

AUSTRALIAN LEGAL SERVICES



Strategic Global Engagement

2009–2012

Achieve greater integration globally of Australia's legal and related services including commercial legal services, arbitration and mediation and legal education and training.

Specific initiatives and key areas of focus are proposed under eight themes to promote a strategic approach in advancing the global engagement of Australia's legal services sector:

- Pursue market access globally
- Intensify engagement with India
- Build stronger links with China
- Promote Australia's expertise in commercial dispute resolution
- Increase demand for Australian legal education and research
- Enhance legal cooperation
- Develop Australia's export capacity, and
- Showcase Australia's expertise

Since its inception in 1990, the International Legal Services Advisory Council has played a pivotal role in coordinating Australia's approach to advancing Australia's interests in legal and related services internationally. The Australian legal profession, supported by Government, has a strong record of working collaboratively to achieve mutually beneficial outcomes for the Australian legal services sector and counterparts abroad. This collaborative approach continues to assist Australia play a leading role in promoting the liberalisation of international trade in legal and related services.

This *Australian Legal Services Strategic Global Engagement* proposes initiatives for broad ranging engagement in the region over the next three to five years. It relies on various public and private sector agencies and organisations adopting and implementing initiatives consistent with key focus areas identified under the eight strategic themes in this document. Agencies and organisations that have a role in advancing the interests of the Australian services sector internationally or advancing the interests of the legal and related services sector include:

- International Legal Services Advisory Council
- Law Council of Australia and its constituent bodies
- Australian law firms and legal practitioners
- Australian Centre for International Commercial Arbitration
- Council of Australian Law Deans
- Australian university law schools
- Attorney-General's Department
- Department of Foreign Affairs and Trade
- Department of Education, Employment and Workplace Relations
- Department of Innovation, Industry, Science and Research
- Australian Trade Commission (Austrade)
- Australian Bureau of Statistics
- Australian Agency for International Development (AusAID), and
- State and Territory Government Departments and agencies.

Pursue Market Access Globally

The availability of fully integrated legal services, covering the laws of multiple jurisdictions, is essential to promote international trade and investment. Australian law firms have a strong reputation in the region for working in close collaboration with local lawyers and law firms to the mutual benefit of both the Australian and local profession.

Continue Australia's leading role internationally of promoting the liberalisation of trade in legal services through multilateral, regional and bilateral trade negotiations and other forums.

Promote the adoption in overseas jurisdictions of regulatory frameworks that provide a right for meaningful commercial association between local and foreign lawyers, and a right for foreign lawyers and firms to establish a commercial presence and provide services on a fly-in, fly-out basis.

Target the elimination of 'behind the border' procedural and related barriers that are more burdensome than necessary to maintain standards and consumer protection.

Engage with key decision makers and policy developers through legal services missions, public and private sector delegations and study tours to share information, increase regulatory transparency and identify best practice in regulation. Encourage discussion of the mutual benefits in facilitating multijurisdictional legal services and regional networks.

In collaboration with overseas regulatory bodies organise and participate in seminars, workshops, roundtable discussions and similar events dealing with the regulation of foreign lawyers and the essential nature of multijurisdictional legal services to maintain an efficient economy.

Engage with counterparts at the profession and peak body level to provide assurance that Australian law firms do not seek rights to represent clients before local courts nor provide 'consumer' legal services but rights to provide commercial legal services to corporate clients.

Intensify engagement with India

India is the world's second fastest growing large economy and Australia's fastest growing major trading partner. India is one of the few countries in the region that continues to maintain a closed door policy for foreign lawyers.

Cultivate deeper and stronger government-to-government relationships and pursue liberalisation of the legal services market in India through diplomatic and other channels. Develop a constructive dialogue with the Bar Council of India and promote the exchange of information. Encourage the adoption in India of a limited licensing or similar model to regulate foreign lawyers.

Strengthen the bilateral relationship in law and legal services through legal cooperation in civil law matters and the development of initiatives at government, peak professional body, and practitioner levels.

Develop innovative ways to engage with primary economic agencies and businesses, such as seeking project-specific licenses on the basis of Australia's world class expertise in areas like resources and infrastructure.

Engage with key decisions-makers, including corporate counsel, in legal and financial services, mining and resources, and infrastructure development, through legal services missions from Australian to India or visits from India to Australia. Demonstrate where Australian law firms can add value and identify mutual benefits to the Australian and Indian legal professions, clients and economy. Emphasise that Australian law firms are not seeking to represent clients before courts in the practice of 'consumer' legal services in India.

Raise awareness in India of Australia's expertise through participation in regional or joint seminars, conferences and other forums in India, including through LAWASIA and the Presidents of Law Associations in Asia (POLA).

Build stronger links with China

China is Australia's largest trading partner with two-way trade in 2008 valued at \$67 billion. Australia and China have a strong relationship in law with substantial interaction across all levels of the profession.

Build stronger government to government relationships, particularly with the Ministry of Justice, Ministry of Commerce, National Development Reform Commission and Legislative Affairs Office for the State Council. Establish relationships with the Ministries of Justice in the provinces.

Strengthen the bilateral relationship through legal cooperation in law and commercial services. Engage in ministerial visits and missions targeting legal services, including with a discrete sectoral focus, such as gas and mineral resources.

Continue to foster enduring networks with key bodies such as the All China Lawyers Association and the China Law Society. Participate in and support legal conventions and conferences in China to assist in the development of the legal sector in China and showcase Australian expertise.

In advancing the commercial interests of Australian law firms and legal practitioners, explore opportunities to engage in, support and contribute to law reform and the development of the legal sector in China, such as assisting drafting new laws and practice management.

Continue to promote and support legal development programs and activities such as the Australia-China Legal Profession Development Program and encourage continued contact with alumni.

Encourage the building of closer links between Australian and Chinese universities through exchange programs and other linkages.

Strengthen links between the China International Economic and Trade Arbitration Commission (CIETAC) and Australian arbitrators and mediators, including through engagement in training programs.

Promote Australia's expertise in commercial dispute resolution

Australian arbitrators and mediators are internationally recognised and in constant demand worldwide with many serving on international panels. With a stable political system, sound legal framework, including the International Arbitration Act 1974, and party to the 1958 Convention on the Recognition and Enforcement of Foreign Arbitral Awards, Australia provides an ideal venue for international commercial dispute resolution.

Continue promoting Australia as a venue for international commercial dispute resolution.

Continue ongoing work to ensure Australia's legal framework is conducive to international dispute resolution.

Emphasise Australia's comparative benefits and expertise. Promote the availability of world-class legal advice on international arbitration, the availability of experienced arbitrators and mediators, expertise in early neutral evaluation and related forms of dispute resolution. Highlight the comparative cost advantage of using Australia as a venue for international commercial dispute resolution.

Collaborate with regional centres and organisations including the Asia Pacific Regional Arbitration Group (APRAG) to promote internationally the resolution of disputes in our immediate region: Hong Kong – Singapore – Australia.

Promote the use of ACICA's model clause in international contracts, specifically including when the contracting parties are non-Australian.

Participate in international forums shaping policy and future direction, including in UNCITRAL working groups. Participate in and organise international conferences to showcase Australian expertise, particularly Australia's next generation of arbitrators and mediators.

Increase demand for Australian legal education and research

Enhance legal cooperation

Australian university law schools have an international reputation for excellence. Attracting undergraduate and postgraduate law students from 120 countries Australia has long-established legal research, consultancy, teaching and training relationships with a range of universities, government agencies and organisations around the world.

The Australian legal profession, supported by Government, has a strong record of working collaboratively to undertake meaningful technical transfer and capacity building activities and achieve mutually beneficial outcomes for Australian stakeholders and counterparts abroad.

- Promote the preparation of students for international legal careers through significantly increasing law students' exposure to English law and encouraging the development of international internships.
- Identify and disseminate opportunities for Australian graduates to gain qualification in English Law to satisfy the growing demand for graduates with an awareness of English law in international legal practice.
- Pursue further recognition of Australian university undergraduate and postgraduate law qualifications internationally.
- Build the profile of Australian legal education services through Australian law schools' extensive international research, consultancy, teaching and training relationships.

- Seek opportunities to exchange technical expertise and practice management skills with professions abroad. Continue to foster networks at government and professional levels.
- Support the development of strong and effective legal professions in developing countries.
- Support law reform, the rule of law and good governance of the legal sector in the region. Undertake initiatives in collaboration with Government agencies, regulatory bodies, peak bodies and the like in the region to organise and participate in seminars, workshops, roundtable discussions and similar events to advance law reform, the rule of law and good governance.
- Further develop exchange and placement programs as a means of building links and increasing legal cooperation between Australia and other countries.
- Attend and present papers at law conferences in Australia and internationally, such as the Australian Legal Convention, International Trade Law conference, the Presidents of Law Associations in Asia (POLA) meetings and LAWASIA.

Develop Australia's export capacity

Australia's legal profession has rapidly adapted to globalisation and is committed to servicing the region and beyond. Australia continues to undertake reforms to build and maintain a robust legal services sector that has a national approach and the capacity to engage internationally on a sustainable basis.

Encourage an internationally competitive and highly professional legal services sector within Australia that supports and enables international trade, investment and other business activity.

Promote the development of a uniform framework for the regulation of the legal profession across Australia. Continue the implementation of a hospitable and uniform foreign lawyer regulatory environment across Australia, including the implementation of a consistent and transparent assessment of the suitability of overseas qualified lawyers seeking to gain admission to practise in Australia.

Promote the collection of meaningful statistics on the international legal services activity of the Australian legal sector to inform policy makers, regulators, law firms and legal practitioners, and trade negotiations on key issues and trends on the internationalisation of the legal sector.

Increase awareness and accessibility for Australian legal and related service providers to increase capacity amongst Australian legal and related services providers to recognise and capitalise on export opportunities.

Increase collaboration between industries, such as through synergistic industry groups, allowing legal services to leverage successes and growth from other industries and the Australian Government's initiative to promote Australia as a regional financial services hub.

Internationalisation of Legal Practice in Australia

Attorneys-General from across Australia made a unanimous decision in 1996 that there should, at the very least, be a clear statutory indication that there is no barrier to the practice of foreign law in Australia. This has resulted in Australian States and Territories undertaking regulatory reforms with the objective of encouraging and facilitating the internationalisation of the legal services sector. The practice of foreign law in Australia by foreign qualified lawyers is now a recognised aspect of legal practice in Australia.

Showcase Australia's expertise

Australian lawyers are world class practitioners in banking and financial services; trade and foreign investment; energy and resources; intellectual property, information technology and telecommunications; construction and infrastructure development, privatisation and corporatisation; public private partnership and private finance initiatives; and in real estate investment trusts.

Increase recognition in Australia and internationally of the expertise, resources and reach of Australia's legal practitioners and law firms, arbitrators and mediators, and legal education facilities.

Advance the adoption internationally of legal frameworks and systems developed by Australia in specific areas of expertise such as in public private partnerships, private finance initiatives and real estate investment trusts.

Raise awareness across Government of the need to establish relationships with key stakeholders in priority countries, including through existing forums such as the APEC Business Advisory Council and the Commonwealth Business Council.

Improve the availability and content of electronic publications and resources and other published information to promote Australia's legal sector.

Actively organise and support awareness-raising seminars, conferences and other activities for both Australian and overseas financial institutions, companies, government departments and agencies, on Australian legal service capabilities.

Enabling Trade

Australia encourages liberalisation of trade in legal services by promoting the practice of foreign law as a recognised aspect of the domestic legal sector. Australia's work through the framework of the General Agreement on Trade in Services (GATS) under the World Trade Organisation's Doha Round negotiations in particular has given it recognition as an international leader in the promotion of the liberalisation of international trade in legal services. Bilaterally, Australia continues to promote and pursue legal services market access under the various Free Trade Agreement and similar negotiations. Commencing in 2009 Australia is implementing an initiative to support the establishment of an APEC best practice framework for the regulation of foreign lawyers across APEC economies.

Despite this work by Australian and other like-minded countries, legal services markets continue to be closed in some countries and the entry and association with local lawyers is significantly restricted in many others. Continuing barriers to trade include prohibitions on the establishment of law firms; nationality, residency and commercial presence requirements; prohibition or limitations on joint ventures and association with local lawyers; foreign equity limits; unreasonable restrictions on licensing; restrictions on the practice of foreign law; limited or no recognition of qualifications, particularly for the practice of foreign law; lack of transparency in regulatory processes and systems; and onerous visa procedures.

Australia seeks a right for Australian lawyers to work with local lawyers in other countries to provide multijurisdictional legal services without unnecessarily burdensome restrictions.

Most demand for internationally traded legal services comes from businesses and organisations involved in international trade and investment, and from State agencies in relation to major infrastructure projects. Factors shaping the choice of provider include knowledge of the firm's activities and of the place of business as well as service quality. Most foreign lawyers supplying legal services operate as foreign legal consultants, providing advisory services in foreign and international law.

ILSAC's 6 principles for liberalisation of trade in legal services

ILSAC's six guiding principles for achieving liberalisation of trade in legal services were developed by the Council in July 1998. Beyond a decade later, these principles remain cogent and relevant. The principles were used as the centrepiece of a negotiating proposal tabled by Australia under the World Trade Organisation in 2001. They continue to form the foundation upon which Australia's approach to seeking meaningful market access is based in bilateral, regional and multilateral negotiations.

ILSAC's six principles for achieving liberalisation of trade in legal services are:

1. Formal recognition, on reasonable terms, of the right to practise home-country law, international law, and, where qualified, third-country law, without the imposition of additional or different practice limitations by the host country (eg a minimum number of years of professional experience or a refusal to recognise concurrent practice rights where the foreign lawyer's home country is a federal jurisdiction).
2. Formal recognition, on reasonable terms, of the right of foreign law firms to establish a commercial presence in a country or economy without quota or other limitations concerning professional and other staff, location, number and forms of commercial presence, or the name of the firm.
3. Formal recognition, on reasonable terms, of the right of foreign law firms and lawyers to enter freely into fee-sharing arrangements or other forms of professional or commercial association, including partnership with international and local law firms and lawyers.
4. The right to practise local law to be granted on the basis of knowledge, ability and professional fitness only, and this to be determined objectively and fairly through a transparent process.
5. Formal recognition of the right, on reasonable terms, of a foreign law firm to employ local lawyers and other staff.
6. Formal recognition of the right to prepare and appear in an international commercial arbitration.

Exporting legal services

HUB AND SPOKES MODEL

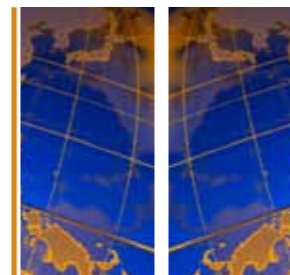
In some markets, including China, Singapore, and the UK, Australian law firms have adopted a 'hub and spokes' model, establishing a single commercial presence in a central market to provide legal services to the surrounding region. Several Australian firms have chosen this type of practice framework. In this model the firm establishes a core or hub operation in a financial centre such as Singapore or Hong Kong. The firm then either goes into full competition with international competitors from the hub or both competes with international firms in the hub while also gathering work from surrounding countries.

Work is sourced from surrounding countries using a variety of techniques ranging from opening small offices which develop local expertise for local projects to establishing larger offices in the surrounding countries which both source projects and handle the international and domestic law aspects of deals jointly with the hub offices. This model requires a degree of sophistication requiring people to work together over different offices. The structure of the national firms in Australia spread across the continent has given them the expertise to operate in this manner.

The larger international firms have generally focused their operations in the Asian money centres so competition in the smaller markets from foreign firms is significantly less intense. Some Australian firms have single centre operations in Asia outside the financial centres, particularly in Indonesia operating through local firms. These tend to be focused on particular work segments or clients. There are no fixed rules as to what works best and operations mutate as the markets and competitive forces change. Some offices outside so-called hubs grow quickly and can become as large as the hub offices.

The principal advantage of being on the ground either in a hub or more remote office is that it enables the firm to dedicate time and energy to growing its practice on a full time basis. In particular, it enables the acquisition of local knowledge and lawyers become familiar with local law. Formerly there was a view that Australian companies operating internationally should use only leading local firms for matters of sensitivity. The rapid growth of the Australian firms and their gradual localisation has eroded this view.

The legal regulatory environment in Asia has been challenging and has operated in some countries as a real impediment to growth. ILSAC has been actively involved over a period of many years in raising issues with governments in Asia about constraints on the ability of Australian firms to operate in various jurisdictions. There are a number of markets where those constraints are still a serious issue.



Exporting legal services

STRATEGIC ALLIANCES

A radically different approach to internationalising a legal practice to the hub and spokes approach is a strategy based on forming close associations and strategic alliances with leading legal firms in cities all around the world. It means firms can access the best local legal minds in any jurisdiction in which their clients wish to undertake work.

Forming these associations allows firms to benefit from the symbiotic relationship because these international firms also refer their clients to you as they look to undertake business in the Australian market place. There is no better example of this than the recent resources boom and the interest from offshore participants in the Australian energy and resources sector.

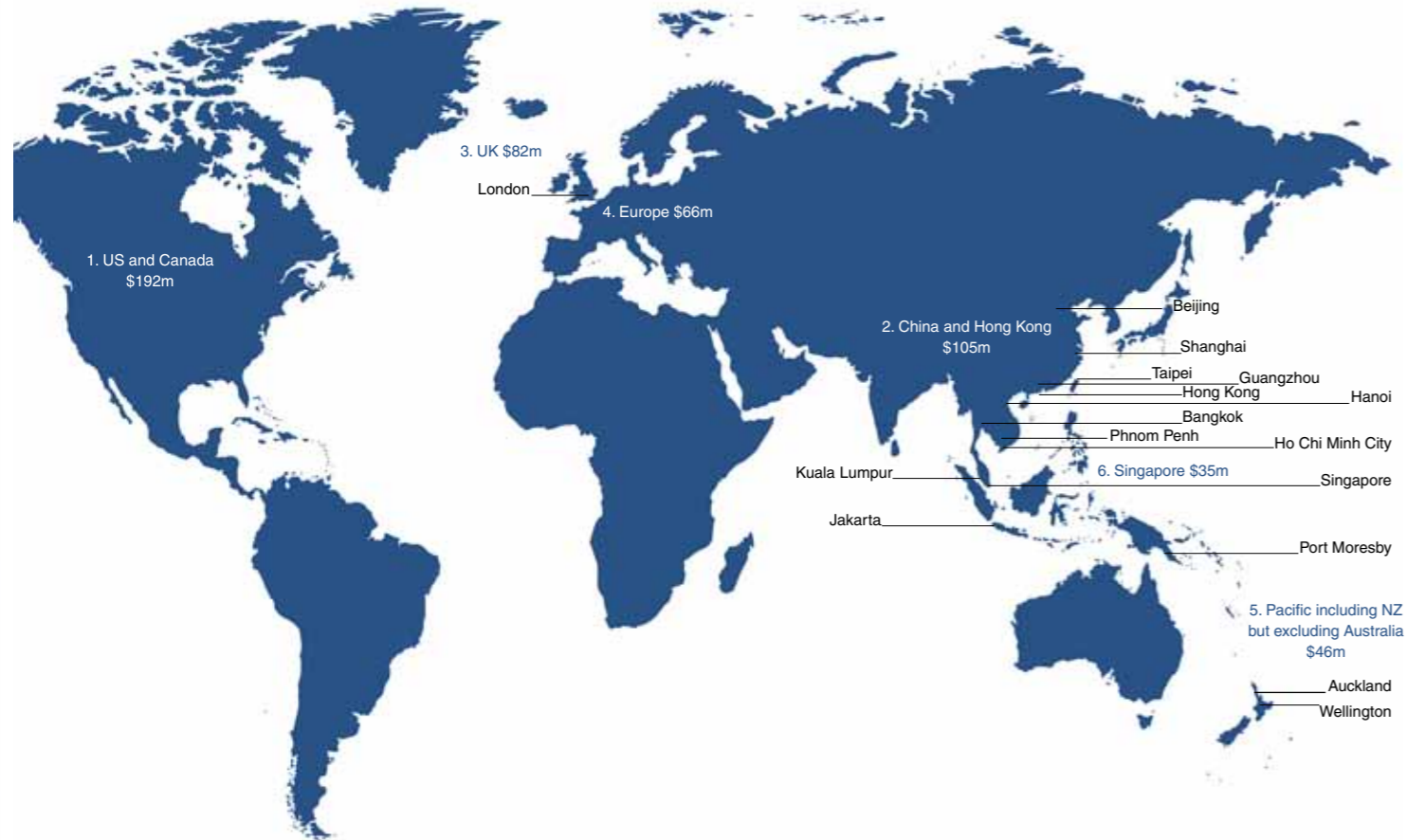
One approach to forming these international associations with other leading law firms is through involvement in one or more of the global legal associations, such as Lex Mundi, the Pacific Rim Advisory Council or Interlaw. Membership of these types of associations allows firms to tap into a network of other leading legal practitioners in jurisdictions around the globe. Not only do these firms have specialist local legal knowledge but in many cases they also have strong local contacts (both political and business) which can assist during major transactions.

Global legal associations typically operate by way of regular meetings or conferences which are aimed at building long term relationships on a platform of mutual respect and trust. Over time, experience shows that firms do indeed develop strong personal relationships with other member firms. This leads to further opportunities and cooperation between the member firms and creates confidence that referred clients are receiving the same high level of service they have come to expect.

Other benefits develop as relationships between firms consolidate over time. Member firms are often able to pitch for major international work together, drawing on each others skills sets and experience. Firms regularly share information with each other on new developments and innovations in the market place. Many of the associations also have clauses built into their constitutions that cater for free sound out advice which time and again proves invaluable as clients consider opportunities in foreign markets. Ultimately, being members of strategic alliances allows firms to draw on the proprietary capital of top quality firms from around the globe.

This type of approach is significantly different to the approach many of Australia's major law firms have chosen to take. Thus far, experience shows that this approach works, it's profitable, and is sustainable over the long term. While it will never be feasible for firms to have offices in all countries around the globe, relationships developed through strategic alliances allow firms to tap into local markets with confidence that they will be dealing with one of the leaders in that local jurisdiction.

Exporting legal services



Australian law firms have a significant presence in the Asia-Pacific region, directly through branch offices and indirectly through alliances. Cities with overseas offices of Australian law firms (GATS Mode 3: branch office) are identified above. This includes cities with Australian law firm partners and senior lawyers working in host country law firms (Mode 4: 'fly-in, fly-out' and temporary presence). However, it is significant that Australia's largest legal services export destination, US and Canada, and other significant export destinations (Europe, excluding the UK) do not have a direct Australian law firm presence but are serviced through Mode 1: cross-border supply with use of communications technology, supplemented by Mode 4: 'fly-in, fly-out'. The top six legal services export markets for the 2006-07 year are identified above. Indirect servicing of export markets are conducted through formal alliances and other arrangements across the world.

Exporting legal education services

COMPREHENSIVE RELATIONSHIPS

Australian law schools have a long history of deep engagement with partners across the Asian region. The increasing numbers of Asian students educated in our law schools follow a historical trend which has seen many Australian alumni take up influential leadership positions in their home jurisdictions: for example, the Chief Minister of Sarawak, Datuk Patinggi Tan Sri (Dr) Haji Abdul Taib Mahmud and Dr Denny Indrayana, Special Adviser of the President of the Republic of Indonesia for Legal Affairs.

Australian law schools have capitalised on their geographical position and recognised expertise to market themselves to international students outside Asia as a gateway to Asia. It has become common for students from Europe and North America to study international law and international legal transactions in Australia because many programs offer a strong Asian focus.

The growth of an Australian legal presence in regional markets has also opened up opportunities for study tours involving time spent in local firms. Increasing numbers of Australian law students and graduates are undertaking internships, placements and ongoing positions in firms across the region. For example, Dr Hop Dang took up a senior associate position in the Hanoi office of an Australian law firm following legal studies in Vietnam and Australia, admission to practice in Australia and a doctorate at Oxford. The excellent reputation of Australian law graduates adds to the respect for the Australian legal profession more generally.

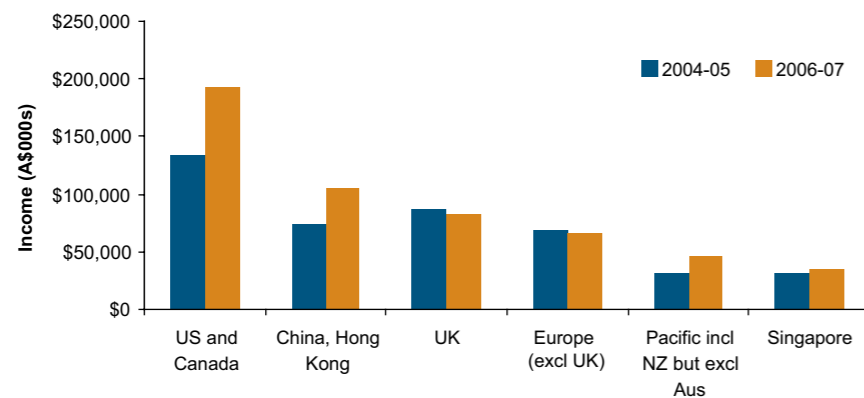
Over the years Australian law schools and legal academics have been regular participants in capacity building projects. These have ranged from training for judges, legal administrators, lawyers and policy makers through to advising governments on legal policy initiatives and law reform. Whether mediating conflict over billions of dollars of debt in Indonesia following the Asian Financial Crisis, judicial training in the Pacific Islands or drafting legislation in Vietnam, Australian academics are at the forefront of legal transformation in the region. When combined with the significant numbers of legal academics from the region trained in Australia, who are now shaping policy in their own countries, it adds up to significant influence.

ILSAC has acted as a facilitator in establishing the initial relationships and the framework for wide-ranging law school initiatives, including for example, bringing together academics from different jurisdictions to facilitate joint research projects and student exchanges. A critical part of ILSAC's role has been to achieve the recognition of Australian law degrees by key overseas legal professions, primarily as means to enable foreign students who study law in Australia gain admission to practise at home on return. Access to some markets remains a challenge. However, ILSAC is persistent in its efforts to enable the export of legal education and training.

Facts and figures

Australia's services exports made up 21.9% of the nation's total exports in the 2007-08 financial year.¹ This is comparable to the average ratio for OECD countries.² Australia's total services exports increased by 11.1% to \$51.3 billion and legal services exports increased by a substantial 23.4% to \$343 million from 2006-07.³ Imports of legal services rose by 55.8% to \$120 million.⁴

**Chart 1: Total Export and Cross Border Trade in Services:
Top six geographic markets**



However, the full dynamics of Australia's export activity in trade in services is not captured by traditional trade statistics as they do not identify certain forms of earnings, including income from overseas offices of Australian law firms, against individual sub-sectors, and some 'resident to resident' earnings generated from international activity.

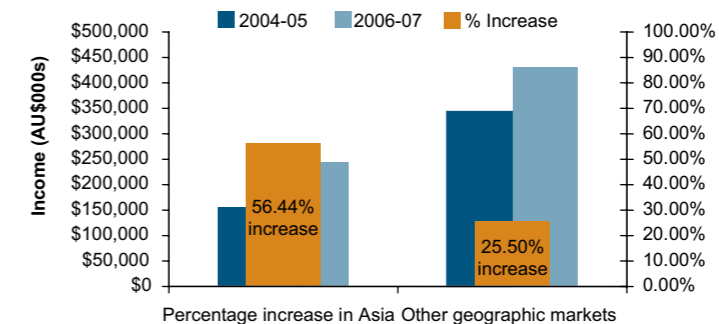
¹ Commonwealth Department of Foreign Affairs and Trade, *Trade in Services 2007-08*, p 1.

² Commonwealth Department of Foreign Affairs and Trade, *Trade in Services Statistics – the Australian Experience* (extracted from presentation to 2007 China Trade in Services Congress and 2nd International Seminar on Trade in Services (Shanghai 27 November 2007)).

³ Commonwealth Department of Foreign Affairs and Trade, *Trade in Services 2007-08*, p 20.

⁴ Commonwealth Department of Foreign Affairs and Trade, *Trade in Services 2007-08*, p 22.

**Chart 2: Total Export and Cross Border Trade in Legal Services:
Percentage increase in Asia**



ILSAC's *Second Survey of International Legal Services (2006-07)* revealed Australia's total legal services export and cross-border income amounted to an impressive \$675 million.⁵ The United States and Canada remains our largest market, with China and Hong Kong second, followed by the UK and then Europe (see Chart 1). However, Australia's legal services activity in Asia has grown twice as fast compared to activity in the rest of the world over the period 2004-05 to 2006-07 (see Chart 2).

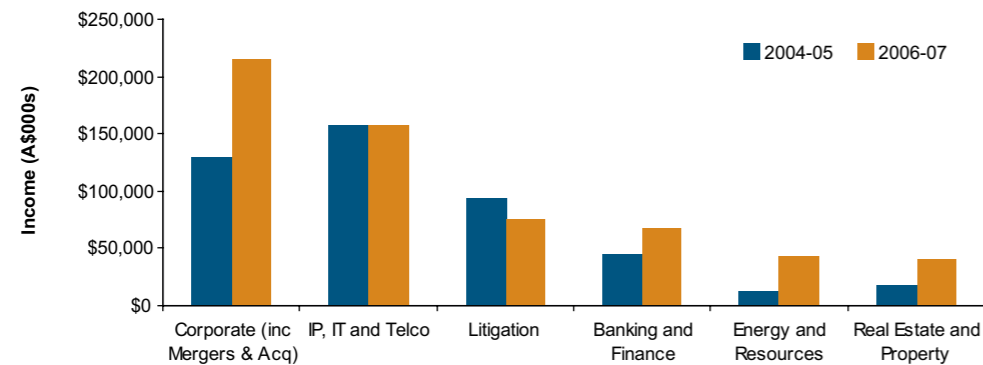
Corporate work, including Mergers and Acquisitions, was the most significant area of legal practice in terms of revenue in 2006-07, followed by the Intellectual Property, Information Technology and Telecommunications area (see Chart 3). Twenty two percent of overseas work was undertaken through a commercial presence overseas and 18% by fly-in, fly-out. Overall, international work is still concentrated with ten firms accounting for almost 80% of all cross border and export revenue.

⁵ Commonwealth Attorney-General's Department, *ILSAC's second survey of international legal services 2006-07*, <<http://www.ilsac.gov.au>>

While the establishment of a commercial presence tends to result in a fall in work undertaken on a fly-in, fly-out basis, fly-in, fly-out remains an important element of international engagement and service delivery. For example, fly-in, fly-out appears to be the preferred mode of delivery in the area of Intellectual Property, Information Technology and Telecommunication services whereas a commercial presence is preferred for Corporate, Banking and Finance, and Litigation-related services.

With a mature legal services market, growth prospects in Australia for the commercial legal profession are constrained. This has played a role in Australian firms seeking to use their specialist skills to work on major projects and deals outside Australia. Despite the global economic downturn, growth in demand for legal services is expected to continue throughout Asia. While demand for Corporate work has decreased, demand for insolvency, restructuring and litigation-related services is increasing.

**Chart 3: Export and Cross Border Trade in Services:
Top six areas of practice**



* includes international dispute resolution for 2004-05 but not 2006-07

For further information

The International Legal Services Advisory Council website at <www.ilsac.gov.au> provides links to the following publications:

- *ILSAC's Second Survey of International Legal Services (2006-07)*
- *ILSAC's First Survey of International Legal Services (2004-05)*
- *ILSAC Fifth Triennial Report 2004-07*
- *Australia-India Free Trade Agreement Study – ILSC Submission on Legal Services, 2008*
- *Australia-Korea Free Trade Agreement Study – ILSAC Submission on Legal Services, 2009*

The Department of Foreign Affairs and Trade website at <www.dfat.gov.au> provides information on Australia's trade and relations with other countries including the following publications:

- *Trade in Services Australia 2007-08*
- *Australia's Trade in Services: sophisticated, competitive and growing*, Brochure, October 2004

The World Trade Organisation website at <www.wto.org> provides information including:

- *International Trade Statistics 2008*
- *International Trade Statistics 2007*
- *World Trade Report 2007*

Other useful documents

World Trade Organisation Council for Trade in Services, Legal Services Background Note by the Secretariat, 1998, <www.wto.org/english/tratop_e/serv_e/legal_e/legal_e.htm>.

Attorney-General's Department, *Report of the Fourth Joint Meeting of the Working Group on Legal Cooperation Between Australia and Indonesia, Canberra, Australia 10-11 November 2008*, <www.ag.gov.au>.

The Organisation for Economic Coordination and Development (OECD), *Policy Brief: Open services markets matter*, 2001 <www.oecd.org/dataoecd/10/0/2443075.pdf>.

Useful websites

Attorney-General's Department	< www.ag.gov.au >
AusAID	< www.ausaid.gov.au >
Austrade	< www.austrade.gov.au >
Australian Bureau of Statistics	< www.abs.gov.au >
Australian Centre for International Commercial Arbitration (ACICA)	< www.acica.org.au >
Council of Australian Law Deans	< www.cald.asn.au >
Department of Education, Employment and Workplace relations	< www.deewr.gov.au >
Department of Foreign Affairs and Trade	< www.dfat.gov.au >
Department of Innovation, Industry, Science and Research	< www.innovation.gov.au >
International Commercial Dispute Resolution	< www.icdr.gov.au >
International Legal Services Advisory Council	< www.wilsac.gov.au >
Law Council of Australia	< www.lawcouncil.asn.au >
Studying Law In Australia	< www.cald.asn.au/slia >
The Institute of Arbitrators and Mediators Australia (IAMA)	< www.iama.org.au >

ILSAC is an advisory council established by the Australian Government with a mission to enhance the international presence and improve the international performance of Australia's legal and related services. To further this aim, ILSAC undertakes work in four key areas: global legal services and market access; international legal cooperation; international legal education and training; and international commercial dispute resolution. As the peak public-private sector consultative and advisory forum for Australia's international legal services sector, the Council provides advice to government on policy issues and program coordination; facilitates communication between the government and the private sector; undertakes specific initiatives; and assists private sector initiatives in gathering, researching and disseminating information.

The international legal services market is changing rapidly, and an important role remains for bodies such as ILSAC to coordinate and direct an innovative and responsive approach to the changes to ensure the continued success of the Australian legal services sector.