



## Understanding Commercial Contracts & Dispute Management

Importing and exporting certainly can help you open up new markets, but like any transaction, there is always the possibility for disputes. And when it comes to international trade disputes, resolving them can be complex and sometimes unpleasant.

One way to avoid disputes is through careful planning. So it becomes very important that we understand the gateway issues while entering a commercial contract, common pitfalls and managing the disputes in case.

Join us to learn more about Commercial Contracts and Dispute Management.

Date: 12 July 2021

Time: 2.30 pm SGT

Zoom

### Program Flow

| Time                     | Topic   | Speaker  | Duration       |
|--------------------------|---|--|----------------|
| 2.30 pm SGT-2.35 pm SGT  | Welcome Remarks:<br>Introduction to the<br>Webinar  | Mr Kishore Daryanani<br>Vice Chairman<br>SICCI   | 5 min          |
| 2.35 pm SGT- 2.40 pm SGT | Opening Remarks   | Mr Muralli R Rajaram<br>Partner, K&L Gates Straits Law<br>Board of Director, SICCI   | 5 min          |
| 2.40 pm SGT- 2.45 pm SGT | Introduction of Speakers  | Mr Kishore Daryanani<br>Vice Chairman<br>SICCI   | 5 min          |
| 2.45 pm SGT- 3.25 pm SGT | Panel Discussion <ul style="list-style-type: none"> <li>• How to Draft<br/>Commercial<br/>Contracts?</li> <li>• Common Pitfalls-<br/>How to avoid?</li> </ul> | 1.Mr. Sumit Rai<br>Counsel & International Arbitration<br>Expert<br><br>2.Ms. Archana Balasubramanian<br>Partner<br>Agama Law Associates | 10 min<br>each |



Singapore Indian Chamber  
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|                          | <ul style="list-style-type: none"><li>• Effective resolution of Commercial Disputes through Arbitration”.</li><li>• Commercial Disputes Management</li></ul> | 3. Mr Punit Oza<br>Executive Director, Singapore Chamber of Maritime Arbitration<br><br>4. Mr. Nitin Jain<br>Partner<br>Agama Law Associates |        |
| 3.25 pm SGT- 3.45 pm SGT | Question and Answers   | Moderated by:<br>Mr Kishore Daryanani<br>Vice Chairman<br>SICCI  | 15 min |
| 3.45 pm SGT- 3.50pm SGT  | Vote of Thanks   | Mr Kishore Daryanani<br>Vice Chairman<br>SICCI   | 5 min  |

## Profiles of the Speakers:

### **Mr Muralli Raja Rajaram**

- **Board Director of Singapore Indian Chamber of Commerce & Industry**
- **Partner, K&L Gates Straits Law**

Mr Muralli Raja Rajaram is involved in commercial litigation and disputes, international arbitration, restructuring & insolvency, and internal investigations. He has appeared in several levels of Courts in Singapore and has considerable experience dealing with high-value litigation cases. On the International Arbitration front, Muralli has broad experience dealing with ad hoc and institutional arbitrations as well as seeking redress and intervention from the Courts in relation to such arbitrations. Muralli is ranked in IFLR 1000's 2020 edition as a Highly Regarded Practitioner in the Restructuring and Insolvency practice area. He is also identified as one of nine "Future Leaders" in Singapore by Who's Who Legal 2020 in Litigation practice. Muralli sits on the Council of the Singapore Red Cross. In 2020, Muralli was appointed as an Assessor under the COVID-19 (Temporary Measures) Act 2020 and sits on the Lease/Licence of Non-Residential Immovable Property panel.



**Mr SUMIT RAI**  
**Counsel & International Arbitration Expert**

Sumit Rai is a dispute resolution lawyer with over 12 years' experience in handling commercial disputes. He has appeared as counsel in various forums including international arbitration, domestic arbitration, Supreme Court, High Courts, Securities Appellate Tribunal, and National Company Law Tribunal. Sumit has a wealth of experience in a wide range of arbitration and commercial disputes. He has represented clients in arbitrations held under all major institutional rules (including ICC, LCIA, SIAC, etc.) and governed by various substantive laws. He has dealt with complex cross border disputes involving multiple jurisdictions and practice areas and claims spanning from a few million dollars to 6 billion dollars. He has special expertise in providing strategic advice to clients in managing disputes of all levels of complexity and spanning various jurisdictions, forums, and subject areas. He has also assisted clients with impact of bilateral investment treaties (BITs) on their transactions.

**Mr Punit Oza**  
**Executive Director,**  
**Singapore Chamber of Maritime Arbitration**

He has over 27 years of experience in Dry Bulk Shipping, holding senior management positions in some leading shipping and trading companies including Noble Group, Hong Kong, Precious Shipping Bangkok and Torvald Klaveness, Oslo. He headed the Asia-Pac operations of Klaveness and also spearheaded the digital transformation of Klaveness Dry Bulk before moving to the board of Klaveness Asia. He is also the Vice-Chairman of Singapore Branch of Institute of Chartered Shipbrokers. Punit is a graduate in Financial Management and Accounting from University of Mumbai and a postgraduate in Shipping, Trade and Finance from CASS Business School, London. He also holds an LLB and Post Graduate Diploma in Maritime Law from University of London.

**Mr Nitin Jain**  
**Managing Partner of Agama Law Associates ("Agama").**

Nitin comes with a rich experience of over a decade as an in-house lawyer as well as a practicing professional. Because of his extensive experience in handling transactional, advisory, governance and compliance matters, Nitin has an exceptional understanding of the nuances faced by clients and their expectations from legal services professionals.



Nitin's principal focus is on commercial disputes.

### **Ms Archana**

#### **Founding Partner of Agama Law Associates ("Agama").**

Archana, has versatile experience of over 13 years wherein she has gained immense tactical transactional understanding as well as significant industry expertise across diverse sectors such as manufacturing, logistics, media, pharmaceuticals, financial services, shipping, real estate, technology, engineering, infrastructure and health. Archana is driven by the philosophy that the growth of her clients is fundamental for her firm's growth. Clients commend Archana for her result-oriented approach and ability to grasp the commercial impact of legal concerns to advise in the most pragmatic manner as a business partner. She wears the hat of a generalist and approaches agreements with the disputes experience gained over the years.