking at The Tax Summit



ADJANI

A BOUTIQUE PROPERTY DEVELOPER OF LUXURY RESIDENCES



CHRIS BRASLER

Director / Operations
Sydney, Australia
+61 437 378 537

SKILLS

- DEVELOPMENT APPROVALS AND DELIVERY**
- BROWNFIELD AND ENVIRONMENTALLY SENSITIVE DEVELOPMENT**
- PORTFOLIO ASSET MANAGEMENT**
- COMPANY OPERATIONS**

ACCOMPLISHMENTS

Developed the largest PET bottle recycling to raw pellet facility in the United States.

Secured a Bifacial environmental permit and grant to provide 7000 tonnes of recycled building material into bofural for powerplant and cement production.

Managed the acquisition and development approvals for the two highest output aluminum can manufacturing plants in North America totalling 220000m².

Acquired and redeveloped a former Caterpillar 160000m² industrial brownfield complex into a multi-tenant, manufacturing and logistics centre with over 1000 employees.

PROFESSIONAL EXPERIENCE

Chris is a property entrepreneur managing complex mixed-use properties successfully through the entire development life cycle. He has specialised in transforming underperforming and/or contaminated sites into successful highest and best use manufacturing, logistics and boutique residential buildings in the United States and Australia.

In the principal role, Chris has created long term secure net lease property investments from development phase through lease up to stabilization, earning durable cash flow. Focusing on a proactive property management platform on behalf of institutional and high net-worth investors has resulted in strong portfolio yields and reliable sales for over twenty years.

BNTD Colliving, 67 Pacific Parade, Dee Why, NSW

Director, Owner / Developer
Twenty-six micro-studio colliving / build to rent, residential project. Approved through the NSW Land and Environment Court.

"The Heights", 31 Dobroyd Road, Balgowlah, NSW

Director, Owner / Developer
Attractive redevelopment of an environmentally impacted service station into a boutique retail and residential strata complex. Included seven luxury residential units designed for the downsizer market, a cafe and retail office.

Brasler Properties

CEO, Property Advisory Services
Managed the acquisition of two sites, each accommodating 15000m² new production facilities on behalf of an undisclosed global food



Creating spaces that are comfortable, memorable and inspiring

Developing signature residential projects since 1996, Adjani is built on a shared passion for architecture and excellence in delivery. Working with Australia's best architects & designers, Adjani strives to produce luxury, livable and aesthetically appealing homes.

A semi that looks anything but! With a forward thinking design and swathes of charisma, this home is a game changer. The duplexes are a design triumph of light, warmth and character-filled living spaces that take advantage of their prime location in Manly, a leafy suburb on Sydney's northern beaches. Given its elevated position, there is ample ventilation and cross-flow of natural cooling breezes. Sunlight streams into the home, infusing the living spaces that flow to the home's exterior living areas with warmth and life. Through good design, the boundaries are effortlessly blurred.

Grand Design Australia Issue 10.2.2021

Each home set a new suburb record for non-waterfront attached dwellings on the Northern Beaches. The meticulous DKO Architect design achieved Development Consent via the NSW Land and Environment Court.

2021 Gold Winner Architectural Interior "Good Design Award"	2021 Finalist Development of the Year - Small Scale Residential (1-2) "The Urban Developer"	2021 Silver Architecture - Residential - SYDNEY Design Awards "Driven v Design Awards Program"
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The Heights - 31 Dobroyd Rd, Balgowlah Heights

Adjani Property Portfolio
Client: Adjani
24 page A4 brochure, design, typesetting and production



Class Action Reports 2014-2019
Client: King & Wood Mallesons
Annual reports, liaising directly with stakeholders, design, typesetting and print production

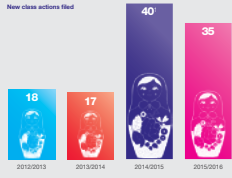
KING & WOOD MALLESONS 金杜律師事務所

The Power of Together

The Review

Class Actions in Australia

2015/2016



SECTION FOUR Red hot – litigation funding in Australia

When comparisons are drawn in the media between first party litigation funding and private equity, and there are reports of one leader having more than 100% of the market and receiving a return on investment of 14%, one being in 2015, you can see that even private equity has had to be re-evaluated as an attractive market for litigation funders. This will be followed by reports that 20% of funded class actions were compared to 45.0% of unfunded proceedings.

SECTION ONE Breakdown of actions by jurisdiction

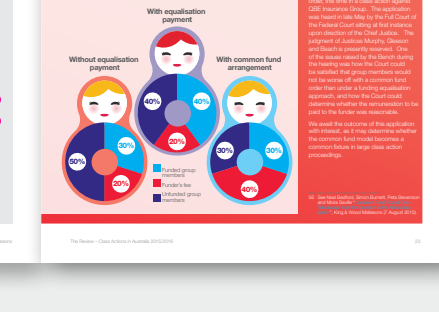
SECTION FOUR We are at risk of having a friendly common law environment that is ripe for exploitation by litigation funders.

SECTION FOUR Common interest in a common fund



SECTION FOUR

SECTION FOUR



Class Action Reports 2015/16 Client: King & Wood Mallesons 40 page A4 brochure, design, typesetting and print production

DealTrends Reports 2011-2019

Client: King & Wood Mallesons

Annual reports, liaising directly with stakeholders, design, typesetting and print production



DealTrends Report 2018

Client: King & Wood Mallesons

Digital report for iPhone and printed summary for in person client meetings





KWM Client Directory
Interactive digital mobile directory for Telstra

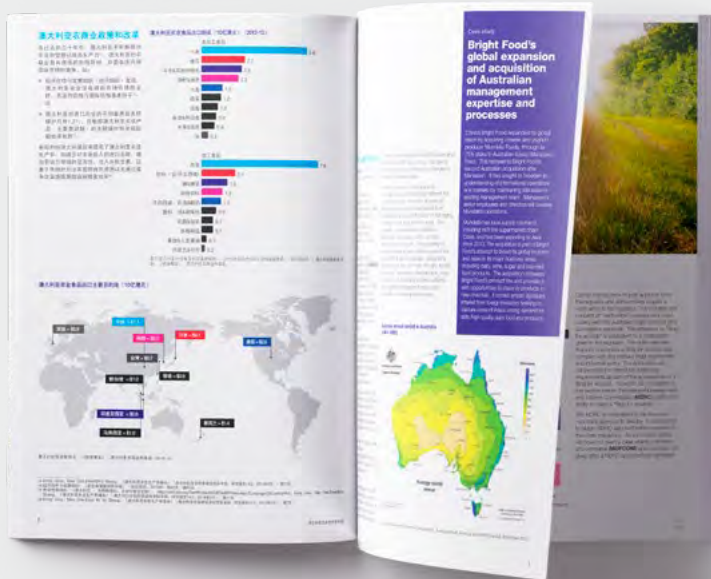


KWM Client Directory
Interactive digital mobile directory for IAG

Agribusiness publication in partnership with NAB

Client: King & Wood Mallesons

Two dual language A4 publications.
Design, typesetting and print production





KING & WOOD MALLESONS
金杜律师事务所
The Power of Together

Chinese Outbound Investment

2016

Global Capability Brochures
Client: King & Wood Malleasons
 AQ series of brochures: 44 pages, A4, design, typesetting and print production

Reverse break fees

We say...
 FRIC law documents generally use FRIC legal concepts and FRIC market norms. These can sometimes seem quite ambiguous to Western eyes, particularly when reviewing conditions to drawing for certain funds purposes. King & Wood Malleasons was uniquely placed to address this challenge.

Andrew Deszcz, Solicitor

Who does the NDRC have a bilateral agreement with?
 The NDRC has bilateral agreements with 18 provincial governments: Hebei, Jiangsu, Fujian, Anhui, Yunnan, Gansu, Shandong, Jiangxi, Henan, Sichuan, Shaanxi, Guangxi, Shanxi, Zhejiang, Shaanxi, Hunan, Fujian and Guangdong.

To better coordinate and implement this initiative between central and provincial governments, the NDRC has entered into bilateral agreements with 18 provincial governments. As part of the scheme, many provinces have also announced guidance notices, plans and new approaches, in an attempt to differentiate their respective approaches to differentiate their respective geographical strengths, benefits and needs.

For example, Guangdong Province has established the Silk Road Fund to help local enterprises outside the QDOR Initiative. In addition, the coastal Guangdong Province

14.8b USD
 invested by Chinese firms in QDOR investment globally

758 countries and regions

25.59b USD
 market capitalization

3 continents

60 countries and regions

60% of the world's population

The AIB plans for investments:
 2016: US\$1.5 billion to US\$2 billion
 2017: US\$3 billion to US\$6 billion
 2018: US\$10 billion

PI Proposal 2016/17
Client: King & Wood Mallesons

Global annual brochure,
A4 horizontal, 110 pages,
design, typesetting and
print production



Our Culture

To fully harness the benefits of the combination, we recognise the importance of cultural alignment and then integration of the firms - from both a national and organisational culture perspective.

The start of this process was to provide intensive cross-cultural awareness education for partners and staff whose objectives this by virtue of, for example, client exposure or cross-cultural collaboration. For staff with less exposure, we developed a



**KING & WOOD
MALLESONS**
金杜律師事務所

**Proposal for
Professional
Indemnity Insurance**

KWM Service Limited
On behalf of King & Wood Mallesons

2016/2017

Securities

A number of our lawyers (and occasionally partners) are placed for varying periods on secondment with our clients. It is generally a term of these secondments that when a solicitor is not under the supervision of the firm in performing the terms of the secondment the firm will not be responsible for advice given by the solicitor. We are expanding this offering in the forthcoming year to the formation of WMA concession which we are launching initially in the Australian market shortly. This provides a group of WMA trained employees who prefer to work on casual basis and are happy to fill positions on secondment to our clients. We are drawing on the firm's alumni lawyers to second to this group - we are not employing lawyers from outside the firm specifically to meet our client's requirements.



Transfers

We remain committed to a comprehensive programme of transfers between offices as we believe that this is the most effective and efficient way of embedding our culture and functioning as a combined firm. This is done on the basis that transferred lawyers will only advise in the law of jurisdiction in which they are admitted, or otherwise operate within the parameters of the firm's professional liability insurance cover.

Sanctions

We are conscious that insurers are concerned about sanctions issues and we are able to advise. Our client intake processes identify sanctions issues where they may arise - in any jurisdiction in which we practice - and we seek to take a risk adverse position where any sanctions provisions might apply in particular this year we have been conscious of the changing parameters of the UN, EU, OFAC, and other sanctions regimes.

60
of our people moved around the firm on either short-term secondments or long-term transfers.

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Executive Summary

On 1 March 2012 we established King & Wood Mallesons as the merger of the premier commercial law firm in China and the premier law firm in Australia, and the merger of each of their substantial offices in Hong Kong. On 1 November 2013 SJ Berwin joined the firm, bringing a European and Middle East based platform into the merged firm, and creating a global law firm which now has 595 partners and a further 2,070 lawyers (including trainees and paralegals) and a combined revenue of US\$1,021 billion.

Over the last year we have focussed on refining and aligning our offering to the firm's clients on a global basis and further strengthening the business, in particular by making some changes to the European part of the firm. We have further accentuated our differentiation from other elite global firms by our unique platform for legal services into and out of Asia.

We are positioning the firm to be a Global Elite firm, focused on global clients in our core markets - acting for major corporate and financial clients in the areas in which we operate.

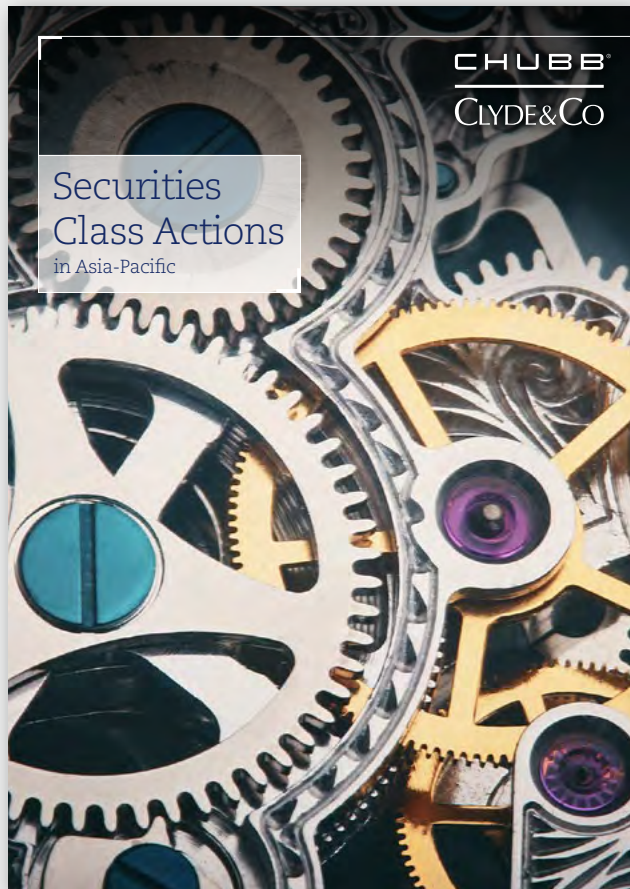
As a top 10 global law firm by size and 30th by revenue, King & Wood Mallesons is ranked as the world's fastest growing legal brand by reputation. In June 2016 we were recognised as one of the leading innovative law firms based in the Asia Pacific Region in the prestigious FT Innovation Awards.

As was the case last year, this proposal for insurance is put forward on behalf of the combined firm of King & Wood Mallesons by the service company responsible for arranging insurance for the partnerships which comprise the global firm.



Proposal for Professional Indemnity Insurance

3



CHUBB

Active Shareholder Class Actions in Australia

Master	Year commenced	Reported Damages (AUD)	Plaintiff	Litigation Funder
Forge	2014	Up to 100 million plus interest and costs	Pw Finney McDonald Lawyers	IMF Bentham
Worley Parsons	2014-2015	300 million	ACA Lawyers	JustCapital Capital Group Pty Ltd
Motor Holdings	2015 - on	400 million	Portfield Law	Australian Funding Partners Limited
GlaxoSmithKline	2015	Unknown	Arnold Stock Lashar	JustCapital
Ashley Services Group Limited	2016	Unknown but 103.5 million market capitalisation drop reported	William Roberts	IMF Bentham
Newsprint Limited	2016	Unknown but 192 million market capitalisation drop reported	Pw Finney McDonald Lawyers	IMF Bentham
Morrey Goodman	2016	Unknown but 181.5 million market capitalisation drop reported	Eljert Legal	McAuslane City Investments
USA	2017	Unknown	Pw Finney McDonald Lawyers	IMF Bentham
Sirius	2017	Unknown	Portfield Law	IMF Bentham
Bellamy's	2017	Unknown but 297 million market capitalisation drop reported	Allen & Gonsky	IMF Bentham
Commonwealth Bank of Australia	2017	Unknown but 5.8 billion market capitalisation loss reported	Messine Blackburn	Investor Class Partner
Goldman Group Holdings	2017	Unknown	Siner & Gordon	Thames
Surfshock	2017	100 million	Geddes	International Litigation Funding Partners
Crown Resorts	2017	Unknown but 1.5 billion market capitalisation loss reported	Messine Blackburn	International Litigation Funding Partners
Stone	2017	100 million	Simon Franklin	IMF Bentham
Dunelm	2017	172 million plus	Geddes	IMF Bentham

Role of ASIC

ASIC has played a prominent part in the development of securities class actions in Australia. Regulatory action following a share price drop can be a catalyst for the starting point for actions (see above "Starts trigger as a securities class action") and more broadly, the role of ASIC in the development of securities class actions has been a significant factor in the development of securities class actions in Australia. ASIC's role in the development of securities class actions in Australia has been a significant factor in the development of securities class actions in Australia. ASIC's role in the development of securities class actions in Australia has been a significant factor in the development of securities class actions in Australia.



Litigation Funding in Asia

Litigation funding has been pivotal to the development of class actions in jurisdictions where contingency fees are not permitted, such as Australia. However, the doctrines of maintenance and champerty (maintenance is the act of a third party encouraging or maintaining litigation, usually by providing financial assistance; champerty is a type of maintenance where a third party funds litigation in return for a share of any judgment proceeds) have acted as a barrier to the spread of litigation funding in certain jurisdictions. Even where legal principles do not operate as a barrier and the costs rules are favourable, a litigation culture is required to fuel demand, and the litigation risk must be palatable to the funder. Litigation funding is gradually spreading across Asia, with funders such as IMF Bentham expecting growth in the region.

People's Republic of China
No law expressly prohibits litigation funding in mainland China, so long as it is not by plaintiff lawyers. That said, given the super-protection of legal action and the difficulty of enforcement in mainland China, at present, few professional funders are active in the market for other litigants or arbitrators.

India
At present in India, lawyers funding their clients' rights proceedings and charging contingency fees is prohibited, being opposed to public policy. However, there have been some recent developments, amongst other things, enabling foreign law firms and foreign lawyers to practice foreign law, diverse international legal issues in non-litigation matters and international arbitration cases in India, allow in a phased manner. At present, foreign law firms are not allowed to operate in India. Unless the law opens in reference, we do not anticipate a plaintiff lawyers market. Third-party funding is prohibited.

South Korea
Contingency fee arrangements are permissible for civil cases under Korean law but have been ruled by the Korean Supreme Court as impermissible for criminal cases. At present, there are no rules to allow, regulate or prohibit third party litigation funding in Korea. We are not aware of any trend that would indicate that a third party funding regime will be formalized in Korea.

Hong Kong
In general, the third party funding of commercial disputes is not allowed in Hong Kong. However, limited exceptions exist, including insolvency proceedings, to enable litigants to pursue various claims. Financially weak were taken to allow litigation funding in relation to arbitrations and insurances. Hong Kong is seen as presenting an opportunity for funders, with Harmon Litigation Funding being set up in 2015.

Japan
The present position in Japan is that contingency and conditional fee arrangements are not permitted outright. No law, nor fee arrangements are relatively new in practice. Third party funding is uncommon in Japan due to the uncertain position on its lawfulness, as is in neither authorized nor prohibited.

Taiwan
In Taiwan, contingency and conditional fees are allowed, with the exception of criminal, family and juvenile offender cases. Third party funding is not prohibited, but it is a relatively underdeveloped market in the region. ATF insurance is rare, though not prohibited.

Thailand
The present position in Thailand seems to be that contingency agreements are prohibited between plaintiffs and their lawyers. With regards to third party funding, the Supreme Court of Thailand has ruled several times that litigation funding is in conflict with public policy and ethics, meaning any agreement would be considered void.

Malaysia
Contingency and conditional fees have been ruled as illegal by the Malaysian Bar Council. In *Manila Jaya Tebar v. Chong*, the Court stated that the doctrine of champerty invalidates any such contingency agreement, which demands payment only in the event of success at trial. This means that third party funding is most likely prohibited, despite not being addressed directly in the law.

Indonesia
Contingency fees and conditional fees are allowed in Indonesia, on the condition that they are provided with a non-refundable deposit on instruction. Furthermore, there are no restrictions on how the claim is financed, meaning third party funding is technically allowed. However, no specific process for third party funding has been recognized as of yet.

Australia's class action system is moving into its 27th year following its 25 year anniversary in 2017. During this time, the threat of being on the receiving end of mass proceedings has become a core risk factor for companies and directors based in, or listed in, Australia. The class action regime has grown and developed, aided by an entrepreneurial plaintiff bar, a burgeoning market for litigation funding and relatively low thresholds for bringing a claim under the class action procedure.

10-11	12	13	14
Key Australian Securities Class Actions (Australia)	Active Shareholder Class Actions in Australia	What shifts in a defendant's case when a class action is brought?	Disputes
15	16	17	19
The need for expert evidence	Strategic considerations for defendants	Disputes	Impact of litigation funding on settlement dynamics
20	21		
Multiple Class Actions	Who funds?		

Asia Pacific Class Actions 2020
Client: Clyde & Co
44 page A4 brochure, concept, design, typesetting and final PDF



CLYDE&CO

Cyber Risk

Australia

Environment

We have one of the largest and most experienced specialist health and safety teams in Australia and globally. Our team is made up of highly qualified and experienced professionals who are passionate about ensuring your business meets all relevant legislative and regulatory requirements. We regularly play a strategic role in advising clients on planning performance for proposed developments, obtaining necessary approvals and helping with regulatory and compliance matters throughout the development and construction process. We also conduct regular and ad-hoc investigations when incidents and alleged breaches arise.

Our expertise extends across the full range of development projects, including residential, tourism and recreation, retail, light industrial and industrial projects, and extensive multi-phase infrastructure projects such as roads, water, sewerage and telecommunications. We regularly work with major and specialist contractors such as architects, town planners, geotechnical, etc. as well as:

- Advise on and assist in project and development consent applications
- Prepare environmental impact statements and assessment reports
- Advise on and assist in the preparation of environmental management plans, including development and significant infrastructure projects and building design such as:
- Landfill and other waste management
- Air quality, including the advice on environmental impact assessment
- Cultural heritage assessment, including archaeological and historical investigations
- Assessment of environmental impacts, including the necessary modifications and measures to those impacts and measures to avoid, minimise and compensate for those impacts
- Assessment of environmental impacts, including the necessary modifications and measures to those impacts and measures to avoid, minimise and compensate for those impacts
- Working with pollution, waste management and building compliance issues, including with:
- Pollution obligations, and acting in any relevant
- Regulatory compliance investigations.

Health and safety

We have one of the largest and most experienced specialist health and safety teams in Australia and globally. Our team is made up of highly qualified and experienced professionals who are passionate about ensuring your business meets all relevant legislative and regulatory requirements. We regularly play a strategic role in advising clients on planning performance for proposed developments, obtaining necessary approvals and helping with regulatory and compliance matters throughout the development and construction process. We also conduct regular and ad-hoc investigations when incidents and alleged breaches arise.

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- Pollution obligations, and acting in any relevant
- Regulatory compliance investigations.

Sanctions

We have a strong record advising on administrative and regulatory matters. We work alongside our client compliance teams to identify regulatory matters and advise our clients on the ongoing risk of non-compliance with regulatory requirements on their trips and regulatory changes.

Our expertise includes all aspects of risk management and compliance, regulatory with Australia and foreign regulatory regimes, administrative and general, and acting in compliance with international and national laws and regulations.

- Advise on and assist in project and development consent applications
- Prepare environmental impact statements and assessment reports
- Advise on and assist in the preparation of environmental management plans, including development and significant infrastructure projects and building design such as:
- Landfill and other waste management
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- Pollution obligations, and acting in any relevant
- Regulatory compliance investigations.



An integrated cyber solution, bespoke to your business

The potential exposure, reputational damage and financial costs facing your organisation following a cyber incident are simply too great to ignore. To address your cyber risk, Clyde & Co's team provide you with a market leading end-to-end cyber solution, tailored to the needs of your organisation.

Developed based on our extensive cyber experience, use of innovative technologies and unique approach to the management of cyber risk, we offer small, medium and large organisations across industry sectors with an integrated service to ensure your cyber risk and privacy needs are addressed through our **Proactive Response** approach.

Our all-encompassing, holistic approach to cyber risk extends to your organisation, whether operating in Australia, regionally or globally, in order both to reduce the risk and more importantly the significant operational risks that arise from both breaches and cyber incidents.

“We find them to be client focused, globalised, commercial, ambitious and thought leaders in the industry.”
 - Charles de la Roche, Australia client testimonial

What sets us apart?

- The largest, dedicated cyber team in Australia**
A team of over 75 Incident Response Managers who have managed over 700 incidents.
- 24/7/365 incident response hotline and warroom based**
Incident Response Managers on hand to help you around the clock.
- Extensive cyber knowledge and experience across sectors**
- Innovative, online platform - Challenge**
Purpose built, collaborative project and document management platform, ensuring that everything you need is available at the touch of a button.
- End-to-end approach**
A 'one stop shop' for all your cyber and privacy needs.
- Global footprint**
A unified national, regional and global offering so you have access to cyber specialists, wherever and whenever you need them.
- Fast for packages and training**
Designed to boost your cyber resilience, tailored to match your organisation's needs.
- Comprehensive onboarding process**
Understanding your priorities and how you like to work is our priority, ensuring we support you in the most personalised and efficient manner.
- Trial and tested methodology**
Having dealt with over 400 cyber incidents, we've refined our methodology and developed extensive processes and technologies to manage the threat and mitigate the risk.
- An established network**
Strong relationships with stakeholders who operate across the cyber risk ecosystem.
- A 'plain English' approach**
Forget long, convoluted cyber jargon and terminology reports. Instead, receive clear and concise communications of the relevant information.

Our Recoveries Capabilities in Hong Kong

White

- Conducting potential recovery for the robbery of digital assets
- Conducting potential recovery for a stolen following a theft of a physical device
- Conducting potential recovery for a stolen following a theft of a physical device

Grey

- Recovering from ransomware by a ransom based following third party payment of ransom and ensuring systems are kept malware-free
- Recovering from ransomware by a ransom based following third party payment of ransom and ensuring systems are kept malware-free

Black

- Acting and writing for insurers following damage caused by a third party payment of ransom and ensuring systems are kept malware-free
- Acting for insurers to recover value against the ransom payment when a third party payment of ransom and ensuring systems are kept malware-free

Key Contacts

- Christopher James**
Partner, 2024
christopher.james@clydeandco.com
- Anthony Wu**
Partner, 2024
anthony.wu@clydeandco.com



Brochures

Client: Clyde & Co

various formats, design, typesetting and finished interactive PDFs

An iconic journey – book
 Client: Impress Design/NSW Government

25-years of upgrades to Pacific Highway brochure, A4 horizontal, 58 pages, image preparation, infographics and typesetting.



An iconic journey

Pacific Highway upgrade 1996–2020



Ballina to the Queensland border

The upgrade between Ballina and the Queensland border was completed to four-lane divided carriageway in 2015 and consisted of 11 projects.

- 91 kilometres in length
- 119 bridges
- \$2.7 billion total cost, funded by the Australian and NSW governments (this includes the \$543 million Tugun bypass, which was funded by the Queensland and Australian governments)
- 15 interchanges
- 6 rest areas
- 45 minutes reduced travel time



Projects delivered

- 1 Ballina bypass
Opened to traffic in May 2012
- 2 Tintenbar to Ewingdale
Opened to traffic in December 2015
- 3 Ewingdale interchange
Opened to traffic in December 2000
- 4 Ewingdale to Tyagarah
Opened to traffic in October 1998
- 5 Tandys Lane realignment
Opened to traffic in December 2001
- 6 Brunswick Heads bypass (stage one)
Opened to traffic on June 1998
- 7 Brunswick Heads to Yelgun
Opened to traffic in July 2007
- 8 Yelgun to Chinderah
Opened to traffic in August 2002
- 9 Chinderah bypass
Opened to traffic in November 1996
- 10 Banora Point upgrade
Opened to traffic in April 2012
- 11 Tugun bypass
Opened to traffic in June 2008



The Ballina bypass opened to traffic in August 2012

Pacific Highway upgrade – 1996–2020



Online Toolkit
Client: King & Wood Mallesons
Interactive legal advice on new
Government regulations for various clients



新鲜、清洁的农业
澳大利亚和中国食品和商业

对澳大利亚农场、农业和食品企业开展最佳实践的专家，对行业的深刻理解以及成功金杜律师事务所澳大利亚和中国拥有... 丰富的跨境经验。

农业领导者...

领先的时代... 澳大利亚农业... 金杜律师事务所... 丰富的跨境经验。



Fresh Clean and Green

Our Australia and China food and agribusiness investment and trade capability

Investing in and trade with Australian farms, agribusinesses and food businesses requires a legal adviser with a first-class reputation, leading expertise, a deep understanding of the sector and a strong track record of delivering results.

King & Wood Mallesons (KWM) has the leading Food & Agribusiness team across Australia and in China. Our team has a successful track record advising leading Chinese, Australian and multinational businesses and investors on their investments and trade related issues. KWM offers first ranking advisory and transactional capabilities, strong relationships with Australian and Chinese regulators and extensive cross-border experience.

Leaders in agribusiness...

We fully understand food and agribusiness and can help you navigate the range of issues, risks and regulatory requirements. The range, industry knowledge and experience of our team, coupled with the strength of our relationships, is supported by a client service focus and the robust resources and depth of a top-tier international law firm. This results that we can provide the best outcome to you. As a full service law firm, we have experience across all aspects of the food and agribusiness sector including regulatory compliance, dispute resolution, corporate, commercial, financial, funding, trade finance, intellectual property, insurance and claims, infrastructure, competition, tax and more.

A leading team

With leading legal advice in agribusiness, investments, joint ventures, mergers, acquisitions and cross-border M&A matters, our extensive experience and can anticipate the issues that are likely to arise. Having supported numerous Chinese investors in the Australian market, we have a team of experts in Australia, China and HK who work seamlessly to support you. Australian based and China based 'Sole Practise' lawyers - which means real time in-person advice with local translators and on-time case-related delays. Close relationships with the key Australian regulators, including RFR, ensuring that we can anticipate and address any issues quickly. Our China team has leading expertise and experience with Chinese regulatory processes from investment into Australia.

Chinese clients first choice when investing in Australia

Close relationship with Australian and Chinese regulators. Our China team has leading expertise and experience with Chinese regulatory processes from investment into Australia.

Close relationship with Australian and Chinese regulators

Our China team has leading expertise and experience with Chinese regulatory processes from investment into Australia.



KWM Response to CCA - Business Simplification Proposal



Westpac & KWM a strategic partnership

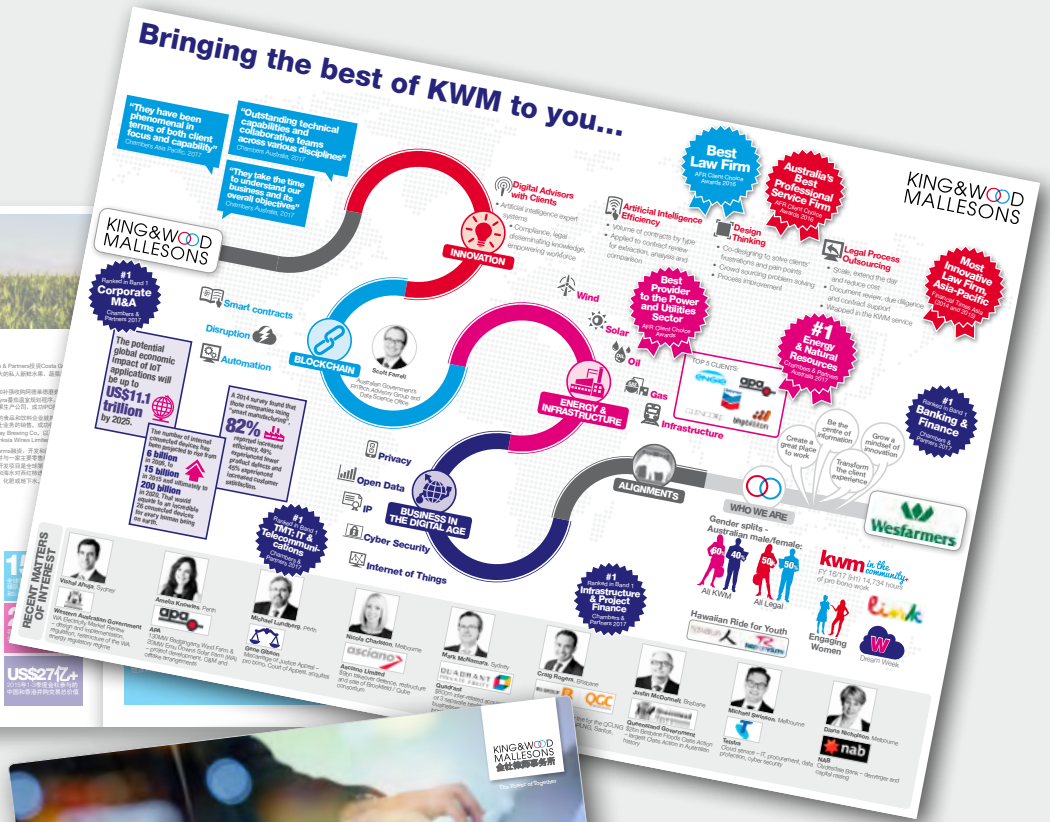


和农业经验

和农业经验... 金杜律师事务所... 丰富的跨境经验。

农业领导者...

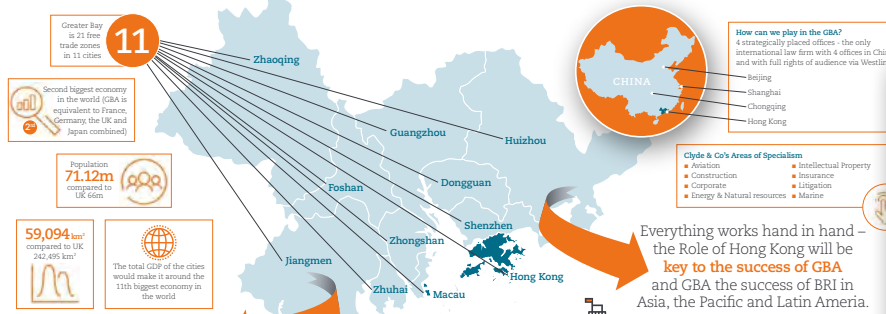
领先的时代... 澳大利亚农业... 金杜律师事务所... 丰富的跨境经验。



Telstra's New Ways of Working Digital Services Agreement - RFP Response August 2018

Various pitches and proposals Client: King & Wood Mallesons Pitch documents including interactivity, infographics and bilingual flyers, design, typesetting, for digital print and web distribution

Greater Bay Initiative – Seize the Opportunity



CLYDE&CO

How can we play in the GBA?

4 strategically placed offices - the only international law firm with 4 offices in China and with full rights of audience via Western

- Beijing
- Guangzhou
- Chongqing
- Hong Kong

- Clyde & Co's Areas of Specialism**
- Aviation
 - Construction
 - Financial services
 - Energy & Natural Resources
 - Intellectual Property
 - Insurance
 - Litigation
 - Corporate
 - Marine

Greater Bay is the gateway to "Belt and Road" in Asia, the Pacific and over to Latin America.

Everything works hand in hand - the Role of Hong Kong will be key to the success of GBA and GBA the success of BRI in Asia, the Pacific and Latin America.

- Getting there? No problem. Connected by bridges including the Hong Kong - Zhuhai-Macau bridge, which is the longest fixed link structure on earth.
- Shenzhen is only 10 minutes by train from Hong Kong.
- GBA's outline development plan as announced by the Beijing and HK governments:
 - Developing innovation and technology hubs
 - Expediting infrastructure connectivity
 - Building a globally competitive stem
- Who does the legal work?
 - Building a globally competitive stem
 - Living circle of traveling
 - Investment of a
- Needs of Companies in the GBA:
 - Sector hubs
 - Financial services
 - Logistics
 - Manufacturing
 - Technology
 - Insurance
 - Intellectual Property
- What is next for us?
 - Localisation of partnership and strengthening of 'the bench' and the next generation
 - Recruitment of quality and profitable lateral partners / teams / individuals that dovetail and complement our current offering
 - Drive increased profitability from our existing practices
 - Develop strategic relationship with one or more local firms, particularly to win outboard mandates
 - Win outboard work including litigation / arbitration and construction and non-contentious matters, particularly from both State and Privately Owned Enterprises
 - Develop opportunities from the Belt and Road and Greater Bay Area initiatives
 - Assist Global Practice Groups to maximize their 'China' potential
 - Then over the longer term we will continue to strengthen the offering in the ground, specific and strategic lateral recruitment
- Will not follow the model of other firms and build beyond our core sectors and by doing so be unprofitable
- We can and will make good returns from pursuing the Belt and Road and the Greater Bay Area initiative
- We can and will make good returns by concentrating on our key sectors and practice within China

Clyde & Co Global Cyber Strategy



Snapshot of Final Report: Recommendations affecting General Insurers

- The consumer insurance contracts, the duty of disclosure to be replaced with a duty to take reasonable care not to make misrepresentation to insurer.
- Deferral of sales model and commission caps for add-on insurance products.
- Handling and settlement of insurance claims will no longer be excluded from definition of "financial service".
- Unfair contract terms provisions extended to insurance contracts.
- Review of general insurance exception to bait on.

Australian Royal Commission into the Financial Services Industry: Snapshot of the Final Report

Free-for-no-service scandal will see at least 76 ATO returns paid in compensation

68 Days of hearings

951 Pages

130 Witnesses

201,323 Submissions

Recommendations made by Commissioner Hayne

29 areas of compensation to be reviewed in 2020

19 areas of compensation to be reviewed in 2021

Initiation to ASIC to consider whether legal proceedings should be instituted for onerous conduct

Establishment of a new oversight body for ASIC and APRA

Infographics Client: Clyde & Co

Various designs for web, email and print



COVID-19 WHS Guidance

As the threat of COVID-19 sweeps the globe, employers must be aware of their continuing obligations under work health and safety (WHS) laws in Australia. The WHS laws have been enacted in all Australian jurisdictions (except Western Australia and Victoria). However, this general guidance is also applicable in those jurisdictions. The following is a summary of COVID-19 resources released by SafeWork Australia in response to the COVID-19 pandemic and a person conducting a business or undertaking (PCBU)'s obligations under WHS legislation. These resources have been accessed on 2 April 2020. However, given the speed at which the information is being updated and at which new Orders and Directions are being introduced, we recommend that PCBUs consult the Department of Health's websites in each jurisdiction to stay up to date with the COVID-19 pandemic, including the required control measures to implement in the workplaces.

- 1. Identify the impact of the relevant Orders and Directions. For example, in NSW, under the Public Health (COVID-19 Restrictions on Gathering and Movement) Order 2020 (NSW):**
 - All people must stay home unless they are leaving the house for a reasonable excuse, which includes travelling for work, if it is not possible to work from home. Other "reasonable excuses" are listed in Schedule 1.
 - People must not gather in groups larger than 2 in a public place unless, for example, it is for the purpose of work or to fulfil a legal obligation.
 - Occupiers and operators of premises cannot allow more than 500 people in an outdoor area, 100 people in an indoor area, or any person on the premises unless there is a list of 500 or fewer people.
 - Exceptions exist for a person's place of residence, or those listed in Schedule 1.
- 2. If your business has not been directed to close under an Order or Direction, take note of the following:**
 - PCBUs have duties under WHS laws to identify risks in the workplace, including risks associated with COVID-19, and where possible, to eliminate or minimise those risks. Where this is not practicable, you must reduce the risks as far as is reasonably practicable or control the risks associated with COVID-19, whether a control measure is reasonably practicable, and if it is reasonable to implement the measure.
 - PCBUs should continuously monitor the advice of the various state and territory health authorities.
 - PCBUs should review these guidance documents as they are updated with new information.
 - Preparing workplaces for COVID-19: that alert and industry information - COVID-19
 - Working from home
 - Mental health and COVID-19
 - Workers' compensation and COVID-19
 - COVID-19 compensation for small businesses
 - COVID-19 information for small businesses
 - Staying informed about COVID-19
 - SafeWork Australia has issued a number of guidance documents containing information on COVID-19 in the workplace.
 - SafeWork Australia has issued a number of guidance documents containing information on COVID-19 in the workplace.
 - SafeWork Australia has advised that to keep workers safe and limit the spread of COVID-19, every employee should do the following:
 - allow workers to work from home, where possible;
 - ensure physical distancing by keeping a distance of at least 1.5 metres between people;
 - encouraging all workers to regularly wash their hands for at least 20 seconds with soap and water;
 - be aware of how to spot COVID-19 symptoms (flue, cough, sore throat and difficulty breathing) and advise any workers to not come to work if they are unwell;
 - make sure your workplace is regularly cleaned and disinfected;
 - have signs and posters around the workplace to remind workers and others of the risks of COVID-19 and the necessary measures to stop its spread.
 - It is important to remember that the approach taken should be considered in the context of the legal health and safety obligations of the work performed and the workplace.

Asia Pacific 2018 and 2019



New Partners

- John Moran, Insurance Sydney
- Peter Coles, Aviation Hong Kong
- Johnathan Dipuana and Arbitration Hong Kong
- Christina Stoddart, Environment Sydney
- Clara Johnson, Disputes and Arbitration Hong Kong
- Cameron Thomson, Real Estate Sydney

#11 Clyde & Co ranked #11 by lawyer numbers of global firms who operate in Asia

2019 Strategic and Sector initiatives

- Jobs and Road Opportunity for Global Practitioners
- Greater Bay Area Initiatives for Asia Pacific
- Projects & Construction Initiatives for Asia Pacific with key projects and major clients
- Resilience programme for our corporate and insurance clients
- Recruitment on our Marine Strategy
- Establishment of Dispute Resolution Group and Corporate Group
- Investing business in ASEAN Markets
- Insurance Strategy building key client relationships
- Cyber Incident Response & Cutting-edge Drones Initiative

Client focus

We work for **250+** clients in **67** countries from our APAC offices

Our top clients

- CHUBB
- JKC
- AIG
- QBE
- ZURICH
- Allianz
- Santam
- COVAT

Key statistics

- 57 Partners
- 303 Legal staff
- 201 Non-legal staff
- 9 Offices
- 4 Associated offices

© Clyde & Co LLP 2018 www.clydeco.com



Print advertising
Client:
 King & Wood Mallesons
 Double page CEW
 ad, *The Australian*,
 incl. photography

KWM global ad in
 German magazine





CLYDE&CO

From Strength to Strength

Clyde & Co is pleased to welcome our new partners to the firm, building on our growth story in the Australian market across a range of sectors



Patrick Boardman
Insurance
Partner, Sydney



Alec Christie
Technology & Media
Partner, Sydney



Damian Watkin
Projects & Construction
Partner, Sydney

www.clydeco.com



Shipping experts: helping clients navigate rough waters

Clyde & Co welcomes Nic van der Reyden and Ernest van Buuren to the highly-acclaimed Australian Shipping team.



Nic van der Reyden
Partner
Sydney



Ernest van Buuren
Partner
Sydney and Brisbane



Maurice Thompson
Head of Marine - Aust
Melbourne and Perth

www.clydeco.com



Insurance Perth - we've got you covered!

Excited to welcome Tim Searle and team back to the home of insurance in Australia



CLYDE&CO

From strength to strength

Clyde & Co is pleased to welcome new Partner, Jacques Jacobs, to the firm, continuing to build our expertise in the Australian market

Jacques Jacobs
Insurance
Partner, Sydney

Clyde & Co Insurance. Comprehensively delivered across Australia and globally.

Welcome to David Kerwin and team who bolster our talented Brisbane offering.



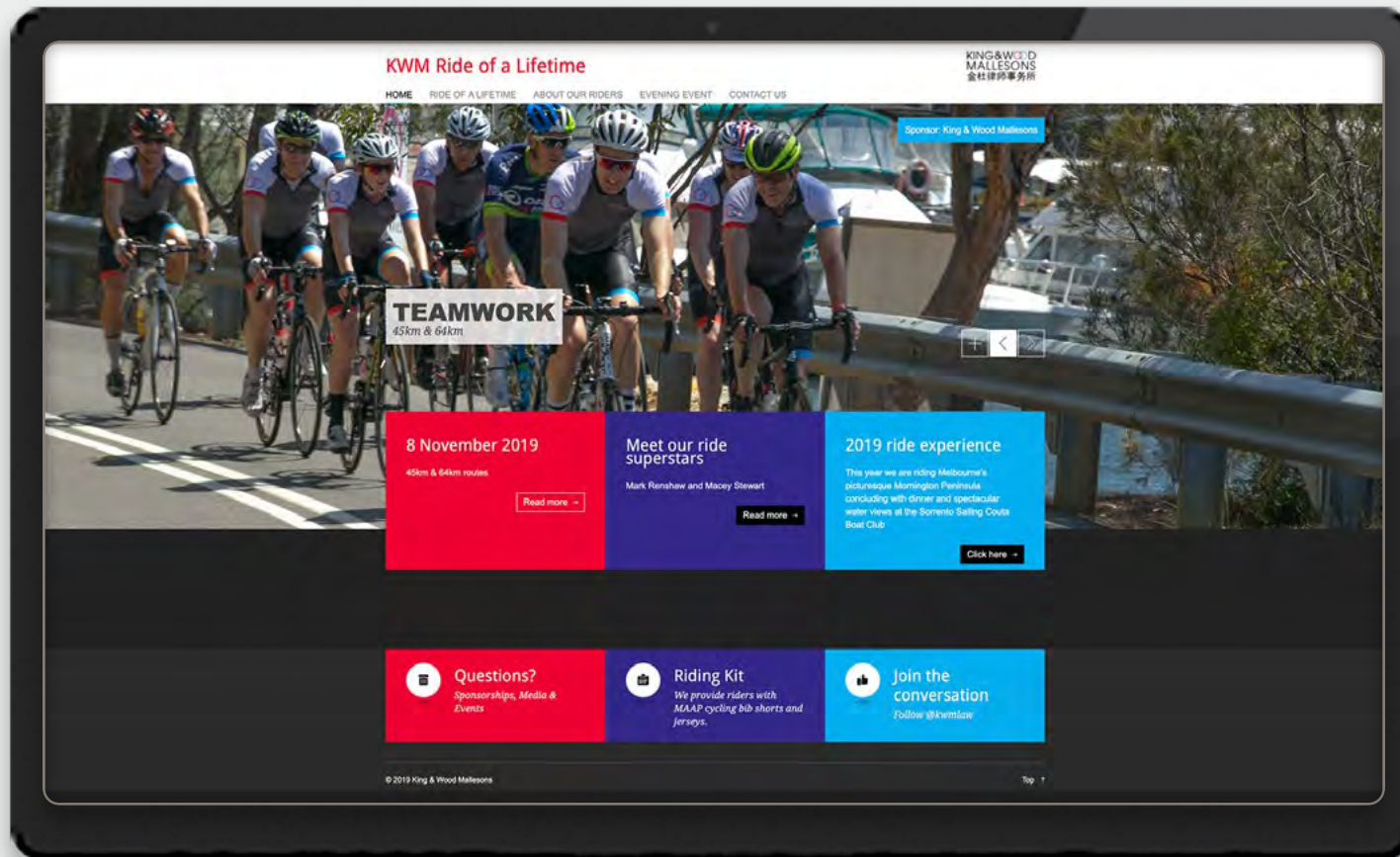
www.clydeco.com



www.clydeco.com

AFR adverts
Client: Clyde & Co

Layout, some photography, print-ready PDFs

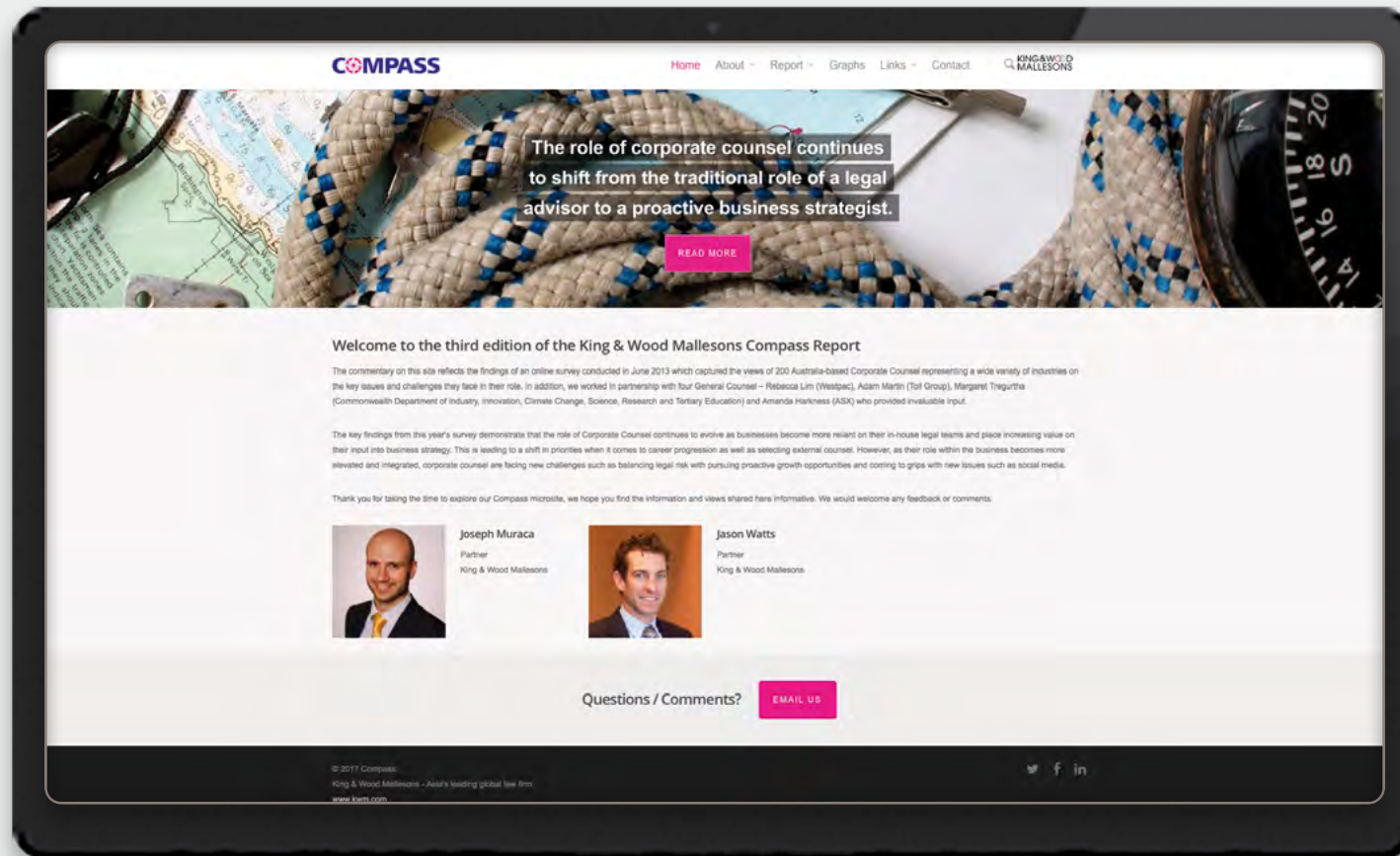


Sponsorship Website

Client: King & Wood Mallesons

sponsorships.kwm.com

Site design & setup, invitations, cycle jerseys and event photography



Online Compass Report
 Client: King & Wood Mallesons
 reports.kwm.com (discontinued)
 Design, graphics, setup and
 continuous CMS work

Having trouble viewing this email? [View in your browser](#)

LEGAL, TAX & ACCOUNTING
AUSTRALIA

THOMSON REUTERS

THOMSON REUTERS
ROUND-UP

WELCOME TO *THOMSON REUTERS ROUND-UP* SEPTEMBER 2009





We are pleased to bring you another bumper issue of Round-up covering highlights from our [forthcoming releases](#), [new releases](#) and [new product enhancements](#).

[Click here](#) to view the full list of titles in the September Monthly Round-up.

NSW THOMSON REUTERS
SA
VIC
QLD
WA
STATE COLLECTIONS 2009

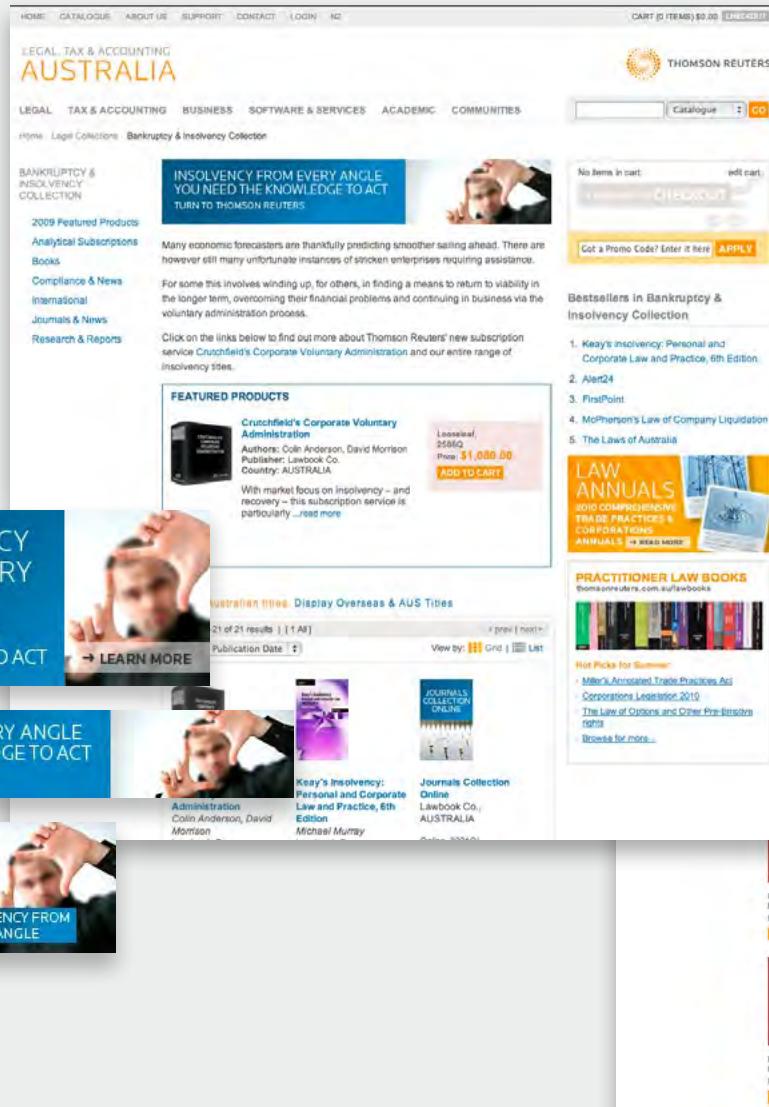
BAR QUARTERLY
WINTER09

Forthcoming Releases

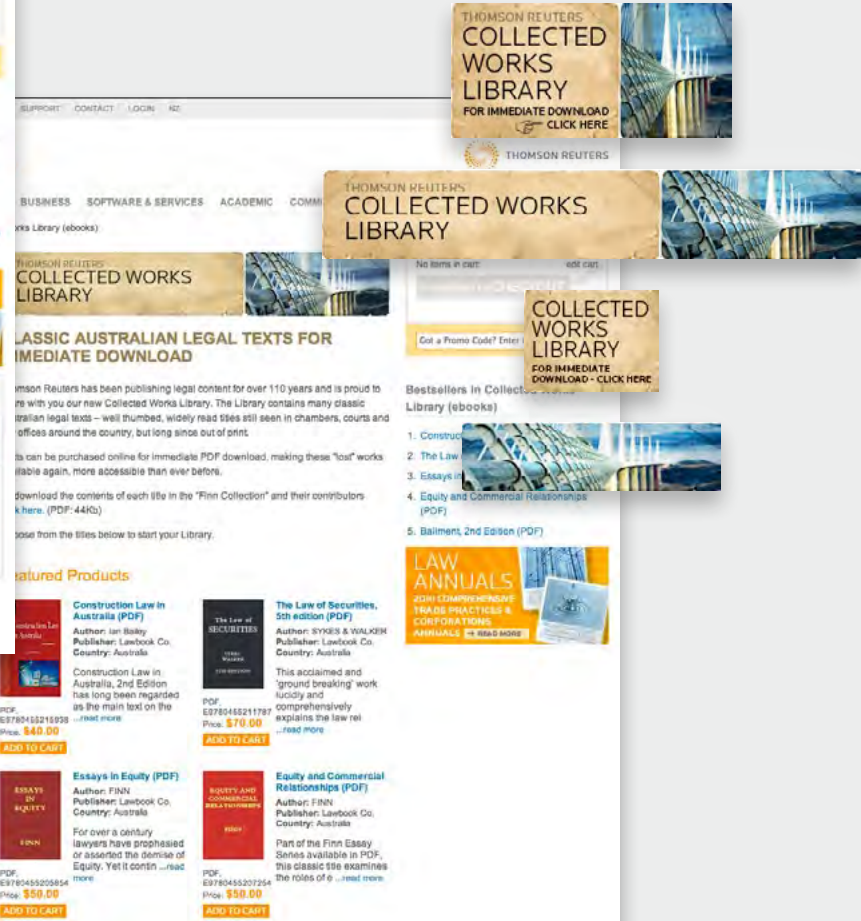
 <p>Security of Payment in the Australian Building & Construction Industry 3rd Ed Thomson Reuters, Australia Forthcoming Release Book, 9780455227160 Price: \$149.95</p> <p>BUY NOW</p>	 <p>Guide to Taxation of Financial Arrangements (TOFA) ATP, Australia Forthcoming Release Book, 9780864606266 Sale Price: \$198.00 You Save: \$22.00 (10%)</p> <p>BUY NOW</p>	 <p>Law of Compulsory Land Acquisition Lawbook Co., Australia Forthcoming Release Book, 9780455225586 Price: \$219.95</p> <p>BUY NOW</p>	 <p>Managers and the Law: A Guide for Business Decision Makers, 3rd Edition Lawbook Co., Australia Forthcoming Release Book, 9780455226309 Price: \$119.95</p> <p>BUY NOW</p>
<p>Documentary Evidence - The Laws of Australia Thomson Reuters, Australia Forthcoming Release Paper, 9780455227368 Price: \$129.00</p> <p>BUY NOW</p>	<p>Palmer on Bailment, 3rd Edition Sweet & Maxwell, United Kingdom Forthcoming Release Book, 9781847030689 Price: \$767.00</p> <p>BUY NOW</p>	<p>Shareholders' Agreements, 5th Edition Sweet & Maxwell, United Kingdom Forthcoming Release CD ROM/Paper, 9780421932302 Price: \$459.00</p> <p>BUY NOW</p>	<p>Clerk and Lindsell on Torts, 19th Edition, 4th Supplement Sweet & Maxwell, United Kingdom Forthcoming Release Book, 9781847037886 Price: \$245.00</p> <p>BUY NOW</p>

Monthly email newsletters
Client: Thomson Reuters

Design and HTML coding with analytics tracking



Online Campaigns
 Client: Thomson Reuters
 Landing pages and animated banner ads to support online marketing campaigns



Plan it
SOFTWARE TESTING

Software Testing Index 2008 Findings

"State of the nation" for software testing – how it's changing, where the challenges lie and what factors are influencing it.

Find out:

- What are the differences between Software Testing in Australia and New Zealand
- Risks in Corporate versus Government
- What have been the impacts of worsening conditions.
- What are the main business drivers in Australia and New Zealand

In the current state of the economic turmoil can you afford not to be at this event when overrunning 'descope'd' projects cost organisations on average \$884k pm

We would like to invite you to be the first to hear about the state of the software testing industry and ask you to please join us for this event to launch the findings of the 2008 Planit Software Testing Index.

Chris Cater, Planit Managing Director will present valuable benchmark information from the 2008 Index results for organisations so they can better plan, budget and execute their IT project strategies.

Melbourne

Monday 17th November
The Westin Hotel Melbourne

Registration 5pm – 5.30pm
Canapés & Drinks from 5pm
Presentation to commence at 5.30pm – 6.30pm

Dress: Business casual

Plan it
SOFTWARE TESTING

Have you registered for the Melbourne Testing Week yet?

Melbourne Testing Week 20 - 24 July 2009

Call Planit now on (02) 9464 0600
[Register Now](#)

Mercury Ether Conference Centre
265-261 Little Bourke Street
Melbourne VIC 3000

Testing Week

Testing Weeks provide a full week of specialised training, certification and seminars. Testing Weeks provide an opportunity for attendees to network with fellow practitioners, presenters and speakers.

Testing Weeks offer great value for money with substantial savings on training and certification and all Testing Week attendees gain free entry to seminars on Test, Estimation, Test Process Improvement and Testing Index – the report on Software Testing in Australia and New Zealand.

Mon 20 July	Tue 21 July	Wed 22 July	Thu 23 July	Fri 24 July
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Early bird discount: 10% off your IT course. (Offer ends 30th June 09)

Plan it
SOFTWARE TESTING

Get ahead with new IT qualifications

Dear (firstname),

The GFC is over with terrific employment opportunities ahead for IT professionals. Stay on top of your game.

Now's the perfect time to update your IT skills for the competitive advantage needed to increase your earning potential and get more from your career.

Learn from the respected name in IT training that employers know and trust. Planit has just released its new training brochure with more than 20 IT courses to choose from - from accredited ISTQB courses to ISEB for Business Analysts.

If you haven't received your copy in the post, click the button below and request your **FREE course brochure**.

SAVE on BA and Tester training
Early bird discount 10% off your IT course. (Offer ends 30th June 09)

[Request your free course brochure](#)

MHYC
MIDDLE HARBOUR YACHT CLUB
Sydney's premier inshore racing yacht club.

30th Annual Savills Short Ocean Racing Championship

24th & 25th November 2007

IRC Racer Class and Sydney 32 Class

Farr 40 OD Class and Sydney 38 OD Class

New in 2007, is the IRC and PHS Racer/Cruiser Class, featuring a common start/finish in Sydney Harbour with a Short Ocean Passage Race each day

konekt
www.konekt.com.au

Are you looking for an easy, self managed office health and safety system?

November 2008

DeskActive is the easy solution for your staff to self manage their health and safety

DeskActive is an complete office health and safety desktop system that provides your staff with office-friendly stretches, exercises, tips and advice - all the click of a mouse. Designed to provide activity programs that are best suited to the needs of your individual team members, DeskActive gives periodic alerts and reminders that engages your staff to maintain a healthy stretch and exercise regime throughout their working day.

Just like having a personal health provider on site, DeskActive monitors progress and usage patterns of your staff, so that you can be alerted to those that are at high risk of common injuries.

DeskActive guides your staff through short, fun, interactive activity breaks

DeskActive provides over 250 quick and effective office stretches and exercises demonstrated one-on-one by 3D animated trainers. Each stretch and exercise is designed to prevent common office injuries like ODS (occupational overuse syndrome), RSI (repetitive strain injury), carpal tunnel and other musculoskeletal problems.

DeskActive monitors keyboard and mouse activity

DeskActive provides automated keystroke and mouse monitoring which will automatically suggest stretches and exercise breaks relative to the amount of keyboard and mouse activity completed.

DeskActive engages your staff

A key challenge of any health and safety solution is encouraging ongoing participation. DeskActive provides an easy, cost-effective and no-nonsense approach to self managing the health and safety of your employees contributing to healthier, less stressed, and more productive staff.

DeskActive can help you reduce absenteeism, presenteeism, injury claims and staff turnover, while saving costs.

Try it out TODAY!

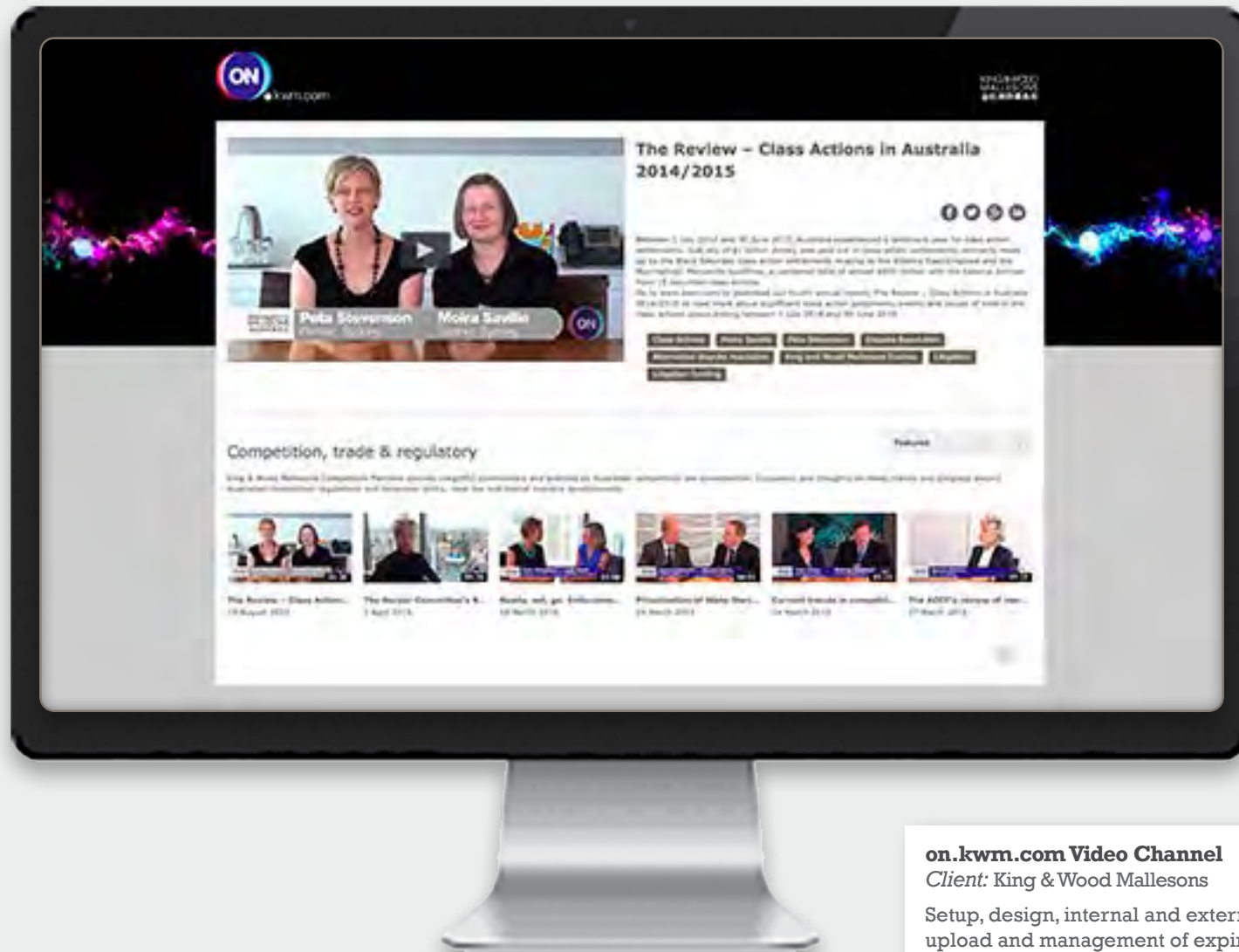
Try DeskActive yourself by downloading your free trial today.

Alternatively, contact us at Sydney@konekt.com.au for more information.

[Download Demo Here](#)

Email Marketing Campaigns
Client: various

Design and HTML coding with analytics tracking



on.kwm.com Video Channel
 Client: King & Wood Mallesons
 Setup, design, internal and external content
 upload and management of expiration times



AMP pitch: Legal Panel RFP

Client: King & Wood Mallesons

Successful pitch with video recorded
and edited within a 12 hrs timeframe



Sydney Law Hackathon

Client: King & Wood Mallesons

Event coverage: 3 day recording, editing, upload and file distribution of UTS Hackathon



Graduates Presentation

Client: King & Wood Mallesons

Recording at different locations, editing and distribution for recruitment purposes



Various video productions
Client: King & Wood Mallesons
Recording, design, internal and external distribution and file management on firm's video platform



Event photography
Client: King & Wood Mallesons
Event photography for internal and external client events



Event photography
Client: King & Wood Mallesons
Event photography for internal
and external client events



Staff photography
Client: Gadens
Photoshoot and image preparation
for web and print publication



Staff photography

Client: King & Wood Mallesons

Staff portraits client contact lists, managing all databases and distribution

Thank you.