RISING TO THE CHALLENGE



Conference program and registration brochure

Sofitel Hotel, Brisbane

Thursday 31 August to Saturday 2 September 2017

PRESIDENT'S MESSAGE

Dear Colleagues

We look forward to welcoming you to the 34th Annual Conference of the Banking and Financial Services Law Association at The Sofitel in Brisbane.

Last year we focused on digital disruption in our industry. We will build on that theme this year with sessions on cyber risk, big data and robo advice. We also have a strong focus on insolvency law reform and the regulation of culture, both of which are currently very topical in the profession.

We are exceptionally grateful to have the support of the judiciary again this year and, in particular, the following speakers:

- Lord Justice Richards of the Court of Appeal of England and Wales;
- Justice Beazley, President of the New South Wales Court of Appeal; and
- Justice Asher of the New Zealand Court of Appeal.

The BFSLA conference will once again provide a unique opportunity for members of the judiciary, academics, regulators, private practice lawyers, in-house lawyers, insolvency practitioners and bankers to meet together in an environment designed to stimulate discussion on complex and topical issues in a collegial and open manner.

I look forward to seeing you all in Brisbane.



KEYNOTE PRESENTER

Lord Justice Richards

Lord Justice David Richards is a judge of the Court of Appeal of England and Wales. Before his appointment in November 2015, he had been a High Court Judge in the Chancery Division since 2003. Until 2003, he was in practice as a barrister specialising in company law and corporate insolvency. He was appointed as a QC in 2002. He is a General Editor of Buckley on the Companies Acts (14th ed.).

As a judge, he has heard a significant number of cases in the areas of financial law, derivatives, insolvency and company law. He was the assigned judge for the administrations of T&N, MF Global and Lehman Brothers. He was Chairman of the Insolvency Rules Committee from 2005 to September 2015. He is a member of the Board of Directors of the International Insolvency Institute and co-chair of its judicial committee, and a Fellow of the American College of Bankruptcy.



PROGRAM SCHEDULE_____

THURSDAY 31 AUGUST

3.00pm	Registration opens	Sofitel Conference Foyer	
5.30pm	Welcome Reception - drinks and canapes	Sofitel Reception Foyer	
8.00pm	Dinner - own arrangements		

FRIDAY 1 SEPTEMBER

8:45am	Conference Opening and Welcome	Sofitel Ballroom	
9.00am	Keynote address: Freedom of contract in financing transactions: where to draw the line? Speaker: Lord Justice Richards, Court of Appeal of England and Wales	Sofitel Ballroom	
10.30am	Morning break	Sofitel Conference Foyer	
11.00am	A review of the state of insolvency law reform in Australia and New Zealand – who's ahead?	Sofitel Ballroom	
12.30pm	Lunch break	Sofitel Conference Foyer	
1:30pm	Concurrent: When the proverbial hits the syndicate - issues for agents and security trustees in dealing with lenders, and vice versa or Concurrent: The problem of 'adverse selection' in the (proposed) regulation of financial advice in New Zealand and Robo Financial Advice and Fiduciaries	To be advised	
3.00pm	Afternoon break	Sofitel Conference Foyer	
3.30pm	Regulating culture - the carrot or the stick?	Sofitel Ballroom	
5:00pm	Sessions Conclude		
5:15pm	AGM/Board Meeting	To be advised	
7:00pm	Pre-dinner drinks	Sofitel Conference Foyer	
7:30pm	BFSLA Gala Dinner with guest speaker Lord Justice Richards	Sofitel Ballroom	

SATURDAY 2 SEPTEMBER

9.00am	Case Law Update Speakers: Justice Beazley, President, NSW Court of Appeal Justice Asher, New Zealand Court of Appeal	Sofitel Ballroom	
10.30am	Morning break	Sofitel Conference Foyer	
11:30am	Concurrent: The PPSA and insolvency panel – where the rubber hits the road or Concurrent: Defaulted Bonds - trending issues in Asia, including managing the angry 'sophisticated' investor	To be advised	
12.30pm	Concurrent: The ties that bind: execution and statutory assumptions under the Corporations Act or Concurrent: Cyber risks, data sharing and advanced data analytics in the financial services sector	To be advised	
1.30pm	Lunch break	Sofitel Conference Foyer	
2.30pm	Financial ratios: Lost in translation?	Sofitel Ballroom	
4.00pm	Short afternoon break	Sofitel Conference Foyer	
4.15pm	Concurrent: The boundaries of financial market manipulation or Concurrent: Retail Insolvency review - what lies ahead with recent high-profile collapses	To be advised	
5.30pm	Closing Remarks	Sofitel Ballroom	
5:45pm	Closing Drinks	Sofitel Conference Foyer	

SESSION DESCRIPTIONS

FRIDAY 1 SEPTEMBER



Freedom of contract in financing transactions: where to draw the line?

This session explores some of the limitations imposed by common law and equity on the freedom of parties in financing transactions to structure their agreements as they see fit. In doing so, it contrasts the English, Australian and New Zealand positions on a number of key issues.

Chair: Bruce Whittaker, Senior Consultant, Ashurst

Speaker: Lord Justice Richards, Court of Appeal of England and Wales



A review of the state of insolvency law reform in Australia and New Zealand – who's ahead?

In Australia the key reforms in insolvency law relate to making ipso facto clauses unenforceable while companies are being restructured and allowing directors to claim a "safe harbour" from liability when attempting a genuine restructure with the assistance of appropriate advice. It is anticipated that the new safe harbour laws will commence following assent, with the ipso facto laws to commence in January 2018. A one-year period of bankruptcy is also being introduced. Other reforms are being considered on the role and duties of receivers and on SME reforms.

Likewise, New Zealand is focusing on its insolvency laws. The first report of a government appointed working group recommended changes to insolvency practitioner regulation; the second report, of May 2017, is seeking input on laws concerning voidable transactions, gift cards, and director identity numbers. Comparisons with Australian law are made in the reports. And the group will now need to consider the regulation of Ponzi schemes, following the Supreme Court of New Zealand's significant decision in McIntosh v Fisk of 26 May 2017.

Chair: Tony Ryan, Partner, Ashurst

Speakers: John Fisk, Managing Partner, PwC

Michael Arthur, Partner, Chapman Tripp

Gwyn Morgan, Head of Credit

Restructuring, Westpac

Michael Murray, Murrays Legal



When the proverbial hits the syndicate - issues for agents and security trustees in dealing with lenders, and vice versa

Agents and security trustees face many issues in managing and being responsible to syndicates. These become acute in enforcement and distressed situation.

The panel will share experiences and views from both sides, and discuss issues including:

- What is the role a good agent or security trustee should perform?
- What do syndicates and agents/security trustees expect of each other?
- How do the dynamics change when the banks exit and distressed debt traders come in?

Chair: Murray Lord, Senior Legal Counsel, NAB

Panel: Tony Di Paolo, Director - Agency, CBA
Richard Wheeler, Director, Agency and Trustee

Services, NAB

Miles Grant, Senior Legal Counsel, ANZ **Andrew Dienhoff**, Practice Leader, WIB Legal (Loan Markets), Westpac

Concurrent

Concurrent



Academic Session (part one): The problem of 'adverse selection' in the (proposed) regulation of financial advice in New Zealand

This session considers the changes to the current regime for the regulation of financial advice in New Zealand contained in the (draft) Financial Services Legislation Amendment Bill released by the Minister of Commerce and Consumer Affairs on 17 February 2017. It critically examines the regulatory strategies that have been deployed and how the new rules may help consumers to overcome asymmetric information and limitations in their own decision making capacity. Special emphasis is placed on the main conduct of business obligations that address the perceived imbalance in the relationship between financial advisers and their clients and in particular on the measures designed to deal with remuneration-based risks.

Chair: Rebecca Hope, Head of Legal - Wholesale Documentation & Law Reform, Institutional Group,

ANZ

Speaker: Dr Matteo Solinas, Senior Lecturer, Faculty of Law, Victoria University of Wellington

Academic Session (part two): Robo financial advice and fiduciaries

Retail financial consumers increasingly interact with financial services providers via a financial robot driven by an algorithm or other mathematical model ('robo investment advice'). In this sector, the focus of industry and legal participants is on statutory regulation under the Corporations Act 2001 (Cth) and associated class orders and guidance issued by the Australian Securities and Investment Commission. However, significant legal risk remains. Equity continues to operate in a domain where fiduciary obligations, and attendant poorly managed conflicts of duty and interest, systemically arise. This session will consider the application of the fiduciary norm to robo investment advice. In doing so, it explores the interaction of equitable principles and statute to pursue a deeper understanding of the nature of robo financial advice.

Chair: Rebecca Hope, Head of Legal - Wholesale Documentation & Law Reform, Institutional Group,

ANZ

Speakers: **Professor Simone Degeling**, University of New South Wales

Dr Jessica Hudson, Senior Lecturer, University of New South Wales



Regulating culture - the carrot or the stick?

Regulating financial institution culture is a controversial topic of debate both within and outside the industry. Regulators in Australia and New Zealand have made 'culture' a key regulatory priority, and much work is being done in a number of areas, such as senior executive liability, whistleblowing, and remuneration. This session will bring together experts and regulators to discuss what Australia and New Zealand are doing or should be doing about 'the problem' of poor culture within our financial institutions within both the wholesale and retail space.

Chair: Dr Ann Wardrop, School of Law, La Trobe University, and Chair of the Academic Committee

of the BFSLA

Speakers: Joanna Bird, Senior Executive Leader - Financial Advisers, Australian Securities & Investment

Commission

Garth Stanish, Director of Capital Markets, Financial Markets Authority

Belinda Thompson, Partner, Allens



Judicial Session - case law update

In recent years, the courts in Australia and New Zealand have delivered important and even landmark decisions of relevance to those practising in the fields of banking, financial services and insolvency. In this session, senior judges from both countries will examine these decisions and identify emerging trends.

Chair: Dr Nuncio D'Angelo, Partner, Norton Rose Fulbright

Speakers: Justice Beazley, President, NSW Court of Appeal

Justice Asher, New Zealand Court of Appeal



Concurrent

The PPSA and insolvency - where the rubber hits the road

The Panel will address insolvency and litigation issues in Australia by looking at the experience and approach of insolvency practitioners and their advisers in relation to PPSA. What problems are they seeing? What are some of the usual strategies employed to challenge priorities and registrations? What incorrect assumptions are people still making when creating or registering security interests? Are security interests still vesting due to incorrect registrations and/or ignorance around the legislation? The session will examine recent case law and practical approaches to PPSA issues.

Chair: Meredith Bennett, Partner, Ashurst

Speakers: Nick Mirzai, Barrister

Michael Hughes, Partner, MinterEllison

Kelly Trenfield, Senior Managing Director, FTI Consulting



Defaulted Bonds – trending issues in Asia, including managing the angry 'sophisticated' investor

A spate of recent defaults of wholesale corporate bonds in Asia has given rise to a number of unforeseen issues. Curiously, many so called 'sophisticated' investors have turned out to be anything but, and have mobilised the press and regulators to their cause advancing 'retail' style arguments and triggering a timely review of the trustee's rights and obligations when wholesale bond transactions default. This session examines this and other issues that have arisen in the Asian distressed bond market in recent years.

Chair: Andy Ferris, Partner, Hogan Lovells

Speakers: Scott Harris, Partner, Hogan Lovells

Deemple Budhia, Partner, Russell McVeagh

James Connell, Senior Manager Structured Finance, Equity Trustees

ent



The ties that bind: execution and statutory assumptions under the Corporations Act

This session will discuss recent cases and current controversies with statutory execution and statutory assumptions in sections 127, 128 and 129 of the Corporations Act.

Chair: Helena Busljeta, Special Counsel, King & Wood Mallesons

Speakers: Yu Zhang, Senior Associate, Allens, Sydney

Patrick Lowden, Partner, Herbert Smith Freehills, Sydney



Cyber risks, data sharing and advanced data analytics in the financial services sector

This session will look at the legal and practical considerations arising from two emerging and convergent areas within the financial services sector:

- Legal implications and regulatory responses to cyber risks and attacks in the financial services sector, following the Bangladesh Central Bank case.
- Regulatory trends and emerging practices in data access and portability, data sharing, anonymisation, customer profiling and advanced data analytics.

Chair: Katrina Gardiner, Associate General Counsel, ANZ Bank New Zealand

Speakers: Peter Leonard, Principal, Data Synergies and Consultant, Gilbert + Tobin

Allan Yeoman, Partner, Buddle Findlay



Financial ratios: Lost in translation?

Financial ratios in finance documents are an important measure of the financial performance of the borrower, serving as an early warning system to be triggered when performance starts to wane. Dealing with financial ratios can be a challenging exercise for practitioners for a variety of reasons, including:

- the purpose, nature and operation of financial ratios can vary significantly across corporate, acquisition, property and other finance markets;
- financial ratios typically contain technical concepts that build on accounting concepts and terminology; and
- negotiations of these terms can be peppered with jargon, such as "mulligans", "LTM", and "equity cures".

In this session, senior legal and accounting practitioners will unpack the basic building blocks of a wide variety of financial ratios, demystify their operation in real world transactions, and seek to bridge gaps in understanding between the legal practitioners who draft the definitions and ratios and the accountants who have to make sense of them.

Chair: Matthew Cunningham, Partner, MinterEllison, Sydney

Speakers: Yuen-Yee Cho, Partner, King & Wood Mallesons, Sydney

Kate Lane, Partner, MinterEllisonRuddWatts, Auckland

Commentator: Paula McLuskie, Partner, EY, Brisbane



The boundaries of financial market manipulation

Although originally designed for established equities and futures markets, statutory prohibitions on market manipulation now apply across a broad range of financial product markets, including debt and derivatives. This raises novel questions as to what can give rise to 'artificial' or 'false or misleading' prices and trading in markets for such products. There also remain significant residual questions as to the operation of such provisions in the traditional equities and futures contexts.

This session brings a trans-Tasman lens to the need to facilitate consensus among key stakeholders (including regulators, exchanges, benchmark administrators, and market participants) on the boundaries of market manipulation. Recent case law and international developments will be considered, including the Warminger case from New Zealand and global foreign exchange and benchmark enforcement action.

Chair: Lloyd Kavanagh, Chair and Partner, MinterEllisonRuddWatts

Speakers: Alexander Morris, Partner, King & Wood Mallesons

Ross Pennington, Partner, Chapman Tripp

4:15pm

Retail insolvencies - recent high-profile collapses and what lies ahead

In Australia the key reforms in insolvency law relate to making ipso facto clauses unenforceable while companies are being restructured and allowing directors to claim a "safe harbour" from liability when attempting a genuine restructure with the assistance of appropriate advice. It is anticipated that the new safe harbour laws will commence following assent, with the ipso facto laws to commence in January 2018. A one-year period of bankruptcy is also being introduced. Other reforms are being considered on the role and duties of receivers and on SME reforms.

Likewise, New Zealand is focusing on its insolvency laws. The first report of a government appointed working group recommended changes to insolvency practitioner regulation and voluntary liquidations; the second report, of May 2017, recommended changes to the law concerning voidable transactions and other corporate insolvency matters.

Chair: Josh Cairns, Partner, Simpson Grierson

Speakers: James Stewart, Partner, Ferrier Hodgson

Steven Palmer, Partner, Norton Rose Fulbright

Matt Kersey, Partner, Russell McVeagh **Neale Jackson**, Partner, KordaMentha

Concurrent

SOCIAL FUNCTIONS / AGM

THURSDAY 31 AUGUST

Welcome reception

5:45pm Drinks and canapes

Proudly sponsored by Australian Executor Trustees

Sofitel Main Reception

Foyer

FRIDAY 1 SEPTEMBER

5:15pm Annual General Meeting of the association, followed by a board meeting

7:00pm Pre-dinner drinks Sofitel Ballroom Foyer

7:30pm Conference dinner Sofitel Ballroom

SATURDAY 2 SEPTEMBER

1:30pm Younger Members Lunch

5:45pm Closing network drinks Sofitel Ballroom Foyer



DELEGATE FEES

All amounts are expressed in Australian dollars. They include Australian GST of 10%. If you are attending from New Zealand and wish to pay in NZ dollars into the New Zealand BFSLA bank account, please use the rate of exchange on the date of your funds transfer, and send us a remittance advice to assist us with reconciling your account.

EARLY FEES for bookings made and paid by Friday 28 July

Member\$1	,750
Non-member\$1	,950
Academic member, Full-time student, Younger lawyer, In-house lawyer	\$795

FULL FEES for bookings made after Friday 28 July.

(Group bookings also available on full fees. Enquire via julia@bfsla.org)

Member	\$1,950
Non-member	\$2,200
Academic member, Full-time student, Younger lawyer, In-hous	e lawver\$995

GROUP BOOKINGS

First 6 Members	\$1,750 = \$10,500
First 6 Non-members	\$1,950 = \$11,700
Subsequent Members	\$975
Subsequent Non-members	\$1,200

ACCOMMODATION

We have secured competitive rates for all BFSLA delegates at the Sofitel Hotel.

Rates are quoted in Australian dollars. They include GST of 10%.

Superior Room \$255 per night, room only. Sole/Twin or Double occupancy

Add \$30 per person, per night to include a cooked buffet breakfast in the restaurant

Luxury Room \$295 per night, room only. Sole/Twin or Double occupancy

You can book your accommodation directly with the Sofitel Brisbane now, via the button on this page, at the BFSLA Annual Conference delegate negotiated rates.

Book your accommodation online







REGISTRATION FORM____

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BFSLA 34TH ANNUAL CONFERENCE

Please print clearly, scan and send this form to julia@bfsla.org

Surname	Title: Mr, Mrs, Ms, Dr, Professor (other)			
Given name	Preferred name for name badge			
Position	Organisation			
Postal address				
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	re expressed in Australian dollars & inclusive of GST)			
EARLY FEES for bookings made and paid by Friday 28	July: (Please check the appropriate box)			
Member \$1,750 ☐ Non-member \$1,950 ☐				
The early fees for the following registration types is \$795 (please indicate your selection below)				
Academic member (full-time) Student (full-time) In-house lawyer *Younger lawyer				
FULL FEES for bookings made and paid after Friday 28	July: (Please check the appropriate box)			
Member \$1,950 ☐ Non-member \$2,200 ☐				
The early fees for the following registration types is \$99	5 (please indicate your selection below)			
Academic member (full-time) Student (full-time)	•			
GROUP BOOKING				
Members - First 6 @ \$1,750. Subsequent registrations at \$975. □				
Non members - First 6 @ \$1,950. Subsequent registrations at \$1,200.				
One invoice is generated per group booking				
*Younger lawyer rate applicable to those with 10 years or less in practice				
Registration fee total A\$				

IMPORTANT NOTE for those wishing to pay into the New Zealand ASB account in NZ dollars, please use the rate of exchange on the date of your funds transfer and send us a remittance advice to assist us with reconciling your account.

DIETARY REQUESTS FOR REGISTERED DELEGATE(S)

Please specify any all	ergies or dietary requirements: _		
MEAL BOOKING	S FOR REGISTERED DELEC	GATE(S)	
All meals indicated b attendance at the foll		EGATES, but to assist with catering	ng please CONFIRM your
☐ Welcome function	n – Thursday 31 August	Conference dinner – F	riday 1 September
Lunch – Friday 1	September	Closing function – Sati	urday 2 September
☐ Opinion Breakfas	t – Saturday 2 September		
☐ Delegate Lunch –	- Saturday 2 September		
☐ Younger Member	or Lunch – Saturday 2 September		
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DIETARY REQUES	515 FOR NON-CONFEREN	ICE ATTENDING PARTNER	(S)
Please specify any all	ergies or dietary requirements: _		
MEAL BOOKING	S FOR NON-CONFERENC	E ATTENDING PARTNER(S))
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Marile of accompany	rig partiter(s)		_ Trease reserve the following.
Welcome Function	Thursday 31 August	ticket(s) @ A\$74 per persor	n A\$
Lunch	Friday 1 September	ticket(s) @ A\$35 per persor	n A\$
Conference Dinner	Friday 1 September	ticket(s) @ A\$165 per perso	on A\$
Lunch/Younger member lunch	Saturday 2 September	ticket(s) @ A\$35 per persor	n A\$
Closing function	Saturday 2 September	ticket(s) @ A\$45 per persor	n A\$
		Additional catering fee tota	al A\$
	REGISTR	RATION PAYMENT DETAILS	
		Registration fees - Total 1	A\$
		Additional catering fee - Total 2	A\$
		Total payment	A\$

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Payment by Post for Australian \$ cheques onl to BFSLA to P.O. Box 2767, New Farm, Brisba	y- Please quote your invoice number and send your cheque payable ane, QLD 4005, Australia			
Payment by Post for New Zealand \$ cheques payable to BFSLA to P.O. Box 56-451, Domin	only - Please quote your invoice number and send your cheque ion Road, Auckland 1446, New Zealand			
Or please debit my credit card as indicated be Please note that a 1.5% service fee applies to Association does NOT have Diners facilities)	elow. Visa and MasterCard & 3% to AMEX credit card payments (the			
	Authorised amount \$and will have the charge debited in Australian dollars.)			
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-	tend, a substitute delegate is welcome at no extra cost.			
•	harge will be made for cancellations received in writing (letter or event. Regrettably, no refund can be made for cancellations less			
email) ten working days or more prior to the ethan ten working days prior to the event.				

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You can book your accommodation directly with the Sofitel Brisbane now, via the button below, at the BFSLA Annual Conference delegate negotiated rates:

BOOK YOUR ACCOMMODATION ONLINE

send the booking to	Sofitel Brisbane, and they will send a confirmation to you via yo	our contact email.
Delegate name	Organisation	
Contact e-mail addı	ess	
Please note that al	l accommodation is quoted in Australian dollars	
Superior Room	\$255 per night, room only. Sole/Twin or Double occupancy	Add \$30 per person, per night to include a cookec
Luxury Room	\$295 per night, room only. Sole/Twin or Double occupancy	buffet breakfast in the restaurant
Arrival day and date	/08/2017 Expected arrival time _ (Check-In from 2.00pm.) Number of	·
Departure day and	date// 2017 Expected departure tin	ne am/pm
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Card number: Signature		re

If you have any questions about registration or accommodation, please contact Julia Clancy at julia@bfsla.org.

Accommodation in Brisbane is very heavily booked at all times and strict cancellation policies apply. Please ensure you are aware of these conditions and have adequate travel insurance in case there is a need to cancel or reduce your room nights.

2017 CONFERENCE PLANNING COMMITTEE_____

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Nuncio D'Angelo *	Norton Rose Fulbright Australia	Sydney
Aaron Delacey	BNZ New Zealand	Auckland
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Andrew Dienhoff	Westpac Banking Corporation	Perth
Karla Fraser	Allens	Brisbane
Steve Gallaugher	MinterEllisonRuddWatts	Auckland
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^{*} Board members

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