



In-House Community™

13TH EDITION
Including the vital statistics of
over 700 law firms along the New Silk Road

Asian-mena Counsel

IN-HOUSE Handbook

Your essential resource for finding external
counsel along the New Silk Road

2017/18 EDITION



AN Asian-mena Counsel PUBLICATION

www.inhousecommunity.com

PACIFIC BUSINESS PRESS

LOCAL ROOTS GLOBAL IMPACT

"The only local arbitration commission which meets or surpasses global standards" - The Economist Intelligence Unit

"The runner up for the up-and-coming regional arbitral institution of the year (2014)" - Global Arbitration Review



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Beijing International Arbitration Center

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Hearing Room

History and background

Established in 1995 as an independent and non-governmental institution, the Beijing Arbitration Commission, also known as the Beijing International Arbitration Center (the "BAC/BIAC"), has become the first self-funded arbitration institution in China and is widely accepted as one of the primary arbitration institutions internationally.

With the aim of delivering trusted professional services, the BAC/BIAC endeavors to promote and encourage the resolution of disputes through efficacious arbitration and a comprehensive understanding of Chinese arbitration practices. Towards this end, the BAC/BIAC actively organizes the Annual Summit on Commercial Dispute Resolution in China, sponsors the Biennial ICCA Conference, and contributes constructively to the UNCITRAL Working Group II's deliberations, as an observer.

Structure and Service

- * The BAC/BIAC is run by a Committee comprising of a Chairman and 14 members.
- * The BAC/BIAC's office, headed by the Secretary General, has 30+ case managers.
- * The BAC/BIAC has 500+ arbitrators, including 130+ international arbitrators in its Panel. Nominating arbitrators from outside the BAC/BIAC's Panel are permissible in international cases.
- * The BAC/BIAC has served clients from more than 30 countries, and has facilities to conduct arbitrations not only in Chinese and English but also in other languages.
- * There has been an exponential increase in the number of Arbitration cases filed with BAC/BIAC, from 7 in 1995 to over 30,000 in 2016.
- * Since 2012, the numbers of cases filed with the BAC/BIAC, on average per year, are 2,200+ in domestic cases, and 50+ in International cases.
- * Since 2012, the disputed value, on average per arbitrated case, was 1.5+ million USD, and in 2015, the highest disputed value went up to 1.7+ billion USD!

Recommended BAC/BIAC Model Clause:

All disputes arising from or in connection with this contract shall be submitted to Beijing Arbitration Commission / Beijing International Arbitration Center for arbitration in accordance with its rules of arbitration in effect at the time of applying for arbitration. The arbitral award is final and binding upon both parties.

Welcome to the 2017/18 edition of the ***In-House Handbook***, *Asian-mena Counsel's* comprehensive guide to legal services and the best law firms along the New Silk Road for the *In-House Community*.™

Now in its thirteenth year, the *In-House Handbook* is an essential tool for assisting in-house lawyers and senior decision-makers in their selection of external counsel in Asia Pacific and the Middle East.

The guide includes our popular and easy to use 'at a glance' *Find a Law Firm* data of over 700 legal service providers, including law firm capabilities (provided on request from both local and international law firms, collated and updated between early- to mid-2017) to ensure that you can access important information as to which firms do what, and where, as quickly as possible.

In-House Community survey results

Importantly, the publication also features the findings from our exclusive tenth annual *ASIAN-MENA COUNSEL Representing Corporate Asia and Middle East Survey* of in-house counsel – the largest independent survey of its kind in the region. The findings represent the views of in-house counsel from across Asia and the UAE on the issues that concern them in their role as in-house counsel in their jurisdictions, and the factors that most affect their relationship with external counsel. The findings are presented both region wide (pages 4-6) and by individual jurisdiction (at the beginning of each relevant chapter).

Online with interactive data and our unique function

All the key elements from the In-House Community Handbook are live and online at www.inhousecommunity.com with interactive law firm activity tables and profiles under *Find a Firm* as well as our *Find a Lawyer* service which enables users not only to search for specific lawyers based on their requirements but also to send them a 'Legal-Request for Proposal' or enquiry via our unique *L-RFP* function. The *L-RFP* enquiry form was designed by senior General Counsel to make it simple to send a clear and structured RFP or enquiry to some of the best external counsel across the region, who can then reply directly to you. The next time you are looking for external counsel, give it a try!

Finally, we have again included a copy of the In-House Community Corporate Counsel Credo, which eventuated as a result of discussions at our In-House Congress events, where counsel suggested that they would find such a document useful in meeting their ethical, legal and business commitments and responsibilities within their organisations.

As ever, we hope you find the latest *In-House Community Handbook* a useful tool.

The In-House Community Handbook resources online at www.inhousecommunity.com

Find a Firm:



Find a Lawyer:



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Organisers of the In-House Congress

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Thank you

In-House Community™ would like to thank the many in-house counsel, law firms and industry experts who have taken the time to provide information and answer questions since we began this project.

Now in its 19th year, the In-House Community Congress series is the region's original and largest circuit of corporate counsel events, bringing together over 3,000 corporate in-house counsel and compliance professionals along the New Silk Road each and every year.

ANNUAL IN-HOUSE Congress CIRCUIT

The eighteen annual gatherings
of the *In-House Community*
along the New Silk Road



Do you have a **regular dialogue** with your peer **In-House Counsel** **along the New Silk Road?**

"In-House Community provides a unique combination of best practice sharing, networking, news and technical updates that all practitioners need in order to meet the competing pressures of legal coverage, compliance and commerce. In-House Community empowers the modern lawyer to work smarter and become a trusted business partner"

Trevor Faure, Global Adviser, Legal Transformation.
Former General Counsel, Ernst & Young Global,
Tyco International, Dell & Apple EMEA

Join your colleagues at an
In-House Congress near you

For more information email us at:
congress@inhousecommunity.com

- Abu Dhabi
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- Dubai
- Ho Chi Minh City
- Hong Kong
- Jakarta
- Kuala Lumpur
- Manila
- Mumbai
- Seoul
- Shanghai
- Singapore
- Tokyo
- Yangon



FORUMS FOR THE
In-House Community
www.inhousecommunity.com

The mission of the *In-House Community*™ is to strengthen legal and ethical compliance for the benefit of all.

The *In-House Community*, which has its genesis in the *In-House Congress*™, is a mutually supportive community of In-House Counsel *helping* In-House Counsel and Compliance Professionals meet their ethical, legal and business commitments and responsibilities within their organisations.

The *In-House Community*, bound together through a voluntary membership of qualified professionals, is comprised of some 21,000 in-house lawyers and those with a responsibility for legal and compliance issues within organisations in the Asia-Pacific and Middle East. It is the professional and social network for in-house legal and compliance professionals.

Over the last 19 years, the *In-House Community* has been built, maintained and supported through our 18 annual *In-House Congress* and *Symposium* events and Thought Leaders' Forums, *ASIAN-MENA COUNSEL*™ magazine and *Weekly Briefing* e-update, and the online resources at www.inhousecommunity.com.

The In-House Community Forums

- Now entering their 19th year, the *In-House Congress* and *Symposium* events are the annual gatherings for the In-House Community across Asia and the Middle East, with over 3,000 attendees each year at venues all along the New Silk Road.



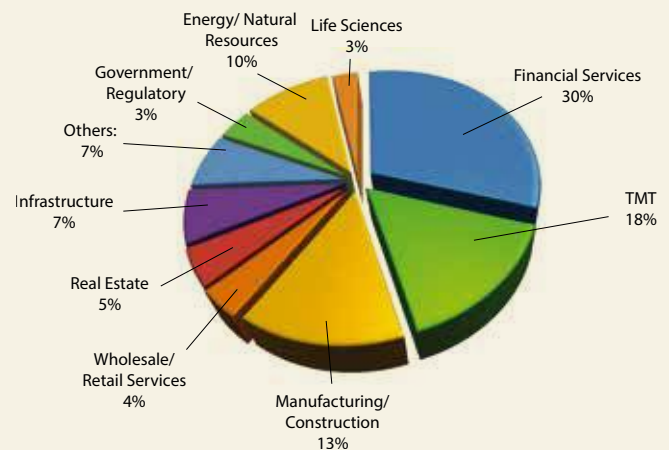
- Asian-mena Counsel* is the monthly magazine and weekly e-newsletter for the In-House Community in the Asia and Middle East regions. With legislative updates and insights from In-House Community Thought Leaders.



- www.inhousecommunity.com is the online home of the In-House Community, *ASIAN-MENA COUNSEL* and their associated forums.

The 20,418 strong In-House Community

Individuals by industry (As of April, 2017)



About Pacific Business Press

Established in 1998, Pacific Business Press is the founder of the In-House Community and its associated forums, including the In-House Congress circuit, *ASIAN-MENA COUNSEL* magazine and *Weekly Briefing* and www.inhousecommunity.com, as well as the legal jobs site, mycareerinlaw.com.

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10th Representing Corporate Asia & Middle East In-House Community Survey

Asian-mena Counsel is pleased to present the results of its 10th annual Representing Corporate Asia and Middle East Survey of members of our In-House Community of corporate legal and compliance counsel, and buyers of legal services along the New Silk Road, conducted between August 2015 and July 2016.

Survey Methodology

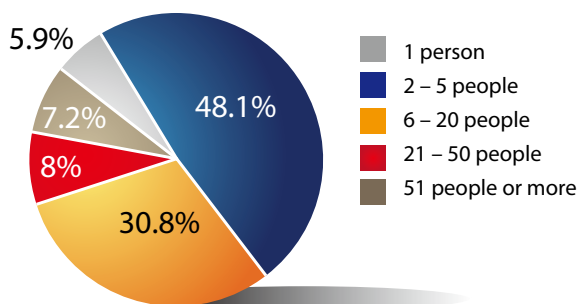
More than 21,000 pre-qualified in-house counsel and buyers of legal services were invited to participate in our survey directly and personally online, through a controlled interface, or while attending one of our annual In-House Community Congress and Symposium events across the region (some 2,500 in-house counsel attend at least one of our 18 In-House Community events each year). In total, 1,310 responded overall.

The survey was carried out in two parts. The first contained questions (multiple choice where appropriate) that gathered the views of the in-house communities of each jurisdiction with regard to their roles, pressures and concerns. Thoughts from China, Hong Kong, India, Indonesia, Japan, Malaysia, the Philippines, Singapore, South Korea, Thailand, the UAE and Vietnam have been collected and collated in order to find the trends in each region.

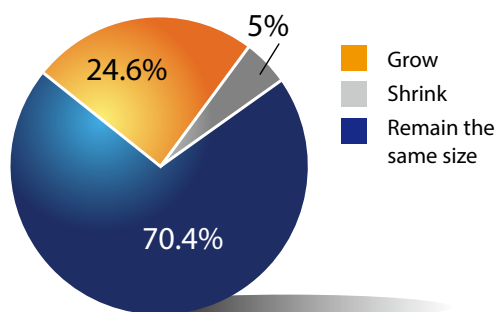


All the In-House Community survey results, plus our in-house and external counsel awards can be found online here.

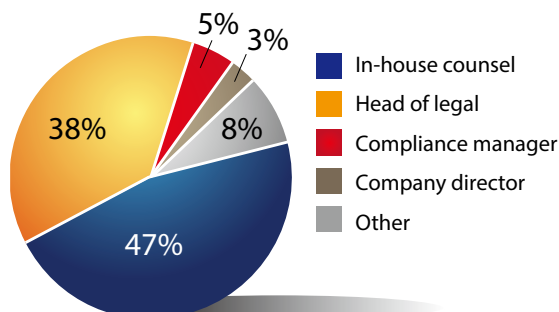
How big is your in-house legal/compliance team?

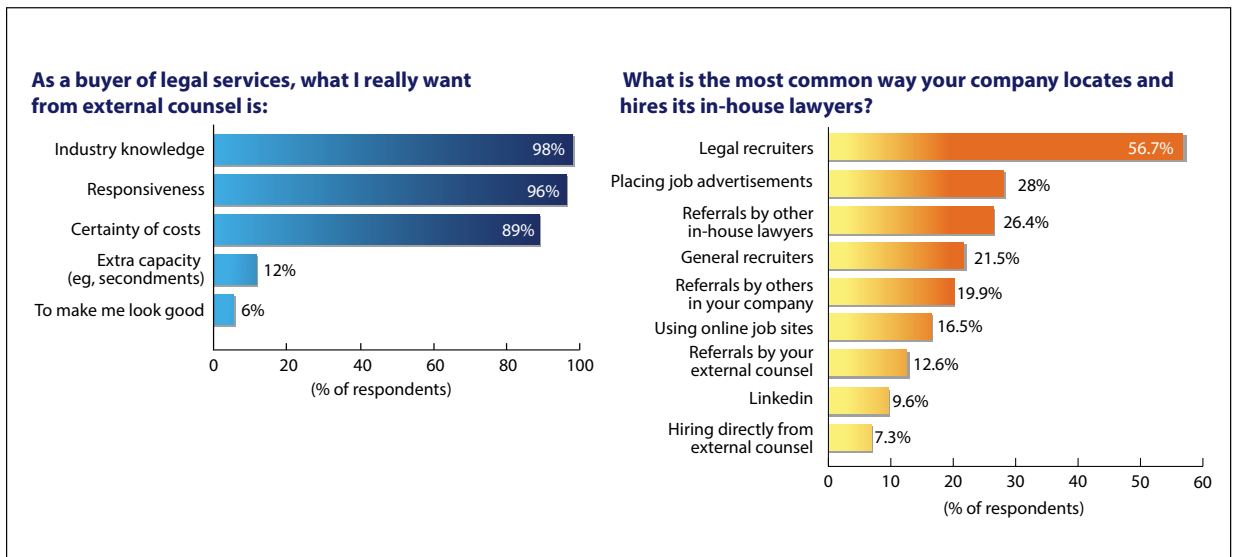


In the coming year, do you expect your in-house team to ...



Profile of survey respondents





Firms of the Year

The second part provided in-house counsel with an opportunity to recognise the law firms which have made a significant impression on them in the past year.

Participants were asked, among other things, for their comments on the quality and value of service they received from external counsel in their jurisdiction and, where applicable, in other jurisdictions, as well as which firms they prefer to use for various activities. This year, over 1,000 senior in-house counsel took the time to tell us their preferred external counsel in various areas, and based on their experience, why. In-house counsel were able to nominate any firm of their acquaintance – the survey does not lead their choices in any way whatsoever and hence is unique among legal polls in the region – with votes aggregated to select the winning firms in each category. As such, the results do not indicate which law firms have been the most active in any given area, but rather those private practice teams whose service has been of meritable quality and who have been responsive to their clients' needs beyond the norm.

The In-House Community Firms of the Year is not a ranking of firms, and a law firm's absence from the below report is no criticism of them or their abilities, but it is to the great credit of the firms mentioned herein

that their clients have voluntarily nominated them for recognition in the following areas.

A complete and up-to-date list of winning firms, broken down by jurisdiction and practice can be found at www.inhousecommunity.com/firms-of-the-year/, (and via the QR code below). Those firms recognised as being the 'Most Responsive' overall are indicated as such in the 'at-a-glance' tables at the beginning of each jurisdiction chapter herein.



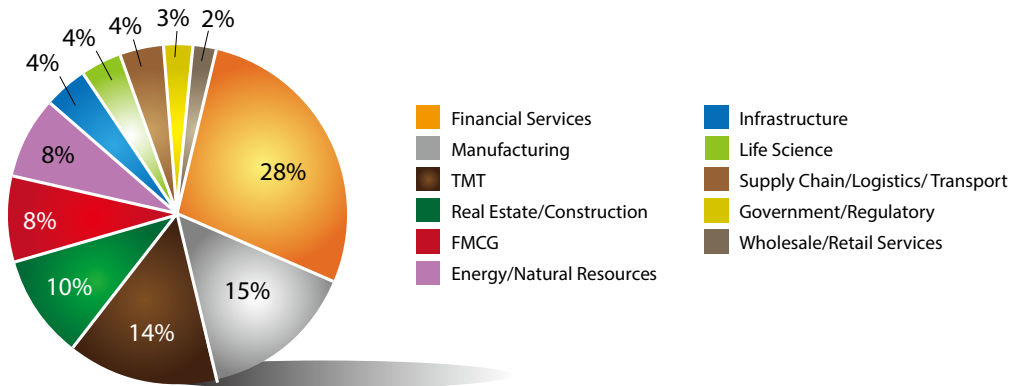
Profile of participants

Of the In-House Community members responding to the survey, close to 90% were in-house lawyers — either counsel (47%) or head of legal (39%) — while 5% were compliance managers and 3% were company directors.

In terms of industries, more than a quarter of respondents work in financial services, followed by manufacturing, TMT and real estate/construction. While this represents a larger proportion of financial services respondents than last year, the overall spread of industries is broadly similar to last year.

One notable difference in the industry breakdown is fewer respondents from the energy and natural resources sector, which dropped from being the fourth-biggest

What industry classification best describes your company?



group represented last year to the sixth this year, perhaps reflecting the continued challenges posed to that sector by the sustained low oil prices and generally weak demand as a result of slower economic growth, particularly in China.

Team size

Across the entire region, the average in-house team size is 13 lawyers, though close to half of the respondents to our survey work in teams of just two to five lawyers. (The average that we have calculated reflects the mean size, which is skewed higher by the respondents who work in bigger teams.)

Expectations about the growth of teams during the next year has declined since last year, with about a quarter now forecasting that they will hire additional staff compared to more than a third last year.

Recruitment

While there is some variation in how teams approach recruitment across the region, the broad approach is largely similar, with most using legal recruiters or, in smaller markets where specialist recruiters are less common, general recruitment firms. Job adverts and referrals from other in-house lawyers remain the next most common option.

Although largely in line with last year's responses, these results reflect a slightly higher confidence this

What buyers of legal services want most of all from external counsel is industry knowledge. This is particularly the case for teams in areas such as technology, which face very specific challenges

year in legal recruiters, which may indicate a tighter job market. Difficulty in finding and recruiting talent is certainly something that is mentioned by respondents throughout the region.

External counsel

What buyers of legal services want most of all from external counsel, and which several respondents com-

plained was lacking in certain jurisdictions, is industry knowledge. This is particularly the case for teams in areas such as technology, which face very specific challenges.

However, responsiveness and certainty of costs remain extremely important across the entire region, with almost unanimous agreement. The importance of external law firms as a source of extra capacity, in the form of secondees for example, was quite variable across the region, with most respondents assigning very low importance to this. But a quarter of respondents in China viewed it as important and more than a third in Indonesia. It was also seen as relatively important in Japan, Thailand and Vietnam.

See the following chapters for jurisdiction specific results. More detailed results and analysis are available in the 2017 In-House Community White Paper. To purchase a copy contact patrick.dransfield@inhousecommunity.com.



Corporate Counsel Credo

I shall, at all times:

- (i) Remember that I am the legal and ethical conscience of my organisation and conduct myself accordingly**
- (ii) Remember that I am a lawyer first, with an overriding duty and responsibility to my profession and the general public**
- (iii) Ensure my organisation's long-term interests and reputation are paramount in my work**
- (iv) Proactively identify, manage and mitigate my organisation's legal and regulatory risk, legitimately pressing the interests of my organisation to the fullest extent permitted by law**
- (v) Strive to thoroughly understand my organisation and its business so that I am able to provide outcome-led, practical, innovative and cost effective advice and assistance**
- (vi) Partner with my organisation's business leaders to capture opportunities utilising the full potential of the law**
- (vii) Maintain my legal technical skills and continue to educate myself on changes in the law relevant to my organisation and its regulatory environment**
- (viii) Manage my costs to deliver the best available advice and assistance for the best price to my organisation**
- (ix) Endeavour to attract, retain and develop the best legal talent for my organisation**

The Corporate Counsel Credo eventuated as a result of discussions at our In-House Congress events, where counsel suggested that they would find such a document useful in meeting their ethical, legal and business commitments and responsibilities within their organisations. The Credo has been created in conjunction with a number of our Thought Leaders, and we sincerely hope it will be a useful tool to all in-house counsel in their roles. A printable version of the Credo can be found at the In-House Community website.

Find a Law Firm.....P.10

IN-DEPTH FIRM PROFILES.....P.16

China firms
online here:



CHINA



In-House Community Survey

Representing Corporate China, 2016

KEY ISSUES AND CONCERNS

The message from in-house counsel in China is clear: their biggest challenge is compliance, both in terms of the changing legal and regulatory environment, but also in terms of the inconsistencies in how the law is applied in practice. “In some circumstances, there is no consistent legal view, and therefore it is a challenge for in-house counsel to provide comment and solutions,” said one respondent. In a similar vein, one counsel expressed frustration at “selective enforcement” of laws by the authorities.

China’s weakening economy was also raised by several respondents as a challenge. Asked about which issues will require most attention during the next 12 months, one respondent simply answered: “The whole economy.”

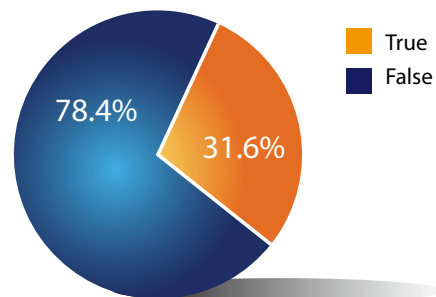
The pressure to reduce costs has led to headcount freezes and restrained budgets, at the same time as many businesses are expanding into new areas, internationalising or generally trying to increase the size of their operations in a bid to counter the slowdown. Maintaining a quality team in such an environment is an increasingly challenging problem. Especially difficult is finding counsel with international experience, either within the Asia region or in more developed markets in the US and Europe.

Other issues counsel are facing in China are more common in-house concerns, such as the perennial divide between the legal department and the business side. One respondent noted his biggest challenge as: “Changing my non-lawyer colleagues’ perception of the legal function from a barrier to a business partner.” Several others made comments along similar lines.

Technology and associated regulatory issues, such as data privacy, were also mentioned by respondents, particularly in relation to dealings with multinational companies that may be subject to a host of different standards from jurisdictions around the world.

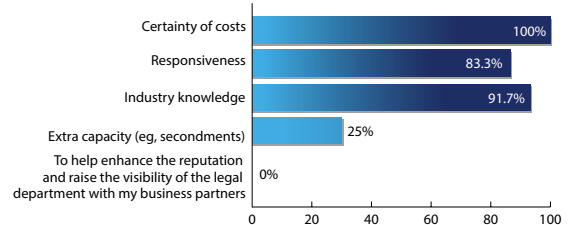
CHINA

I am using external counsel less and less:



Beijing

As a buyer of legal services, what I really want from external counsel is (choose the 3 from the below 5 options that matter to you most):



AT A GLANCE

Average team size: 13

Growth trend: Remain the same (72%)

Using external counsel less: 32%

Recruitment: Legal recruiters (73%)

General recruiters (32%)

Referrals by other in-house lawyers (28%)

For regional in-house survey findings, see pages 4-6



- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas
- * Combined data for Hong Kong and mainland China offices

In-House Community Recognition

ASIAN-MSM COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

Most Responsive (Honourable Mention)

[illegible]

KEY

✓ Active in this practice area

✓ One of the firm's five largest practice areas

* Combined data for Hong Kong and mainland China offices

In-House Community Recognition

MR An Asian-MENA COUNSEL

MR Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
China Patent Agent (H. K.) Ltd.	✓						✓			✓				✓						✓	300
Cleary Gottlieb Steen & Hamilton LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Clifford Chance	MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	320
Clyde & Co.	MR		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	37
CMS, China	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30
Covington & Burling LLP	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30
DaHui Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	85
Davis Polk & Wardwell	MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Debevoise & Plimpton	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Diaz, Reus & Targ, LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	4
DLA Piper UK LLP	MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	65
Dorsey & Whitney LLP Shanghai Office	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Duane Morris & Selvam LLP (Shanghai Office)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	5
East & Concord Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	310
Eiger in association with Shanghai Runyi Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	13
Eversheds Sutherland	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Fangda Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	400+
Finnegan, Henderson, Farabow, Garrett & Dunner, LLP										✓											2

See Page 20

KEY

- ✓ Active in this practice area
 - ✓ One of the firm's five largest practice areas
 - * Combined data for Hong Kong and mainland China offices
- In-House Community Recognition**
- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Freshfields Bruckhaus Deringer MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Gibson, Dunn & Crutcher LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Gide Loyrette Nouel	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Guantao Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	510
Haiwen&Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	190
Han Kun Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	223
Herbert Smith Freehills MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
HFW (Holman Fenwick Willan)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
HHP Attorneys-At-Law	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	21
Hogan Lovells International LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	91
Hunton & Williams LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Ince & Co International Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	19
Jones Day	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
JSM	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
JunHe LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	686
JunZaiJun Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	345
K&L Gates LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
King & Wood Mallesons MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1200+
Kirkland & Ellis*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	90
Latham & Watkins	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	17
Li & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	48

KEY

✓ Active in this practice area

✓ One of the firm's five largest practice areas

* Combined data for Hong Kong and mainland China offices

In-House Community Recognition

MR An Asian-MENA COUNSEL

MR Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Anti-Trust/Competition	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Lifang & Partners	✓		✓	✓	✓	✓	✓	✓	✓			✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	150
Linklaters	✓	MR	✓	✓	✓	✓	✓	✓	✓			✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	n/a
Links Law Offices*	✓		✓	✓	✓	✓	✓	✓	✓			✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	143 See Page 26
Marks & Clerk																							7
Martin Hu & Partners	✓			✓	✓	✓	✓	✓				✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	15
Milbank, Tweed, Hadley & McCloy LLP			✓			✓		✓									✓						3
Miller Canfield			✓			✓	✓	✓				✓	✓		✓	✓							2
MinterEllison				✓		✓	✓	✓							✓	✓							10
MMLC Group	✓					✓	✓	✓				✓	✓		✓	✓							25
Morgan Lewis	✓		✓	✓		✓	✓	✓				✓	✓		✓	✓							56
Morrison & Foerster	✓					✓	✓	✓				✓	✓		✓	✓							9
Norton Rose Fulbright	✓		✓			✓	✓	✓				✓	✓		✓	✓							39
O'Melveny & Myers LLP	✓					✓	✓	✓		✓		✓	✓		✓	✓							n/a
Orrick, Herrington & Sutcliffe LLP	✓		✓	✓		✓	✓	✓				✓	✓		✓	✓							13
Paul Hastings LLP	✓		✓	✓		✓	✓	✓				✓	✓		✓	✓							28
Paul, Weiss, Rifkind, Wharton & Garrison LLP	✓		✓			✓	✓	✓															8
Perkins Coie LLP			✓			✓	✓	✓															8
Pinsent Masons LLP			✓			✓	✓	✓		✓													30
Proskauer*	✓		✓			✓	✓	✓															n/a

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas
- * Combined data for Hong Kong and mainland China offices
- In-House Community Recognition**
-  An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
-  Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Rajah & Tann Singapore LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Reed Smith	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25
Ropes & Gray	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	21
Rui Ba Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	33
Schulz Noack Barwinkel, German Attorneys-at-law	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Shanghai Everbright Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Shanghai Pudong Law Office	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Shearman & Sterling LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Sidley Austin	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25
Simmons & Simmons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	29
Simpson Thacher & Bartlett LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	55
Sinowing LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	17
Slaughter and May*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Sloma & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Squire Patton Boggs (US) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15
Stephenson Harwood*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	130+
Steptoe & Johnson LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Sullivan & Cromwell LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	5

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas
- * Combined data for Hong Kong and mainland China offices

In-House Community Recognition

-  An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
-  Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Taylor Wessing	✓	✓			✓	✓	✓	✓			✓			✓			✓	✓	✓	✓	✓	22
TransAsia Lawyers	✓			✓	✓	✓	✓				✓										✓	45
Troutman Sanders				✓	✓	✓											✓					15
Vinson & Elkins LLP				✓	✓	✓					✓			✓		✓						2
Vivien Chan & Co.	✓	✓		✓	✓	✓	✓	✓	✓		✓			✓			✓	✓	✓	✓	✓	110
Wang Jing & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓			✓			✓	✓	✓	✓	✓	n/a
Watson & Band	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓			✓			✓	✓	✓	✓	✓	180
White & Case	✓	✓		✓	✓	✓								✓			✓	✓	✓	✓	✓	29
Wilkinson & Grist Beijing	✓	✓		✓	✓	✓	✓				✓						✓	✓	✓	✓	✓	n/a
Winston & Strawn	✓	✓		✓	✓	✓	✓				✓						✓	✓	✓	✓	✓	4
WongPartnership LLP	✓	✓		✓	✓	✓	✓				✓					✓	✓	✓	✓	✓	✓	7
Woo Kwan Lee & Lo*	✓	✓		✓	✓	✓	✓				✓						✓	✓	✓	✓	✓	n/a
Xin Bai Law Firm						✓	✓	✓						✓			✓	✓	✓	✓	✓	12
Yao Liang Law Offices		✓			✓	✓	✓				✓					✓	✓	✓	✓	✓	✓	n/a
Zhengnan Law Firm		✓			✓	✓	✓				✓					✓	✓	✓	✓	✓	✓	56
Zhong Lun Law Firm 	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1200+

Offshore Firm:

Appleby

The following firm advise on issues related to this jurisdiction from offices elsewhere: Ogier

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

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No.5 Guanghua Road
Chaoyang District
Beijing 100020, PRC
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Email: beijing@awapatent.com
Website: www.awapatent.com

Sectors of specialization

- Automotive
- Advertising & Marketing
- Building & Construction
- Cleantech
- Electronics
- Fashion
- FMCG (Fast Moving Consumer Goods)
- Food & Beverage
- Life Sciences
- Lifestyle
- Manufacturing & Processing
- Materials Technology Nanotechnology
- Medtech
- Personal Care & Wellness
- Pharma
- Professional Services
- Retail
- Software & IT
- Telecommunications

Firm Profile

Who we are:

In February 2015, the Awapatent Group, which includes Awapatent's core IP consultancy services in Sweden and Denmark, AWA Strategy and AWA IPRO, expanded from its European base to embark on establishing its first international footprint, through the launch of our twin offices in Hong Kong and Beijing. Our extended offering in Asia is known as AWA Asia (part of the Awapatent Group).

What we offer

Led by international leading lawyer and CEO Ai-Leen Lim, and a team of three partners and a Senior Counsel, we are able to offer you:

- localized advice across two continents, Europe and Asia, with an international style of delivery, on a cross-border scale;
- the ability to handle all aspects of IP portfolio management directly before the Chinese Trade Mark Office and the IP Department in Hong Kong;
- provide IP strategy, expertise reinforced by AWA Strategy, to ensure our clients make the most of their intellectual assets in Asia;
- the broadest possible Intellectual Property consultancy service allowed for foreign firms by China's Administration for Industry & Commerce in Beijing, where we have our own licensed trademark agency and IP consultancy, AWA IP (Beijing) Co., Ltd.;
- patent prosecution and assisting in patent disputes, counseling clients on their patent rights and strategy in China;
- copyright services which include filing and trademark enforcement directly in China before the China Copyright Office and Trade Mark Office;
- both contentious and non-contentious offerings in the context of protection, enforcement, registrations, internet related IP assistance, anti-piracy and dispute resolution;
- advice and assistance in consumer law, marketing and advertising, social media matters, contests, sweepstakes and gaming;
- opinions on patent validity search, patent infringement and freedom-to-operate analysis, transferring or licensing patents, non-disclosure agreements and commercial aspects of patent rights.

Leverage Our Experience

Building on the firm's history of nearly 120 years, and our Tier 1 reputation, we know the value of protecting your innovations, brands and intangible assets and will safeguard your most valuable assets by asserting and defending your IP rights in any industry ranging from fast moving consumer products to food, and from software and IT to manufacturing and advertising. We are adept at handling trademark portfolios for companies of varied profiles ranging from IP rich start-ups, to international MNCs and Fortune 500 companies on an ongoing basis. Our seasoned professionals have legal backgrounds from China, Hong Kong, Singapore, the United Kingdom and Sweden.

See [partner profile](#) on page 204



Awa Asia knows the value of protecting your ideas, innovations and brands.

Positioned at the forefront of the transforming IP landscape, we offer strategic, pragmatic and business minded advice to turn complex commercial problems into practical solutions.

Talk to Us



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Ashley Zhao
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Who is AWA Asia?

Founded 120 years ago, the AWA Group includes Awapatent's core IP consultancy services, advising on all aspects of non-contentious and contentious intellectual property matters, and comprising its renowned patents practice as well as AWA Strategy, AWA Innovation and AWA IPRO.

In 2015, the AWA Group expanded from its European base with an extended offering in Asia, known as AWA Asia, through the launch of our twin offices in Hong Kong and Beijing. We initially focused on brand management, building an award-winning brands

practice and establishing the broadest possible IP consultancy service allowed for foreign firms in China through our own licensed trademark agency and IP consultancy, AWA IP (Beijing) Co., Ltd.

In 2017, AWA Asia further extended its service offering to cover patents including patent prosecution and assisting in patent disputes, and counseling clients on their patent rights and strategy in China. The firm's clients, ranging from high growth start-ups to international MNCs, can now benefit from our full-service IP offering for protecting and exploiting their patents and non-patent IP rights in China.

With offices in **Sweden, Denmark, Germany, China and Hong Kong**, the AWA Group now has a full service offering across both continents in Europe and Asia.

Our Value Proposition

- East-meets-West perspective
- Bilingual and bi-cultural capabilities on the ground
- Tailored services, pragmatic and commercial minded advice
- Customised pricing models



Industry Recognition

Asia Legal Business (ALB) "Innovation Law Awards" 2016 & 2017

Managing IP Global Awards 2017
Awapatent won the category "Sweden Prosecution Firm of the Year"

Managing IP "IP Stars 2017"

We received these rankings:
Awapatent
Tier 1 in patent prosecution, Sweden
Tier 2 in patent prosecution, Denmark

AWA Asia

Tier 2 in trademarks - foreign firms, China

Managing IP 2017 "Top 250 Women in IP"

Ai-Leen Lim, CEO and Principal Counsel AWA Asia, is listed in "Top 250 Women in IP"

WTR 1000 2017

AWA Asia is "Recommended" in "China: Foreign firm" category

Chambers Asia Pacific 2016 & 2017 Individual Rankings

Listed as band 2 in China, Intellectual Property (International Firms)

Managing IP "PCT ranking"

In the latest "Patent Cooperation Treaty" ranking, Awapatent is listed number 1 in the "Sweden" category



IAM (Intellectual Asset Magazine) "IAM Strategy 300"

Henrik Olsson, Head of AWA Strategy, is listed in IAM Strategy 300, which ranks the world's leading IP strategists

Broad & Bright

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Email: broadbright@broadbright.com

Managing Partner – Jun Ji: Jun_ji@broadbright.com

Year established: 2004

Total number of partners: 20

Total number of lawyers: 80

Website: www.broadbright.com

Languages Spoken: Chinese, English, Japanese.

Firm Profile

Broad & Bright is a full-service Chinese law firm providing a broad range of specialized legal services in multiple practice areas for domestic and international clients, with particular expertise and outstanding achievements in cross-border business transactions.

Since our inception in 2004, we have been providing our clients with legal services at top international standard. Our professional training and hands-on experience in cross-border transactions are evident in the creative, yet soundly practical solutions we offer to the various legal issues that can arise for our clients in China. Many of our lawyers were educated at first-class law schools in both China and foreign countries and have substantial work experience from top-notch international law firms. We understand where our clients' concerns lie and what challenges they face in the increasingly competitive Chinese market. The academic and professional backgrounds that many of us gained abroad allow us to explain to our foreign clients the essential differences between legislation they may take for granted at home with that currently in effect within China. Maintaining partnerships with law firms abroad and drawing on the advice of legal specialists within and outside of China, we are confident that the solutions we provide will work for our clients.

Offices

Broad & Bright has offices in Beijing, Shanghai, Guangzhou and associated offices in Hong Kong and Tokyo. Our Beijing office was opened in 2004, and is the largest office of Broad & Bright with more than 50 legal professionals. Broad & Bright Shanghai office was opened in 2008 and now has more than 40 legal professionals. In 2014, Broad & Bright opened offices in Guangzhou, Hong Kong and Tokyo. All of our offices are fully integrated and share all the resources and could seamlessly work together on a single project or cover each other from different locations in or outside of China to better serve clients.

Areas of Practice

Our firm has a number of lawyers experienced in the areas of Foreign Direct Investment, Corporate, Mergers and Acquisitions, International Trade, Antitrust, Dispute Resolution, Private Equity and Venture Capital, Banking and Finance, Capital Markets, Outbound, Intellectual Property, Energy & Infrastructure, Employment, Anti-corruption, Real Estate, Construction, Tax and Healthcare.

Representative Clients

Abbott, Accenture, Acer, Bertelsmann, Carlyle, CCB International, Coca Cola, Credit Suisse, Fuji Film Corporation, GE Infrastructure, Goldman Sachs, Shell, Google, Groupama, Hitachi, Honeywell, Kent, Kraft Food, Magna, Mercedes-Benz, Mitsubishi Heavy Industries, MITSUI & CO., LTD., Motorola, Inc., NEC, Oracle, Rhodia, Rusal, Samsung, Schneider, Siemens, SPX, Sumitomo Corporation, Terex, ThyssenKrupp AG, United Technologies and Visteon are representative clients of our firm.

A proud member of Meritas Law Firms Worldwide. As one of 14 Meritas member law firms in Asia, Broad & Bright is proud to be affiliated with one of the world's largest alliances of prequalified local independent firms. For direct access, please visit the Meritas website at www.meritas.org.



CHAMBERS
AND PARTNERS

CHINA BUSINESS LAW JOURNAL

IFLR1000

asiaLaw
PROFILES

- “Top-Tier Firm” by IFLR1000 2016 and 2015 in following areas: Antitrust & Competition, Corporate/M&A
- Ranked 19th of The Top 20 Chinese Law Firms by Phoenix International Think-tank 2016, 2nd in Antitrust and competition, 5th in Labor Law, 6th in International Trade, 7th in Corporate and M&A
- Ranked in Band One of Competition/Antitrust (PRC Firms) by Chambers Asia-Pacific Guide 2017 and 2016
- Ranked in Top Band by Legalband 2017 and 2016 in following areas: International Trade/WTO, Antitrust/Competition, Corporate/M&A, Energy/Natural Resources, Employment
- “Competition & Antitrust Law Firm of The Year” in China Business Law Journal’s China Business Law Awards 2016
- Highly Recommended by Legal 500 2016 and 2015 in following areas: Antitrust and competition, Corporate and M&A, Dispute resolution, Intellectual property, Projects and energy
- Highly Recommended by AsiaLaw Profiles 2016 and 2015 in following areas: Banking & Finance, Capital Markets, Competition & Antitrust, Construction & Real Estate, Corporate/M&A, Dispute Resolution, Energy & Natural Resources, Financial Services Regulatory, Intellectual Property, IT, Telco & Media, Labour & Employment, Private Equity, Project Finance, Restructuring & Insolvency, Tax
- “Compliance and anti-corruption Law Firm of The Year” and “Competition & Antitrust Law Firm of The Year” in China Business Law Journal’s China Business Law Awards 2015
- Ranked in Band One of Corporate & Commercial (Beijing) and Competition/Antitrust (PRC Firms) by Chambers Asia-Pacific Guide 2015
- “Up and Coming Law Firm of the Year” and “Antitrust Law Firm of the Year” in the China Law & Practice Awards 2014
- Firm of the Year for Projects, Energy & Natural Resources (Domestic Chinese Law Firm) in the China Law & Practice Awards 2012
- “Competition/Antitrust-Law Firm of the Year” from Chambers China Awards in 2011 and 2010
- “One of China’s fastest-growing ten firms” and “one of Asia’s fastest-growing thirty firms” by Asia Legal Business (ALB) in 2008
- “Asian-Counsel Deals of the Year 2008” for representing Coca Cola in its public takeover of China Huiyuan Juice Group Ltd by Asian-Counsel Magazine 2008
- “Asia-Pacific Trademark 2008 Award” for our excellent performance and achievement in representing Yamaha Motor Co., Ltd. before the PRC Supreme People’s Court in a trademark infringement lawsuit by Managing IP



East & Concord Partners

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Fax: (86) 10 6510 7030
Email: beijing@east-concord.com

Contact: Mr. Qi Zhou
Number of Employees: 400
Offices in Asia: Beijing, Shanghai, Shenzhen,
Wuhan and Hangzhou
Year Established: 1993
Website: www.east-concord.com

Languages Spoken: Chinese, English, Japanese, French.

Main Practice Areas

- Mergers and Acquisitions
- Dispute Resolution
- Banking and Finance
- Anti-dumping and Countervailing
- Intellectual Property
- Overseas Investment
- Infrastructure and Project Financing
- Energy and Natural Resources
- Information Technology
- Maritime Affairs
- Securities and Capital Markets
- Criminal Litigation
- Financial Lease & Commercial Factoring
- Antitrust
- Foreign Direct Investment
- Entertainment and Sports
- Real Estate and Construction
- Retail Business and Logistics Industry
- Labor Law
- Taxation

Overview

East & Concord Partners was formed in 2014 as a result of a merger between East Associates Law Firm and Concord & Partners, two of the oldest partnership law firms in China, established in 1993 and 1995 respectively. The firm is headquartered in Beijing, with branch offices in Shanghai, Shenzhen, Wuhan and Hangzhou. East & Concord Partners currently has over 300 legal professionals, most having qualifications and hands-on experiences from law schools and firms throughout the world. Moreover, all of our senior partners have over 30 years of experience in the legal field.

Our Clients

Our clients are worldwide and include multinational companies, state-owned enterprises, publicly listed companies, privately owned companies, foreign invested companies, government offices, public institutions and overseas companies and are involved in full range of industries such as banking and finance, securities, insurance, manufacturing, culture, media, sports and entertainment, education and training, advertising, logistics, wholesale and retail, international trade, medicine and health, E-commerce, infrastructure and project financing, mining and natural resources and information technologies.

Why Us

East & Concord Partners values the relationship built with our clients based on mutual trust, applies an integrated management system within our offices, has a global vision in resolving clients' needs, believes in the idea that success is rooted in assisting others to achieve and is committed to providing professional legal assistance to our clients. With more than 20 years of experience, we have gained a leading position and earned clients' trust and recognition in over 20 practice areas including Banking & Finance, Corporate M&A, Dispute Resolution, Energy and Natural Resources, International Trade, PPP, Securities and Capital Markets.

Recognition and Awards

Given our outstanding performance, East & Concord Partners has been awarded and recognized by the Minister of Justice, Beijing Municipal Bureau of Justice, Chinese Bar Association, arbitration institutions, well known international legal media and rating authorities such as Chambers, Legal 500, IFLR1000 and so forth. Our service is widely appreciated by our clients and peers.

See [partner profiles](#) on page 205



天達共和律師事務所
East & Concord Partners

信任至上
Trust Comes First

一体化管理
Integrated Management

国际化视野
Global Vision

Success is rooted in assisting others to achieve.

- Mergers and Acquisitions
- Securities and Capital Markets
- Dispute Resolution
- Criminal Litigation
- Banking and Finance
- Financial Lease and Commercial Factoring
- Anti-dumping and Countervailing
- Antitrust
- Intellectual Property
- Foreign Direct Investment
- Overseas Investment
- Entertainment and Sports
- Infrastructure and Project Financing
- Real Estate and Construction
- Energy and Natural Resources
- Retail Business and Logistics Industry
- Information Technology
- Labor Law
- Maritime Affairs
- Taxation



北京 · 上海 · 深圳 · 武汉 · 杭州
BEIJING · SHANGHAI · SHENZHEN · WUHAN · HANGZHOU

www.east-concord.com

HHP Attorneys-At-Law

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Tel: (86) 21 5047 3330
Fax: (86) 21 5047 0264
Email: office@hhp.com.cn

Contact: Mr. Yao RAO

Number of employees: 25

Year Established: 2003

Website: www.hhp.com.cn

Languages Spoken: Chinese, English.

Main Practice Areas

- M&A and Restructuring
- Dispute Resolution
- Foreign Direct Investment
- Intellectual Property Rights
- Cross-border Legal Services
- Financial Services
- Corporate
- Labor
- Construction

Firm Profile

HHP Attorneys-at-Law ("HHP") is a leading Chinese law office in commercial areas. Since its establishment, HHP has been building up a good reputation to provide its clients with effective and teamwork-oriented quality legal service.

HHP has a corporate culture with fully integrated team approach, under which specialist services are provided under a partner-hands-on working style. With the core values of "Quality First" and "Team Work", HHP has always been providing high quality and effective legal services for clients and helped them to achieve the best possible commercial outcome. By listening to clients' needs, comprehending clients' business and integrating the expertise and resources of various fields, HHP has provided clients with comprehensive, pragmatic and efficient legal support, and gained their trust and long-term close partnership. As the first Chinese member firm of Meritas, an international alliance of law offices with strict member screening mechanism and continuous quality assessment, we are able to offer a unique cross-border legal service solution to our clients based on Meritas world-wide legal service network.

All HHP lawyers hail from prestigious Chinese or overseas law schools with each of our partners carrying over ten years' practical experience. HHP professionals are capable of providing both non-contentious and contentious legal services, which benefits HHP to enjoy competitive advantage in corporate legal services market. We not only possess an abundance of experience in our respective areas, but fully understand our clients' commercial needs, such that we may provide innovative solutions for even the most discerning demands.

Our ample experience has directly contributed to our vast exposure in the fields of finance, real estate, machinery manufacturing, automobile, environmental protection, chemical, pharmaceutical, health service, medical instruments, pharmaceutical packaging, market research, logistics, and advertising among others. HHP clients cover almost every sector of industry and commerce, including global Fortune 500 enterprises, leading industrial players, financial investors, large state-owned enterprises, and listed companies.

HHP winning cases once referred by the Supreme Court of China and High Court of Shanghai "Model Case".

Recognition and Awards

- **Chambers Asia Pacific:**
Corporate/Business Law – East China – Shanghai – First Level among Chinese Law Firms.
- **Legal 500:** Leading law firm in M&A.
- **Asialaw Profiles:**
Highly recommended law firm in construction and real estate.
Highly recommended law firm in corporate/M&A.
Recommended law firm in: dispute resolution, labor law, private equity, banking & finance, capital markets and investment funds.



PRACTICE AREAS

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- ◆ *M&A and Restructuring*
- ◆ *Financial Services*
- ◆ *Dispute Resolution*
- ◆ *Corporate*
- ◆ *Foreign Direct Investment*
- ◆ *Labor*
- ◆ *Intellectual Property Rights*
- ◆ *Construction*
- ◆ *Cross-border Legal Services*



*A proud member of Meritas Law Firms Worldwide.
As one of 14 Meritas member law firms in Asia, HHP
ATTORNEYS-AT-LAW is proud to be affiliated with one
of the world's largest alliances of prequalified local
independent firms. For direct access, please visit the
Meritas website at www.meritas.org.*

JunHe

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Beijing 100005, P. R. China
Tel: (86) 10 8519 1300
Fax: (86) 10 8519 1350
Email: marketing@junhe.com

Contact: Mr. Xiao Wei (Managing Partner)
Number of Employees: 900+
Number of Professionals: 680+
Offices in Asia: Beijing, Shanghai, Guangzhou, Shenzhen, Dalian, Haikou, Tianjin, Hong Kong
Web: www.junhe.com

Languages Spoken: Chinese, English, Japanese.

Year Established: 1989

Main Practice Areas

Antitrust, Assets Securitization, Aviation and Aerospace, Banking and Finance, Bankruptcy/Restructuring/Liquidation, Capital Market, Compliance, Copyright, Corporate and M&A, Data Privacy, Cybersecurity and Information Law, Dispute Resolution, Environment, Foreign Direct Investment, Infrastructure and Project Finance, Insurance, International Trade, Japan-related Business, Labor and Employment, Life Science and Healthcare, Media and Entertainment, Outbound Investment, Patent, Private Equity/Venture Capital, Real Estate and Construction, Tax Law, Telecom and Internet, Trademark

Firm Profile

JunHe, founded in Beijing in 1989, is one of the first private partnership law firms in China. Since its establishment, JunHe has grown to be one of the largest and most recognized Chinese law firms. The firm has 10 offices around the world and a team comprising of more than 680 professionals, including 200 partners and legal counsels. JunHe is committed to providing top-tier legal services in commercial transactions and litigation. The firm is well known for being a pioneer, an innovator and a leader in the reestablishment and development of the modern legal profession in China.

Just as each industry requires specialized knowledge, our attorneys are organized in multidisciplinary practice groups so that they are equipped with deep expertise in market-tailored legal fields and industry sectors. To meet the specific requirements of each client and project, we form project teams across different practice groups to combine the strengths of lawyers with the requisite skills to offer bespoke legal advice. By consistently providing exceptional representation, we have earned our reputation for excellence.

At JunHe we are keenly aware that our core competitiveness lies in the strength of our collective intelligence. Our attorneys are primarily recruited from the top law schools and law firms in the world and some have in their previous careers served as government officials, judges, accountants, tax analysts and scientists.

Recognition and Awards

Asian Legal Business

- China Law Firm of the Year, 2017, 2015, 2013, 2012
- Beijing Law Firm of the Year, 2017, 2016, 2015

Asian-mena Counsel – In-House Community

- Most Responsive Firm of the Year, China 2016
- Firm of the Year, China, for Aviation, Compliance/ Regulatory, Corporate and M&A, Employment, Energy & Natural Resources, Insurance, Projects and Project Financing and Taxation, 2016

Chambers & Partners

- PRC Law Firm of the Year, 2013
- Banking & Finance, Corporate/M&A, Employment, Energy & Natural Resources, Projects & Infrastructure (PRC Firms), Band 1, 2012-2017

International Legal Alliance Summit & Awards

- Best Chinese Law Firm of the Year (Gold Award), 2017, 2016, 2015, 2013, 2012
- Best Chinese Law Firm of the Year (Silver Award), 2014

Who's Who Legal

- Chinese Firm of the Year 2017

See partner profile on page 206



**A visible
pinnacle
is rooted
in invisible
perseverance**

JunHe Wins 7 ALB China Law Awards 2017

China Law Firm of the Year
Regulatory Compliance Law Firm of the Year
Equity Market Deal of the Year

Beijing Law Firm of the Year
Employment Law Firm of the Year

Managing Partner of the Year (XIAO Wei)
China Deal of the Year



JunHe, founded in Beijing in 1989, was one of the first private partnership law firms in China. Since its establishment, JunHe has grown to be one of the largest and most recognized Chinese law firms. The firm has ten offices around the world and a team comprised of more than 680 professionals, including over 200 partners and legal counsel, as well as over 480 associates and legal translators.



www.junhe.com

Llinks Law Offices

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Email: master@llinkslaw.com
Number of employees: 200+
Offices in Asia: Shanghai, Beijing, Hong Kong

Website: www.llinkslaw.com

Languages Spoken: English, French, Japanese, Mandarin, Spanish, Shanghai dialect and Cantonese.

Main Practice Areas

Anti-Trust and Competition, Asset Management, Banking and Financial Services, Capital Markets, Compliance Advisory, Corporate, Dispute Resolution, Healthcare and Life Sciences, Intellectual Property, Investment Funds, Mergers and Acquisitions, Private Equity and Venture Capital, Real Estate and Construction, Restructuring, Insolvency and Bankruptcy, Sports Law, Technology, Media and Telecommunications.

Firm Profile

Llinks Law Offices is a leading PRC law firm with a national and international practice specializing in cross-border transactions. We are known for high quality services, innovative solutions, professionalism, team spirit and a cultivation of young lawyers. With offices in Shanghai, Beijing and Hong Kong, Llinks aims to help its clients achieve their business goals and provide professional services of the highest caliber, combining technical excellence with commercial awareness and a practical, constructive approach to legal issues. Its professionalism and business expertise have been continuously ranked well in China. Llinks has been recognized by numerous reputable national and international publications as a leading law firm and has been awarded the honor of National Outstanding Law Firm in China.

Some of the reasons why clients choose Llinks:

- Recognized as a leading PRC law firm by Asian-mena Counsel – In-House Community, Asian Legal Business, Asialaw Profiles, Chambers and Partners, IFLR1000, The Legal 500;
- Regularly handles cross-border transactions, including 'first-in-class' and 'best-in-class' transactions;
- Experienced in working cooperatively with clients and their consultants;
- Provides clients with information on the latest legal and regulatory developments;
- Cooperative and collegial work environment;
- Creative and business-oriented approach to problem-solving.

Our Competitiveness

– Our Goal

Our goal, to continuously improve our client service, demands that we constantly improve our capabilities as individual professionals and as members of the Llinks team.

– Integration and Partnership

Our firm thrives on the energy, collaboration, and commitment of our partners, associates, and support staff. Our commitment to teamwork and the collegial environment we foster ensures that we can provide the best legal services to our clients.

– Integrated Practice

We serve clients by integrating our attorneys, practice groups and offices. Each client has access to all of our lawyers' knowledge and expertise, no matter where they are based or which practice group they belong to.

– Interdisciplinary Approach

Specialized and sophisticated markets require our specialization in different practice areas, which does not prevent us from putting ever-greater emphasis on an interdisciplinary approach.

– Dynamic Firm Culture

We are dedicated to building a culture that nurtures the best talent and allows outstanding individuals to thrive, which encouraging high morale, strong teamwork, and loyalty.

WE LINK LOCAL LEGAL INTELLIGENCE WITH THE WORLD

Shanghai | Beijing | Hong Kong

Practice Areas

- Anti-Trust and Competition
- Asset Management
- Banking and Financial Services
- Capital Markets
- Compliance Advisory
- Corporate
- Dispute Resolution
- Healthcare and Life Sciences
- Intellectual Property
- Investment Funds
- Mergers and Acquisitions
- Private Equity and Venture Capital
- Real Estate and Construction
- Restructuring, Insolvency and Bankruptcy
- Sports Law
- Technology, Media and Telecommunications

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Hong Kong firms
online here:



HONG KONG



Photo: Peter Yan

In-House Community Survey

Representing Corporate Hong Kong, 2016

KEY ISSUES AND CONCERNS

As a financial services hub, many in-house teams in Hong Kong are more than familiar with the concept of “doing more with less”, and indeed several respondents mentioned this as their biggest challenge. Worryingly, perhaps, one counsel observed that in-house lawyers are being asked to take on “additional ‘risk management’ responsibilities over and above their legal advisory role”.

Such pressures are particularly the case in financial services, where cost cutting is coinciding with greater transparency requirements in governance structures, as well as an expectation for lawyers to become more proactive in partnering with the business side, typically without any increase in resources. At the same time, they must also acquire the “ability to foresee future risks” that may arise — many of them as a result of this stretched working environment.

However, not all in-house teams face the same set of issues, and in fact some respondents offered quite unique problems. Asked about their biggest challenge, one noteworthy example simply stated: “Dealing with external counsel who are incapable of doing work properly.”

Given a dissatisfaction with traditional legal providers amongst some, it is perhaps surprising then that in-house lawyers in Hong Kong were the least likely to say they have used, or would consider using “new model” legal service providers.

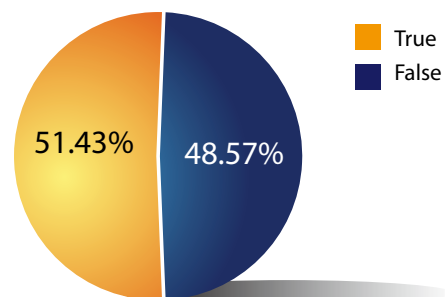
Clearly some teams would like to send more work to outside, but businesses that are pushing the envelope in new sectors of the economy can sometimes find it difficult to get the legal certainty they would like, or as one respondent put it: “Technology is always changing faster than relevant law.”

Similarly, several respondents also mentioned cyber risk as an issue that keeps them up at night.

Needless to say, the city’s new competition regime

HONG KONG

I have used/ would be willing to use a 'new model law firm':



AT A GLANCE

Average team size: 22

Growth trend: Remain the same (64.6%)

Using external counsel less: 48%

Recruitment: Legal recruiters (63%)

Referrals by other in-house lawyers (32.6%)

Placing job advertisements (28.3%)

came up as an issue that is expected to continue consuming in-house resources during the next 12 months, as did reforms on over-the-counter derivatives.

Another issue that came up in Hong Kong, which reflects broader societal changes in the city, was a “change in focus to more Chinese- and local-oriented skills, thinking, culture and management”. Less “Asia’s World City” and more “Little China”.

For regional in-house survey findings, see pages 4-6.



	Alternative Investment Funds (Inc. PE)	Anti-Trust/Competition	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
KEY	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
✓	Active in this practice area																						
✓	One of the firm's five largest practice areas																						
*	Combined data for Hong Kong and mainland China offices																						
In-House Community Recognition																							
MR	An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction																						
MR	Most Responsive (Honourable Mention)																						
Addleshaw Goddard	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	34
Akin Gump Strauss Hauer & Feld	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15
AllBright Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Allen & Overy	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Angela Wang & Co	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11
Arun Nigam Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3
Ashurst	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	63
Awa Asia (part of the Awapatent Group)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Bae, Kim & Lee LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3
Baker McKenzie	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	160
Baker Botts	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Berwin Leighton Paisner	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	45
Bird & Bird	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	44
Boase Cohen & Collins	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Bryan Cave	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	7
Cheung Tong & Rosa Solicitors	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Cleary Gottlieb Steen & Hamilton (Hong Kong)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Clifford Chance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	203
Clyde & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	48

See Page 36

KEY

✓ Active in this practice area

✓ One of the firm's five largest practice areas

* Combined data for Hong Kong and mainland China offices

In-House Community Recognition

MR An Asian-MENA COUNSEL

MR Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Davis Polk & Wardwell	✓			✓	✓	✓	✓	✓		✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	78
Deacons	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	319
Debevoise & Plimpton	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	27
Dentons Hong Kong		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	29
DLA Piper	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	133
Ella Cheong & Alan Chiu, Solicitors & Notaries					✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	7
Ellen Au & Co., Solicitors	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	5
Elvinger Hoss Prussen	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	4
Eversteds Sutherland	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	63
Freshfields Bruckhaus Deringer	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	n/a
Gallant Y.T. Ho & Co.		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	n/a
Gibson, Dunn & Crutcher	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	22
Haiwen&Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	10~
Hastings & Co.		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	43
Herbert Smith Freehills	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	90
HFW (Holman Fenwick Willan)		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	60
Hill Dickinson Hong Kong					✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	13
HM Chan & Co. in association with Taylor Wessing	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	11
Hogan Lovells	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	95

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas
- * Combined data for Hong Kong and mainland China offices

In-House Community Recognition

MR An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Ince & Co	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30+
Jones Day	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
JunHe LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	22
JunZelun Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
K&L Gates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Keesal, Young & Logan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1
Kennedys	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	34
King & Wood Mallesons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	200
Kirkland & Ellis*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	90
Kobre & Kim	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Latham & Watkins MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	81
Li & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	99
Linklaters MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Links Law Offices*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	143
Locke Lord	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15+
Luk & Partners in association with Morgan, Lewis & Bockius	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	22
M.C.A. Lai & Co., Solicitors	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	16
Marks & Clerk	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25
Mayer Brown JSM MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas
- * Combined data for Hong Kong and mainland China offices

In-House Community Recognition

-  An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
-  Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc.PE)	Anti-Trust/Competition	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Milbank, Tweed, Hadley & McCloy LLP			✓	✓	✓	✓	✓	✓	✓			✓					✓	✓	✓	✓	✓	✓	13
MinterEllison	✓			✓	✓	✓	✓	✓	✓								✓	✓	✓	✓	✓	✓	40
Morrison & Foerster	✓	✓		✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	42
Norton Rose Fulbright	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	74
O'Melveny & Myers LLP	✓		✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	n/a
Oldham, Li & Nie							✓	✓				✓			✓								40
Orrick, Herrington & Sutcliffe	✓		✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	10
P. C. Woo & Co.			✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	45+
Paul Hastings	✓		✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	44
Paul, Weiss, Rifkind, Wharton & Garrison	✓		✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	18
Peter Yuen & Associates (in association with Fangda Partners)	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	50+
Pinsent Masons	✓			✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	39
Proskauer*	✓		✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	n/a
Reed Smith Richards Butler	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓			✓		✓	✓	✓	✓	✓	✓	117
Robert Lee Law Offices						✓	✓					✓			✓		✓	✓	✓	✓	✓	✓	4
Ropes & Gray	✓		✓	✓	✓	✓	✓					✓			✓		✓	✓	✓	✓	✓	✓	38
RPC	✓			✓	✓	✓	✓					✓			✓		✓	✓	✓	✓	✓	✓	32
Shearman & Sterling	✓	✓			✓	✓	✓					✓			✓		✓	✓	✓	✓	✓	✓	n/a

See Page 38

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas
- * Combined data for Hong Kong and mainland China offices

In-House Community Recognition

- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Sidley Austin	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	94
Simmons & Simmons MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	56
Simpson Thacher & Bartlett	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	45
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	67
Slaughter and May*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Squire Patton Boggs (US) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	22
Stephenson Harwood*	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	130+
Sullivan & Cromwell LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	26
Tanner De Witt	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	42
Tiang & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Troutman Sanders	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	27
Vinson & Elkins LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	5
Vivien Teu & Co. LLP (in association with Links Law Offices)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Vivien Chan & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Watson Farley & Williams	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	23
White & Case	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	49
Wilkinson & Grist	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	53
Winston & Strawn	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15
Woo Kwan Lee & Lo* MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

[illegible]

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

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Sectors of specialization

- Automotive
- Advertising & Marketing
- Building & Construction
- Cleantech
- Electronics
- Fashion
- FMCG (Fast Moving Consumer Goods)
- Food & Beverage
- Life Sciences
- Lifestyle
- Manufacturing & Processing
- Materials Technology Nanotechnology
- Medtech
- Personal Care & Wellness
- Pharma
- Professional Services
- Retail
- Software & IT
- Telecommunications

Firm Profile

Who we are

In February 2015, the Awapatent Group, which includes Awapatent's core IP consultancy services in Sweden and Denmark, AWA Strategy and AWA IPRO, expanded from its European base to embark on establishing its first international footprint, through the launch of our twin offices in Hong Kong and Beijing. Our extended offering in Asia is known as AWA Asia (part of the Awapatent Group).

What we offer

Led by international leading lawyer and CEO Ai-Leen Lim, and a team of three partners and a Senior Counsel, we are able to offer you:

- localized advice across two continents, Europe and Asia, with an international style of delivery, on a cross-border scale;
- the ability to handle all aspects of IP portfolio management directly before the Chinese Trade Mark Office and the IP Department in Hong Kong;
- provide IP strategy, expertise reinforced by AWA Strategy, to ensure our clients make the most of their intellectual assets in Asia;
- the broadest possible Intellectual Property consultancy service allowed for foreign firms by China's Administration for Industry & Commerce in Beijing, where we have our own licensed trademark agency and IP consultancy, AWA IP (Beijing) Co., Ltd.;
- patent prosecution and assisting in patent disputes, counseling clients on their patent rights and strategy in China;
- copyright services which include filing and trademark enforcement directly in China before the China Copyright Office and Trade Mark Office;
- both contentious and non-contentious offerings in the context of protection, enforcement, registrations, internet related IP assistance, anti-piracy and dispute resolution;
- advice and assistance in consumer law, marketing and advertising, social media matters, contests, sweepstakes and gaming;
- opinions on patent validity search, patent infringement and freedom-to-operate analysis, transferring or licensing patents, non-disclosure agreements and commercial aspects of patent rights.

Leverage Our Experience

Building on the firm's history of nearly 120 years, and our Tier 1 reputation, we know the value of protecting your innovations, brands and intangible assets and will safeguard your most valuable assets by asserting and defending your IP rights in any industry ranging from fast moving consumer products to food, and from software and IT to manufacturing and advertising. We are adept at handling trademark portfolios for companies of varied profiles ranging from IP rich start-ups, to international MNCs and Fortune 500 companies on an ongoing basis. Our seasoned professionals have legal backgrounds from China, Hong Kong, Singapore, the United Kingdom and Sweden.



Awa Asia knows the value of protecting your ideas, innovations and brands.

Positioned at the forefront of the transforming IP landscape, we offer strategic, pragmatic and business minded advice to turn complex commercial problems into practical solutions.

Who is AWA Asia?

Founded 120 years ago, the AWA Group includes Awapatent's core IP consultancy services, advising on all aspects of non-contentious and contentious intellectual property matters, and comprising its renowned patents practice as well as AWA Strategy, AWA Innovation and AWA IPRO.

In 2015, the AWA Group expanded from its European base with an extended offering in Asia, known as AWA Asia, through the launch of our twin offices in Hong Kong and Beijing. We initially focused on brand management, building an award-winning brands

Our Value Proposition

- East-meets-West perspective
- Bilingual and bi-cultural capabilities on the ground
- Tailored services, pragmatic and commercial minded advice
- Customised pricing models

practice and establishing the broadest possible IP consultancy service allowed for foreign firms in China through our own licensed trademark agency and IP consultancy, AWA IP (Beijing) Co., Ltd.

In 2017, AWA Asia further extended its service offering to cover patents including patent prosecution and assisting in patent disputes, and counseling clients on their patent rights and strategy in China. The firm's clients, ranging from high growth start-ups to international MNCs, can now benefit from our full-service IP offering for protecting and exploiting their patents and non-patent IP rights in China.

With offices in **Sweden, Denmark, Germany, China and Hong Kong**, the AWA Group now has a full service offering across both continents in Europe and Asia.



Talk to Us



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Patents



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Trademarks



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Industry Recognition

Asia Legal Business (ALB) "Innovation Law Awards" 2016 & 2017

Managing IP Global Awards 2017
Awapatent won the category "Sweden Prosecution Firm of the Year"

Managing IP "IP Stars 2017"

We received these rankings:
Awapatent
Tier 1 in patent prosecution, Sweden
Tier 2 in patent prosecution, Denmark

AWA Asia

Tier 2 in trademarks - foreign firms, China

Managing IP 2017 "Top 250 Women in IP"

Ai-Leen Lim, CEO and Principal Counsel AWA Asia, is listed in "Top 250 Women in IP"

WTR 1000 2017

AWA Asia is "Recommended" in "China: Foreign firm" category

Chambers Asia Pacific 2016 & 2017 Individual Rankings

Listed as band 2 in China, Intellectual Property (International Firms)

Managing IP "PCT ranking"

In the latest "Patent Cooperation Treaty" ranking, Awapatent is listed number 1 in the "Sweden" category



IAM (Intellectual Asset Magazine) "IAM Strategy 300"

Henrik Olsson, Head of AWA Strategy, is listed in IAM Strategy 300, which ranks the world's leading IP strategists

Oldham, Li & Nie

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Tel: (852) 2868 0696

Fax: (852) 2810 6796 / 2845 6671

Founded: 1987

Firm Size: 90 +

Email: info@oln-law.com

Website: www.olin-law.com

Languages Spoken: English, Cantonese, Mandarin, French

Main Practice Areas

- Corporate & Commercial
- Employment & Business Immigration
- Insurance
- Probate & Estate Planning
- Commercial Fraud & Asset Tracing
- Intellectual Property
- Family & Matrimonial
- Litigation & Dispute Resolution
- Tax Advisory
- Insolvency & Restructuring

Firm Profile

Founded in 1987, Oldham, Li & Nie (OLN) is a highly successful full-service law firm, whose commitment is to professional excellence and to tailoring its legal services to the needs of both corporate and private clients.

With years of experience practicing in Hong Kong and a diverse set of global employees, OLN truly embodies an East meets west culture. We pride ourselves on having a practical approach and results oriented outlook. We add value to our clients' business strategies and living up to its mantra '*Practical legal solutions - on time, no excuses*'.

Expertise

Much of our work involves cross border transactions or litigation with international dimensions. The heads of our practice groups are experienced international lawyers who have practiced in Hong Kong for many years. Therefore we are able to give all our clients a thorough understanding of the culture of their relevant target market.

Our practice groups are committed to the highest professional standards and offer practical and tailor-made solutions in a cost effective manner.

Recognition and Awards

- Ranked in Chambers Asia Pacific (2017, 2016, 2015)
- Ranked in The Legal 500 Asia Pacific (2017, 2016, 2015)
- Asialaw Profiles, Highly Recommended Law Firm (2017, 2016, 2015)
- Asia Legal Business Hong Kong Awards – Immigration Law Firm of the Year (2016)
- In-House Community Firm of the Year for Intellectual Property, Asian-mena Counsel (2016)

**OLN****OLDHAM, LI & NIE
LAWYERS**

PRACTICAL LEGAL SOLUTIONS - ON TIME - NO EXCUSES

*Years of Excellence*

Practical Legal Solutions On Time - No Excuses

Key Practice Areas:

- Corporate & Commercial
- Intellectual Property
- Employment & Business Immigration
- Family & Matrimonial
- Insurance
- Litigation & Dispute Resolution
- Probate & Estate Planning
- Tax Advisory

We pride ourselves on having a practical approach and results oriented outlook.

We add value to our clients' business strategies - always on time, with no excuses.

Our dedication to quality and our attention to detail ensure that we maintain our professionalism and reputation both in Hong Kong and in Mainland China.

Hong Kong Office

5th Floor, St George's Building
2 Ice House Street
Central
Hong Kong

Tel: (852) 2868 0696

Shanghai Office

Room 1114, 11th Floor
Far East International Plaza, Tower B
317, Xian Xia Road, Changning District
Shanghai, 200051
People's Republic of China

Tel: (86) 21 6278 0612

Contact us for more information on our team and services at:
info@oln-law.com

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India firms
online here:



INDIA



In-House Community Survey

Representing Corporate India, 2016

KEY ISSUES AND CONCERNS

To some extent the Indian market remains protected from the tough operating conditions that businesses are facing elsewhere, particularly in China. For example, not a single respondent expected to see cuts to the size of their team. But, by the same token, few respondents were expecting to grow — and a small number of respondents did at least mention “reducing legal expenditure” as something they expected would become more important during the next 12 months.

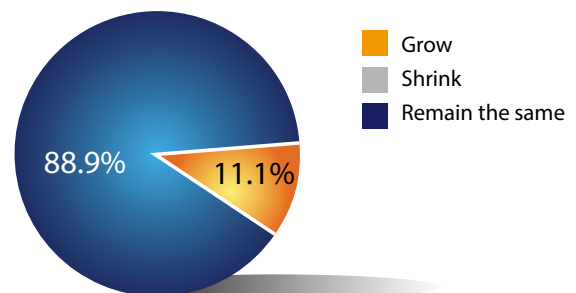
That is not to say India is without its own unique issues and concerns. Perhaps unsurprisingly in a jurisdiction infamous for a court backlog that runs into the tens of millions, one respondent cited the “ineffective dispute resolution system” as the biggest challenge facing in-house counsel in India.

However, for the most part Indian counsels’ key issues and concerns are familiar to in-house teams everywhere. The burden of increasing compliance requirements and a “fast-changing legal and regulatory environment” were common themes among the survey responses, and to a lesser extent there was also a concern about the ability to “attract and retain the right talent”.

There was also an emphasis on the need “to balance between expectations of management and deliverables from external counsel”.

INDIA

In the coming year, do you expect your in-house team to...



AT A GLANCE

Average team size: 8

Growth trend: Remain the same (89%)

Using external counsel less: 56%

Recruitment: Legal recruiters (77.8%)
Referrals by other in-house lawyers (22.2%)

For regional in-house survey findings, see pages 4-6.

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Abacus Legal Group																						10
Advani & Co.	✓																					30
Advaya Legal																						25
ALMT Legal, Advocates & Solicitors	✓																					100
Anand and Anand																						100+ See Page 46
Ara Law	✓																					n/a
Archer & Angel																						n/a
ARSS Legal																						45
Ashu Thakur & Associates																						5
AZB & Partners MR																						400~
Boazz Law Chambers LLP																						4
Chitale Legal	✓																					7
Clasis Law																						48 See Page 48
Cyril Amarchand Mangaldas MR	✓																					600
Dave & Girish & Co.	✓																					22
Economic Laws Practice	✓																					178~
Finsec Law Advisors	✓																					10
Fox Mandal	✓																					n/a
Gandhi & Associates	✓																					10
HSA Advocates																						106
IndusLaw	✓																					100

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
J. Sagar Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Jehangir Gulabbhai & Biliimoria & Daruwalla	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Juris Corp	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Kanga & Company	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	41
Khaitan & Co	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	500
Kochhar & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	200
L.S. Davar & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Lakshmikumar & Sridharan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
LawCept Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
LawQuest Advocates and Solicitor (E&W)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Link Legal India Law Services	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	155
Luthra & Luthra Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Majumdar & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	100
Mulla & Mulla & Craigie Blunt & Caroe	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	71
Mundkur Law Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Nishith Desai Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Phoenix Legal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	90
PSA	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
R.K. Dewan & Co	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An ASIAN-MEMO COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc.PE)	Anti-Trust/Competition	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Rajani, Singhania & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Reina Legal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
RNClegal/Rajinder Narain & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	18
Seth Dua & Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	32
Shardul Amarchand Mangaldas & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	480
Spice Route Legal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15
Suman Khaitan & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Talwar Thakore & Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Trilegal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	216
Tuli & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30
Vaish Associates, Advocates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	100
Wadia Ghandy & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	120

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP	Baker McKenzie MR	Davis Polk & Wardwell
Debevoise & Plimpton	Hogan Lovells International LLP	Read Smith
Shearman & Sterling	Sidley Austin	Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates
Squire Patton Boggs (US) LLP	White & Case	

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

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Peter Zhang,
General Counsel,
Sony Mobile China



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Anand and Anand

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Plot No. 17 A, Sector 16 A
Film City, Noida – 201301 (UP) India
Tel: (91) 120 405 9300
Fax: (91) 120 424 3056 - 058

Languages: English and Hindi

No. of partners: 23
Total no of lawyers: 100 above
Year Established: 1979
(Tracing roots back to the year 1923)

Contact: Pravin Anand (Managing Partner)
Email: pravin@anandandanand.com

Email: email@anandandanand.com
Website: www.anandandanand.com

Categories of Work

- Patents
- Designs
- Compliance / Regulatory
- Contractual and Commercial IP
- IT & E-commerce advisory
- Media and Entertainment law
- Anti-Counterfeiting
- Litigation and Dispute Resolution
- Art and Antiquities
- Plant Variety
- Copyrights
- Sports law
- Licensing and Franchising
- Criminal law
- Trademarks
- Competition / Antitrust
- Biodiversity
- Domain name disputes
- Fashion and Luxury law
- Advertising law
- Customs and Border Enforcement

Firm Profile

Anand and Anand is a full-service IP law firm, providing end-to-end legal solutions covering all cross-sections of Intellectual Property and allied areas. The firm is professionally managed by a Partnership board comprising 23 Partners and 4 Directors, supported by a management team comprising a CEO, CFO and CIO. The firm currently employs more than 300 people, including over 100 qualified attorneys / engineers. The firm has offices based in New Delhi, Noida, Chennai and Mumbai.

The firm's clients consist of several large multinational and Indian companies representing a broad spectrum of industries, including healthcare, electronics, consumer goods, industrial goods, automobiles, wind energy, technology, financial institutions, hospitality and entertainment. The firm has an extensive intellectual infrastructure in all aspects related to trademark registrations, copyright registrations and IP monetisation, as well as in-licensing and franchising. The firm also has an in-house anti-counterfeiting and anti-piracy team, dedicated to providing clients with proactive and robust legal protection for safeguarding their brand identities in the commercial space.

Anand and Anand is a leading firm in the IP field. Its expertise is widely acknowledged in addressing complex IP challenges of all types. It services a diverse portfolio of clients in conventional IP areas such as trademarks, patents, designs, trade secrets and confidential information, as well as in expanding areas of intellectual property such as domain names, media and entertainment law, information technology and ecommerce, technology transfer and internet and privacy laws. Anand and Anand specialises in copyright in media and entertainment law, and represents authors, musicians, software programmers, artists, designers and many others from the fraternity of copyright owners, as well as collecting societies.

The firm has multi-disciplinary practice and provides competent and personalised advice on all aspects of core conventional intellectual property laws as well nonconventional IP mandates.

We regularly deal with protection of IP and prosecution of contentious IP matters in different forums including the Courts at all levels, the Patent Offices, the Trademark Offices, the Design Office and the Intellectual Property Appellate Board, and the WIPO and National Internet Exchange of India.

We balance commercial realities with legal pragmatism and draw on our well-honed expertise and instinct in the field, coupled with a profound understanding of intellectual property management in India. The firm has a keen interest in innovation and offers creative solutions that tackle the root and not merely the symptoms of a problem.

Culturally the firm thrives on challenges, creative thinking and constant improvement of its legal knowledge and skills. The spirited character of the firm is the keystone of its growth and expansion into new areas of IP which have been embraced with ease and zest. The firm remains committed to setting standards of excellence in the field and of impeccable services to clients.

We are proud to assert that we represent over forty brands out the top hundred biggest brands in the world.

See partner profile on page 207



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E-mail : email@anandandanand.com

Website: www.anandandanand.com

Other offices: Mumbai, Chennai

Main Office:

**PLOT NO. 17 A, SECTOR 16 A
FILM CITY, NOIDA - 201301 (UP)
INDIA**

Languages: English and Hindi

Number of lawyers: Over 100

Contacts:

Pravin Anand, Safir Anand, Debjit Gupta
Binny Kalra, Archana Shanker

PRACTICE AREAS

Patents

Copyrights

Litigation and Dispute Resolution

IT law and Domain name disputes

Trademarks

Sports law

Designs

Fashion and Luxury law

Art and Antiquities

Media and Entertainment law

Competition / Antitrust

Licensing and Franchising

Compliance / Regulatory

Advertising law

Plant Variety

Anti-Counterfeiting

Biodiversity

Criminal law

Contractual and Commercial IP

Customs and Border Enforcement

AWARDS AND ACCOLADES



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Email: info@clasislaw.com
Number of professionals: 48
Offices in Asia: Delhi & Mumbai
Year Established: 2010
Website: www.clasislaw.com

Languages Spoken: English and Hindi.

Main Practice Areas

- Aviation & Aerospace
- Competition Laws
- Corporate & Commercial
- Employment & Labour
- Healthcare Regulatory
- Information Technology
- Intellectual Property
- Private equity & venture capital
- Real Estate
- Shipping & International Trade
- Banking & Project Finance
- Compliance & Audits
- Education
- Foreign Direct Investment
- Hospitality & Leisure
- Insurance
- Litigation, Arbitration & Alternate Dispute Resolution
- Projects, Energy and Infrastructure
- Retail
- Technology, Media and Telecom (TMT)

Firm Profile

Clasis Law is a full service Indian law firm that is truly international in vision, scope, experience and capability. Clasis Law has offices in New Delhi and Mumbai that provide advice on matters relating to Indian law and jurisdiction.

Expertise

Expertise within the firm spans a range of practice areas including corporate and commercial, aviation & aerospace, banking & finance, insurance, retail, hospitality, infrastructure, real estate, intellectual property, employment law, competition, compliance & auditing, shipping & international trade law, TMT, litigation & dispute resolution. The firm acts for a diverse Indian and international client base across a number of sectors.

Recognition

Clasis Law is recognised as a highly professional and process driven firm that has the necessary systems in place to provide hassle free services to the clients. Our clients range from Fortune 500 companies to SMEs and small businesses. The firm provides specialised services to large MNCs and international SMEs that choose India as their preferred investment destination. Our expert teams of lawyers ensure that each client no matter how big or small in size and operations receives our best attention and services at all times.

Vision

Our vision and mission is to provide clients, both in India and globally, access to high quality legal advice.

See [partner profiles](#) on page 208



Clasis Law is a full service Indian law firm that is truly international in vision, scope, experience and capability. The core values of the firm include a high degree of legal expertise, commitment to excellence, efficiency, integrity, focus and client care, all of which guide each member of the firm, be it the partners, associates or staff of Clasis Law in their business dealings on a daily basis.



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INDONESIA



In-House Community Survey

Representing Corporate Indonesia, 2016

KEY ISSUES AND CONCERNS

Several common issues emerged from the survey responses in Indonesia, few of which will come as any surprise to lawyers familiar with working in the country. Chief among these are corruption and bureaucracy, as well as the uncertainty that arises from both in terms of inconsistent application and enforcement of the law. “Bribery” was mentioned as the biggest challenge by multiple respondents.

Beyond such concerns, in-house lawyers in Indonesia also worry about keeping up with new regulations and managing compliance issues. Working effectively with the business side and finding qualified lawyers with the right technical skills are also common challenges.

Notably, respondents in Indonesia were the most likely to say that they are using external counsel less and were also among the most likely to say that local and regional firms offer better value. However, they were also by far the most likely to say that they wanted extra capacity from external counsel.

AT A GLANCE

Average team size: 9

Growth trend: Remain the same (83%)

Using external counsel less: 70%

Recruitment: General recruiters (47.8%)

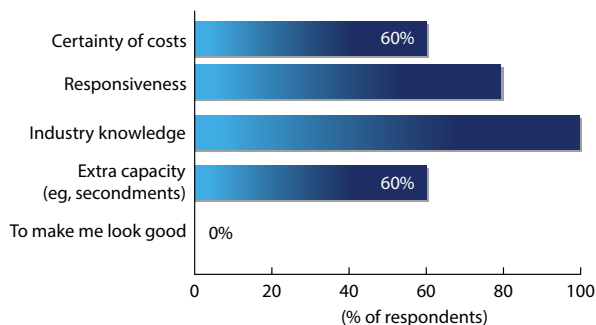
Placing job advertisements (43.5%)

Using online job sites (34.8%)

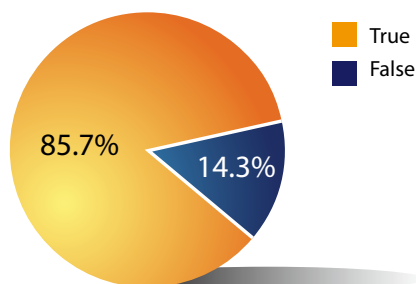
INDONESIA

As a buyer of legal services, what I really want from external counsel is (choose the 3 from the below 5 options that matter to you most):

Local companies:



Local / regional law firms are able to offer me better value service:



For regional in-house survey findings, see pages 4-6.

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Adnan Kelana Haryanto & Hermanto	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
AKSET Law	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30
Ali Budiardjo, Nugroho, Reksodiputro MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 56
Assegaf Hamzah & Partners MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 58
Bahar & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Budijaja & Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Dewi Negara Fachri & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	16
(DNFP) - Hogan Lovells' associated office in Indonesia	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11
DFDL in association with Mataram Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
DK & Situmorang Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
DNC Advocates at Work	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	126
Hadiputranto, Hadinoto & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
(HHP Law Firm) (member firm of Baker McKenzie) MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	74
Hanafiah Ponggawa & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Hiswara Bunjamin & Tandjung in assoc' with Herbert Smith Freehills MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	74
Iman Sjahputra & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MB** An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Imran Muntiaz & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Insights Philippines Legal Advisors	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3
Iskandarsyah & Partners Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
K&K Advocates																						21
– intellectual property																						15
KarimSyah Law Firm																						9
Kudri & Djamaris	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Leks&Co																						9
Lubis Ganie Surowidjojo MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	115
Lubis, Santosa & Maramis	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Makarim & Taira S.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	64
Makes & Partners Law Firm MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
Melli Darsa & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	32
Mirandah Asia (Indonesia) Pt																						3
Mochtar Karuwir Komar	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Oentong Suria & Partners in association with Ashurst LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	24
Roosdiono & Partners, a member of ZICOlaw																						38
Soemadipradja & Taher	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	47
SSEK Legal Consultants		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	60

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

AN ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Suwardiman Kardono Swadiri	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	14
Hazwar (SKSH)																					6
Tilleke & Gibbins																					
TNB & Partners in association with																					20
Norton Rose Fulbright Australia	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Tumbuan & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20+
VDB Loi																					11
Witara Cakra Advocates																					
Wiyono Partnership	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Berwin Leighton Paisner	Davis Polk & Wardwell
Reed Smith	Shearman & Sterling
Sidley Austin	Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates
Stephenson Harwood	White & Case

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.



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Ali Budiardjo, Nugroho, Reksodiputro

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Jakarta 12190, Indonesia
Tel: (62) 21 250 5125/5136
Fax: (62) 21 250 5001/5121
Email: info@abnrlaw.com

Website: www.abnrlaw.com

Contacts: Emir Nurmansyah, Nafis Adwani & Agus Ahadi Deradjat

Number of employees: 160

Year Established: 1967

Other offices in Asia: Chevron House #17-04
30 Raffles Place
Singapore 048622
Tel: (65) 680-96291
Fax: (65) 680-96201

Languages Spoken: English, Indonesian, Dutch.

Main Practice Areas

- Corporate Law
- Project Financing
- Mining & Energy
- Intellectual Property
- Environmental Law
- Forestry & Plantations
- Anti Trust and International Trade
- Banking & Finance
- Investment Law
- Oil & Gas
- Maritime Law
- Labor Law
- Telecommunications & IT
- Hospitality
- Capital Markets
- Mergers & Acquisitions
- Restructuring & Bankruptcy
- Aviation Law
- Real Estate
- Arbitration & Alternative Dispute Resolution

Contacts

Emir Nurmansyah: enurmansyah@abnrlaw.com

Nafis Adwani: nadwani@abnrlaw.com

Agus Ahadi Deradjat: aderadjat@abnrlaw.com

Firm Profile

Ali Budiardjo, Nugroho, Reksodiputro (ABNR) was founded in 1967 as a partnership of legal consultants engaging in all aspects of Indonesian business law. At present there are 106 legal practitioners in ABNR, comprising 102 Indonesian lawyers, 3 Dutch lawyers and 1 Australian lawyer. The firm is Indonesia's largest independent full-service law firm.

ABNR is principally engaged in the provision of legal services to foreign companies, banks and international institutions operating or setting up business in Indonesia as well as to Indonesian enterprises contracting with foreign companies and institutions or with other Indonesian companies.

ABNR specializes in the handling of matters in various fields, including joint ventures, investment, corporate, mergers and acquisitions, anti-trust, project finance, capital markets, licensing, banking and finance, derivatives/ISDA transactions, private power, energy, mining, construction, shipping/maritime law, aviation, labor law, bankruptcy, restructuring, privatization, information technology, telecommunications, environment, real estate and intellectual property. The firm has an outstanding reputation in handling complex and multi-faceted cross-border transactions.

The commitment we make to clients is to provide broad-based, personalized service from top quality teams of lawyers with international experience that includes groundbreaking deals and projects. ABNR's reputation has been recognized around the world by independent industry surveys and law firm guides, including the In-House Community Firms of the Year.

ABNR has a number of partners and foreign counsels who are recognized by Chambers Asia 2017, The Asia Pacific Legal 500 2017, IFLR1000 2017, and Asialaw Profiles 2017 as leading individuals in their fields. A number of our lawyers actively participate in the reformation of the judicial system, academic and university life, and are the authors of numerous publications, thus contributing to the evolution and dissemination of the law in Indonesia. The firm maintains an office in Singapore to extend its Indonesian legal services to foreign clients with regional headquarters in Singapore.



Local Expertise - Global Professional Standards

ABNR has the insight and alertness to look beyond what seems obvious and see the whole picture...backed up by the expertise and experience to develop total solutions that meet the needs of clients over the long term, not just the immediate issue at stake.

Having grown into one of the largest independent law firms in Indonesia, we are committed to providing broad-based, personalized and client-focused service. Our top quality teams of lawyers have international experience that includes groundbreaking deals and projects.



Ali Budiardjo, Nugroho, Reksodiputro

Graha CIMB Niaga 24th Floor
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p. +65 680-96291 f. +65 680-96201
e. infosg@abnrlaw.com

Assegaf Hamzah & Partners

Capital Place, Level 36 & 37
Jalan Jenderal Gatot Subroto Kav. 18
Jakarta 12710, Indonesia
Tel: (62) 21 2555 7800
Fax: (62) 21 2555 7899
Email: info@ahp.co.id

Contact: Bono Daru Adji
bono.adji@ahp.co.id

Number of Employees: 170
Year Established: 2001

Website: www.ahp.co.id

Languages Spoken: Indonesian, English, Malay, Japanese, Mandarin.

Main Practice Areas

- Banking & Finance
- Mergers & Acquisitions
- Dispute Resolution
- Telecommunications & Media
- Islamic Finance
- Anticorruption and Good Corporate Governance
- Capital Markets
- Foreign Direct Investment
- Energy, Oil and Gas
- Real Property
- Shipping & Aviation
- Debt & Corporate Restructuring
- Competition Law
- Projects & Natural Resources
- Intellectual Property
- Labour Law
- Tax & Customs

Firm Profile

Assegaf Hamzah & Partners is a full-service law firm that was founded by Fikri Assegaf and Chandra Hamzah in 2001. Since then, we have grown rapidly, gaining a reputation for innovation, commercial acumen, and for putting the client at the forefront of all that we do. Currently with eighteen partners and some 100 associates, all of our members have extensive experience representing a wide variety of blue-chip corporate clients, high net worth individuals, government institutions and major public enterprises.

The last few years have been ones of extraordinary growth for the firm, including the sealing of a strategic alliance with Rajah & Tann, a Singapore-based law firm that is now the largest in Southeast Asia, to establish a common platform that includes offices or affiliates in Singapore, China, Thailand, Lao PDR, Vietnam, Malaysia, Cambodia, and Myanmar, as well as regional desks focusing on Japan and South Asia. The tie-up significantly enhances our capacity to provide top-class cross-border legal services and affords our clients access to an arsenal of more than 400 lawyers across the region.

Alongside the partnership with Rajah & Tann, we continue to work closely with a range of highly regarded domestic and international law firms on both Indonesian and overseas mandates so as to allow us to draw on expertise and best practice across all leading jurisdictions. Rendering a full suite of legal and advisory services in Indonesian, English, Malay, Japanese and Mandarin, our lawyers pay particular attention to international legal developments and how these are likely to impact on your interests in Indonesia.

In October 2013, we merged with boutique competition practice Rizkiyana & Iswanto (one of only two Indonesian firms listed in Global Competition Review's 'elite category'), whose seven lawyers and economists, combined with the members of Assegaf Hamzah's existing antitrust practice, now make us Indonesia's market leader in competition law.

Recognition and Awards

- *Chambers Asia Pacific 2017* Band 1 firm in capital markets, competition/antitrust, banking and finance, corporate M&A and disputes, and Band 2 firm in real estate, employment, project finance and telecommunications.
- *Legal 500 Asia Pacific 2017* Tier 1 firm in aviation, dispute resolution, IT & telecoms, capital markets, corporate/M&A and banking and finance, Tier 2 firm in shipping, employment, real estate and restructuring and insolvency, Tier 3 firm in tax and projects and energy, and Tier 4 firm in intellectual property.
- *Asian-mena Counsel – In-House Community* Firm of the Year for: Anti-Trust/ Competition and Capital Markets; and the Most Responsive Firm of the Year, Indonesia, 2016.
- Named one of Indonesia's top 3 law firms by *Asian Legal Business*, 2016.
- Highly recommended for 7 practice areas by *Asialaw Profiles* in 2016.

See partner profile on page 209



ACHIEVEMENTS & ACCOLADES

- *Chambers Asia Pacific 2017* Band 1 firm in capital markets, competition/antitrust, banking and finance, corporate M&A and disputes, and Band 2 firm in real estate, employment, project finance and telecommunications.
- *Legal 500 Asia Pacific 2017* Tier 1 firm in aviation, dispute resolution, IT & telecoms, capital markets, corporate/M&A and banking and finance, Tier 2 firm in shipping, employment, real estate and restructuring and insolvency, Tier 3 firm in tax and projects and energy, and Tier 4 firm in intellectual property.
- *Asian-mena Counsel – In-House Community Firm of the Year* for: Anti-Trust/ Competition and Capital Markets; and the Most Responsive Firm of the Year, Indonesia, 2016.
- Named one of Indonesia's top 3 law firms by *Asian Legal Business*, 2016.
- Highly recommended for 7 practice areas by *Asialaw Profiles* in 2016.

MAIN PRACTICE AREAS

- Banking & Finance
- Capital Markets
- Debt & Corporate Restructuring
- Mergers & Acquisitions
- Foreign Direct Investment
- Competition Law
- Dispute Resolution
- Energy, Oil and Gas
- Projects & Natural Resources
- Telecommunications & Media
- Real Estate
- Intellectual Property
- Islamic Finance
- Shipping & Aviation
- Labor Law
- Tax and Customs
- Anticorruption & Good Corporate Governance Compliance



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MEMBER OF RAJAH & TANN ASIA NETWORK



Lubis Ganie Surowidjojo

Menara Imperium, 30th Fl.
Jl. H.R. Rasuna Said Kav. 1
Jakarta 12980, Indonesia

Tel: (62) 21 831 5005, 831 5025
Fax: (62) 21 831 5015, 831 5018

Year Established: 1985
No. of Employees: 115

Email: lgs@lgslaw.co.id
Website: www.lgslaw.co.id

Languages Spoken: Indonesian, English, German, Dutch.

Main Practice Areas

Corporate Transactions, including: Banking & Finance, Foreign and Domestic Investment, Infrastructure & Utilities, Project Finance, Energy Law, Antitrust Law, Mining Law, Shipping Law & Ship Finance, Mergers & Acquisitions, Capital Market Transactions and Property Law.

Corporate Litigation, including: Alternative Dispute Resolution and Antitrust Litigation.

Firm Profile

Founded by Mr. Timbul Thomas Lubis, Dr. Mohamed Idwan Ganie and Mr. Arief Tarunakarya Surowidjojo in 1985, Lubis Ganie Surowidjojo (LGS) is widely recognized as one of the most dynamic and leading law firms in Indonesia. The firm is consistently ranked at the top of the league for every area of its practice and the firm has grown into one of the largest corporate transaction & corporate litigation firms in Indonesia. With over more than 100 of experienced and well-trained lawyers, the firm has long history of continuously providing the highest quality legal service and achieving successful transactions for its clients.

LGS has been involved in some of the largest and most complex commercial transactions and corporate litigation cases in Indonesia. The firm undertakes high level legal work for a variety of its clients, ranging from domestic to multinational corporations, public and private companies, to Government instrumentalities and state owned enterprises. The firm's ability to provide its clients with legal, commercial and strategic solutions is built on successful experience, passion and the desire to understand the commercial context of a business.

LGS has obtained Lloyd's Register Quality Assurance certifications of ISO 9001:2008 for Quality Management systems and ISO 14001:2004 for Environmental Management systems to ensure the quality of the firm's operations.

Founding Partners:

Timbul Thomas Lubis specializes in commercial transactions and company law, as well as labour, property and real estate law.

Mohamed Idwan is the Managing Partner of Lubis Ganie Surowidjojo. Dr. Ganie specializes in commercial transactions, shipping & transportation law, commercial dispute resolution, and also focuses on corporate compliance and governance issues.

Arief Tarunakarya Surowidjojo specializes in corporate law and has acted as the lead lawyer in hundreds of IPOs, rights issues and other capital market transactions, and more than 100 M&A deals.

Partners:

Abdul Haris Muhammad Rum's field of expertise includes general corporate, restructuring, capital markets, M&A, project finance, energy and infrastructure law.

Harjon Sinaga heads the Lubis Ganie Surowidjojo litigation section. He has a strong general corporate background and specializes in commercial litigation, concentrating in the fields of bankruptcy and antitrust.

Rofik Sungkar's practice focuses on litigation, concentrating in the fields of debt restructuring, bankruptcy and general corporate law.

Dini Retnoningsih specializes in corporate transactions, General Corporate, M&A, Investment, Capital Market, Structured Finance and Financing.

Mochamad Fajar Syamsualdi specialises in M&A and corporate finance.

Ahmad Jamal Assegaf's practice focuses in M&A, Banking & Finance, Investment and Insurance.

Representative Clients: Adaro Indonesia; American Bureau of Shipping; Astra International; Astratel Nusantara; Bank Mandiri; Blue Bird Group; Charoen Pokphand Indonesia; DBS Bank; Goldman Sachs; Government of the Republic of Indonesia; Hitachi; Hutchison (Hong Kong); Indonesia Infrastructure Guarantee Fund; Indonesian State Electricity Company (PLN); Japan Tobacco International Indonesia; Krakatau Steel; Medco Energi International; Ministry of Finance of the Republic of Indonesia; Mitsui & Co ; Sumitomo; Pamapersada Nusantara; Sampoerna Strategic; Sime Darby (Malaysia); Standard Chartered Bank; Sumitomo; Temasek Holdings; and Unilever Indonesia.

See partner profile on page 210

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LGS Online

LGS Online provides an enormous legal database compiled by LGS of its international corporate practice in Indonesia and the region. With a simple click, members of LGS Online will be able to access necessary information and data on how to protect their business interest in Indonesia.

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Lubis Ganie Surowidjojo



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Fax: (62) 21 2522750, 2522751, 2521830
Email: info@makarim.com

Contact: Lia Alizia, Managing Partner
lia.alizia@makarim.com

Year Established: 1980

Website: www.makarim.com

Languages Spoken: Indonesian, English, French, Italian.

International Grouping

World Services Group; World Law Group; TRACE International Indonesian representative firm.

Main Practice Areas

- Alternative Investment Funds (inc. Private Equity)
- Anti-Trust/Competition
- Aviation
- Banking and Finance
- Capital Markets
- Compliance/Regulatory
- Corporate and M&A
- Employment
- Energy & Natural Resources
- Environmental
- Insurance
- Intellectual Property
- International Arbitration
- Litigation and Dispute Resolution
- Maritime & Shipping
- Projects and Project Financing (inc. Infrastructure)
- Real Estate/Construction
- Restructuring and Insolvency
- Telecommunications, Media & Technology

Firm Profile

Makarim & Taira S. grew rapidly into an internationally recognised, full service practice, with an impressive range of household names on our client list. We deliver real world business solutions, based on our in depth understanding of the complexities of operating in a rapidly evolving Indonesia.

Long considered one of Indonesia's leaders in Corporate and Banking/Finance practices, we've been recognised for our work on high profile infrastructure and power projects.

Integrity is important to us. We provide cutting edge advice that gets results, but we never expose our clients to unacceptable risks and this is why our business relationships are so longstanding. Clients stay with us because we give them practical solutions they can trust.

Our expertise is also sought by the Indonesian government, which has invited M&T to provide advice on a number of key legislative developments. This means we have unique insight into the evolution of Indonesia's legal environment insight which means we can anticipate changes and protect the business interests of our clients. We are fully committed to the future prosperity of both Indonesia and our clients.

We've been here for almost thirty seven years and remained independent, and many international law firms trust us when they need people who know Indonesia, and need a team which delivers. We're here for good and our heritage is proof.

Recognition

- Makarim & Taira S. was named an IFLR1000 Top Tier Law Firm 2017 for Project Finance and a recommended Law Firm in Indonesia for Banking, Capital Markets, Energy and Infrastructure, Restructuring and Insolvency and M&A.
- Makarim & Taira S. was acknowledged as Outstanding Firm for its Labor and Employment Practice and selected as highly recommended Indonesian Law Firm for Banking and Finance, Capital Markets, Construction and Real Estate, Corporate/M&A, Energy and Natural Resources, Project Finance and Restructuring and Insolvency by Asialaw Profiles 2016.
- The Legal 500 named Makarim & Taira S. as a Top Tier Law Firm Legal 500 Asia Pacific 2016 for Employment and Real Estate as well as a recommended Law Firm for Banking and Finance, Capital Markets, Corporate and M&A, Dispute Resolution, Projects & Energy, Restructuring & Insolvency.
- Makarim & Taira S. was named an 'In-House Community Firm of the Year 2015' by Asian-mena Counsel for its Natural & Resources and Insurance practices. Makarim & Taira S. was also voted the 'Most Response Domestic Law Firm' and received 'Honorable Mention' in Indonesia.

See [partner profile](#) on page 210



MAKARIM & TAIRA S.
COUNSELLORS AT LAW

When experience matters

"A good lawyer must be strong in legal method, but they must also stay ahead of trends. At M&T we have a team of strong, knowledgeable lawyers who educate themselves constantly."
(Nono Anwar Makarim)

MAKARIM & TAIRA S.
COUNSELLORS AT LAW

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Jl. Jend. Sudirman Kav. 61-62
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Makes & Partners

Menara Batavia 7th Floor
Jl. K.H. Mas Mansyur Kav.126
Jakarta 10220, Indonesia
Tel: (62) 21 574 7181 (Hunting)
Fax: (62) 21 574 7180
Email: makes@makeslaw.com

Number of employees: 35
Offices in Asia: 1
Year Established: 1993

Website: www.makeslaw.com

Languages Spoken: Bahasa Indonesia, English.

Main Practice Areas

- Capital Markets
- Infrastructure
- Corporate/M&A
- Real Estate
- Banking and Finance
- Restructuring and Insolvency

Firm Profile

Makes & Partners is an independent, innovative and creative Indonesian law firm and a leader in the Indonesian corporate finance and corporate commercial legal services market.

The Firm's practice areas include, among others, capital markets, mergers and acquisitions, corporate finance, banking, project finance (including public utilities projects such as power plants and gas pipelines), corporate, debt restructurings, litigation and dispute resolution.

Makes & Partners is in a strategic Pan-Asian alliance with top tier Singapore firm WongPartnership LLP for the provision of seamless legal services in the greater Asia region.

Makes & Partners is a fully independent law firm, with a history of forward thinking. As a trendsetter we have achieved a number of "firsts" in Indonesia. We advised on the first IPO of an Indonesian real estate investment trust on the Singapore Stock Exchange, the first privatization of an Indonesian State-Owned Company, first Voluntary Tender Offer, first non-cash settlement Rights issue and many others. Our track record shows a propensity for innovation and groundbreaking achievement. Makes & Partners is, undeniably, in the forefront of the Indonesian corporate legal profession.

We are a law firm of business-minded and result-oriented lawyers. Our passion in Capital Markets, Mergers and Acquisitions, and Corporate and Financial Law drives us to achieve the best for our clients. We undertake your projects and transactions with a sense of urgency, and with thorough process, resulting in better speed-to-completion with unwavering quality.

Our Philosophy: Our success and reputation as one of the premier Indonesian law firms is based on our philosophy that "solving legal problems is more than just knowing the law." We take a collaborative approach that focuses on our client and the business situation. Frequently, our clients will view us as part of the team. This philosophy guides us to provide tailored legal solutions with innovative structures that is commercially viable and fulfills our clients' objectives.

Our Social Responsibility: We are deeply committed to the Indonesian legal profession. Our partners are active members of the Faculty of Law in the prestigious University of Indonesia and University of Pelita Harapan.

Senior Partner Iwan Setiawan is an esteemed consultant to local regulatory authorities such as the Investment Coordinating Board (BKPM) and the Financial Services Authority (OJK).

Our Relationships: In our more than 20 years of practice in Indonesia we have developed solid relationships with government agencies, and the Indonesian legal community. Our lawyers are assisted by special counsel attorneys who have served as senior officials in government ministries and the Supreme Court. We have also developed solid relations with a number of top tier law firms in the U.S., U.K., Europe, Asia Pacific, Singapore and Australia. We will be pleased to provide information on our selective international networking, upon request or as the transaction may require.

Recognition

- **Yozua Makes – 2017 In-House Community External Counsel of the Year – Asian-mena Counsel**
- **2014 and 2016 Boutique Law Firm of the Year – Asian Legal Business Indonesia Awards**
- **2014 Indonesia National Law Firm of the Year – IFLR**

See partner profile on page 210



MAKES & PARTNERS

LAW FIRM

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KEY CONTACTS

Dr. Yozua Makes, S.H., LL.M, MM.
Email: ymakes@makeslaw.com

Mr. Iwan Setiawan, S.H.
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Mochtar Karuwin Komar (MKK)

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Jakarta 12920 Indonesia
P.O. Box 2844 Jakarta 10001

Tel: (62) 21 571 1130
Fax: (62) 21 571 1162 or 570 1686
Email: mail@mkklaw.net

Fee Earners: 41

Website: www.mkklaw.net

Main Practice Areas

- Investment – Mergers & Acquisitions
- Banking and Finance
- Aircraft and shipping finance
- Cross border finance
- Infrastructure Development & Project Finance
- Securitisations
- Structured Finance
- Tax Law
- Capital Markets
- Oil & Gas
- Mining & Natural Resources
- Restructuring and Bankruptcy
- Marketing and Trade Regulation
- Telecommunications & Information Technology
- Labour Law
- Litigation Support and Alternative Dispute Resolution

Firm Profile

Established in 1971, in the early stage of the modernisation of Indonesia's laws, MKK is one of Indonesia's oldest and largest law firms. We bring to bear four decades of insight for our practice of the law. From the outset our focus has been on quality and commercially sensible legal services delivered in a timely and cost effective manner. A substantial number of our lawyers have studied abroad, and many have advanced degrees from leading universities in the United States, Great Britain, the Netherlands, Australia and Japan.

Each client is served by their own dedicated team of lawyers, led by an MKK partner who has primary responsibility for the firm's relationship with the client. The partner, assisted by a foreign advisor, carries out or oversees all that client's work. Where specialised skills are required, lawyers with the appropriate expertise are brought in to form a focused MKK team. The partner and advisor are directly involved in, and take responsibility for, all work carried out on behalf of their client, ensuring the client's needs are met. Clients have direct access to the responsible partners and advisors at all times.

MKK serves clients around the globe. In addition, we work with many international law firms from the United States, Europe, Australia and Asia and with leading local law firms in the ASEAN countries. For more about MKK, including biographies of our lawyers, see our website at www.mkklaw.net.

Awards

- Most Outstanding Law Firm for M&A Tax Structuring 2016, *Acquisition International*
- Full Service Law Firm of the Year 2016, *Global Awards*
- Commercial Law Firm of the Year 2016, *Corporate Livewire*
- Top Tier firm in Aviation, Employment, Restructuring and Insolvency and Shipping, *Legal 500 Asia Pacific*
- Outstanding Law Firm 2016, *AsiaLaw*



Firm Profile

Established in 1971, in the early stage of the modernisation of Indonesia's laws, MKK is one of Indonesia's oldest and largest law firms. We bring to bear four decades of insight for our practice of the law. From the outset our focus has been on quality and commercially sensible legal services delivered in a timely and cost effective manner. A substantial number of our lawyers have studied abroad, and many have advanced degrees from leading universities in the United States, Great Britain, the Netherlands, Australia and Japan. Each client is served by their own dedicated team of lawyers, led by an MKK partner who has primary responsibility for the firm's relationship with the client. The partner, assisted by a foreign advisor, carries out or oversees all that client's work. Where specialized skills are required, lawyers with the appropriate expertise are brought in to form a focused MKK team. The partner and advisor are directly involved in, and take responsibility for, all work carried out on behalf of their client, ensuring the client's needs are met. Clients have direct access to the responsible partners and advisors at all times. MKK serves clients around the globe. In addition, we work with many international law firms from the United States, Europe, Australia and Asia and with leading local law firms in ASEAN countries. For more about MKK, including biographies of our lawyers, see our website at www.mkklaw.net

Main Practice Areas

- Investment – Mergers & Acquisitions
- Banking and Finance
- Aircraft and shipping finance
- Cross border finance
- Infrastructure Development & Project Finance
- Securitisations
- Structured Finance
- Tax Law
- Capital Markets
- Oil & Gas
- Mining & Natural Resources
- Restructuring and Bankruptcy
- Marketing and Trade regulation
- Telecommunication & Information Technology
- Labour Law
- Litigation Support and Alternative Dispute Resolution

Awards

- Most Outstanding Law Firm for M&A Tax Structuring 2016, *Acquisition International*
- Full Service Law Firm of the Year 2016, *Global Awards*
- Commercial Law Firm of the Year 2016, *Corporate Livewire*
- Top Tier firm in Aviation, Employment, Restructuring and Insolvency and Shipping, *Legal 500 Asia Pacific*
- Outstanding Law Firm 2016, *AsiaLaw*

SSEK Legal Consultants

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Jl. Jend. Sudirman Kav. 28
Jakarta 12920, Indonesia
Tel: (62) 21 521 2038
Fax: (62) 21 521 2039
Email: info@ssek.com

Contact: Rusmaini Lenggogeni, Managing Partner
Email: rusmainilenggogeni@ssek.com

Number of Employees: 140
Year Established: 1992

Website: www.ssek.com

Languages Spoken: English, Indonesian and others.

Main Practice Areas

- Antitrust & Competition Law
- Banking & Finance
- Energy, Mining & Geothermal
- Forestry & Plantations
- Insurance
- Labor & Employment
- Mergers & Acquisitions
- Real Estate
- Risk Management & Compliance
- Tax Law
- Arbitration & Dispute Resolution
- Capital Markets & Securities
- Environment
- Infrastructure & Project Finance
- IT & Telecoms
- Litigation
- Oil & Gas
- Restructuring & Insolvency
- Shipping & Logistics

Firm Profile

Since 1992, SSEK Indonesian Legal Consultants has provided world-class legal services to multinational companies and domestic firms across a range of practice areas. SSEK specializes in cross-border deals and works with the biggest companies doing business in Indonesia, helping them realize and maximize their investment goals. SSEK has 25 years of experience and is one of the largest and most highly regarded independent law firms in Indonesia.

SSEK has been described as a “high-caliber and sophisticated” firm that gives “thorough and effective advice” (Chambers Asia-Pacific). Another client said: “[SSEK] are most likely the only firm to be able to pull off the complex structures we look for in a successful conclusion to an acquisition” (IFLR1000).

A full-service corporate law firm, SSEK has a strong international reputation in mergers and acquisitions, foreign investment, banking and finance, power, shipping, mining and natural resources, oil and gas, employment law, and project finance. SSEK has established relationships with all the key Indonesian government agencies and ministries, allowing it to keep clients up to date on the latest regulations and guide them through the often complex process of doing business in Indonesia.

SSEK’s 60 partners, associates and advisers have the expertise and experience to craft innovative solutions to the real-world problems faced by clients in the challenging legal environment of Indonesia.

Recognition and Awards

SSEK was named by Who’s Who Legal as the Indonesian Law Firm of the Year for 2014, becoming the only law firm in Indonesia to receive this award on six occasions. SSEK was recognized as the 2013 Indonesian Law Firm of the Year by Chambers Asia, an honor it also received in 2011. SSEK is regularly ranked as a top-tier law firm by IFLR1000, Legal 500, Chambers Asia and Asia Law & Practice across all major practice areas, including banking and finance, capital markets, labor and employment, mergers and acquisitions, projects and natural resources, real estate, shipping, and tax law. SSEK’s lawyers have been honored on numerous occasions for their work in these practice areas.

- Indonesian Law Firm of the Year 2014, 2013, 2012, 2008, 2007, 2006 – Who’s Who Legal
- Indonesian Law Firm of the Year 2013, 2011 – Chambers Asia-Pacific
- Asian-mena Counsel Firm of the Year 2009-2016
- IFLR Deal of the Year 2016 – Restructuring Deal of the Year
- Asian-mena Counsel Deal of the Year 2016 – Corporate/M&A

See partner profile on page 211

SSEK

Indonesian Legal Consultants



“ This is the firm I instinctively call when I have an Indonesian law question ”

Chambers and Partners

THE FIRM

SSEK Legal Consultants was established in 1992 and is now one of the largest corporate and commercial law firms in Indonesia and one of the most highly regarded firms in the country. SSEK advises leading multinational and domestic companies across a range of practice areas, including M&A, oil and gas, mining, energy, and the full range of corporate and financial services. SSEK was recognized as the 2014 Indonesian Law Firm of the Year by Who's Who Legal and was named the 2013 Indonesian Law Firm of the Year by Chambers Asia. We have the experience and expertise to help clients minimize risk and achieve their business goals.

PRACTICE AREAS

Antitrust & Competition Law	IT & Telecommunications	Real Estate
Arbitration & Dispute Resolution	Labor & Employment	Restructuring & Insolvency
Banking & Finance	Litigation	Risk Management & Compliance
Capital Markets & Securities	Mergers & Acquisitions	Shipping & Logistics
Energy	Mining & Natural Resources	Tax Law
Infrastructure Development	Oil & Gas	
Insurance	Project Finance	

Managing Partner
Rusmaini Lenggogeni

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LinkedIn [company/ssek-legal-consultants](https://www.linkedin.com/company/ssek-legal-consultants)

Japan firms
online here:



JAPAN



In-House Community Survey

Representing Corporate Japan, 2016

KEY ISSUES AND CONCERNS

Implementing the Tokyo Stock Exchange's new corporate governance code, which is a key plank of the government's growth strategy, is keeping many in-house teams busy. While Japan's boardrooms are long overdue for modernisation, there remain concerns among in-house lawyers that box-ticking may still be the order of the day rather than meaningful changes in practice. "No news is not good news when it comes to compliance issues, which I think are perhaps not being raised in Japan — maybe for fear of retaliation or other reasons," said one respondent.

Indeed, "communication with the board" was mentioned by one respondent as the biggest challenge facing in-house counsel in Japan.

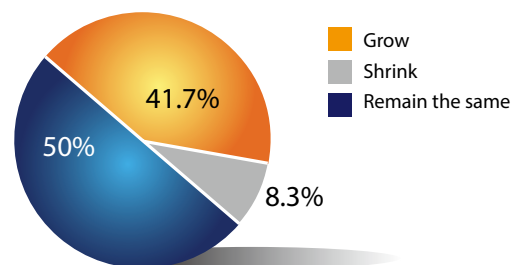
Japan's shrinking population and weak economic growth are also presenting challenges for counsel, particularly as a result of the international expansion that many companies are undertaking as they search for better prospects overseas. Several respondents mentioned M&A and global expansion as issues they are coping with, and this is a significant driver of growing in-house legal teams. Indeed, respondents in Japan are more likely to be growing their team than in any other country we surveyed.

Despite the growth of their own internal capacity, respondents in Japan were among the least likely in the region to say that they are using external counsel less and less.

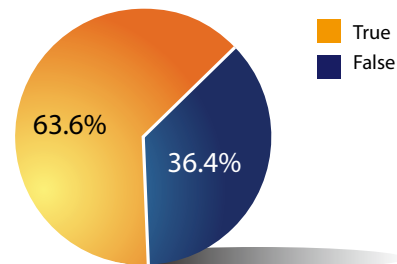
However, some counsel in Japan are also facing pressures that are familiar to their peers around the region, such as managing with limited resources, being more proactive with the business side and "having to do non-legal work like insurance and risk management".

JAPAN

In the coming year, do you expect your in-house team to...



I have used/ would be willing to use a 'new model law firm':



AT A GLANCE

Average team size: 26

Growth trend: Remain the same (50%)

Using external counsel less: 31%

Recruitment: Legal recruiters (91.7%)

General recruiters (16.7%)

Linkedin (8.3%)

For regional in-house survey findings, see pages 4-6.



KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Adachi, Henderson, Miyatake & Fujita	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Allen & Overy	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Anderson Mori & Tomotsune	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	423
Ashurst Horitsu Jimusho	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Gaikokuho Kyodo Jigyo	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	120~
Atsumi & Sakai	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	166
Baker McKenzie (Gaikokuho Joint Enterprise)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	145
City-Yuwa Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	58
Clifford Chance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	7
Davis Polk & Wardwell	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3
Debevoise & Plimpton	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	21
DLA Piper Tokyo Partnership	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1
Finnegan, Henderson, Farabow, Garrett & Dunner, LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Freshfields Bruckhaus Deringer	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	55
Herbert Smith Freehills	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
Hogan Lovells Horitsu Jimusho	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Gaikokuho Kyodo Jigyo	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Jones Day	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
K&L Gates Gaikokuho Joint Enterprise	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
King & Spalding	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
Kitamura & Makiyama				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Kojima Law Offices				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	21
Latham & Watkins	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	16
Linklaters MR				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Milbank, Tweed, Hadley & McCloy LLP		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Mitsui Company	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
Morgan, Lewis & Bockius LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	14
Mori Hamada & Matsumoto MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Morrison & Foerster LLP Registered				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	120
Associated Offices of Ito & Mitomi MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	367
Nagashima Ohno & Tsunematsu	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	82
Nakamura & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	574
Nishimura & Asahi	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	17
Norton Rose Fulbright	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
O'Melveny & Myers LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Oh-Ebashi LPC & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	29
Orrick, Herington & Sutcliffe LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Paul Hastings Foreign Law																						
Joint Enterprise	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	

KEY
✓ Active in this practice area
✓ One of the firm's five largest practice areas
In-House Community Recognition
MR An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Paul, Weiss, Rifkind, Wharton & Garrison LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Ropes & Gray LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
Shearman & Sterling LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Sidley Austin Nishikawa	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Simmons & Simmons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	360
in association with TMI Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11
Simpson Thacher & Bartlett LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Squire Gaikokuho Kyodo	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Jigyō Horitsu Jimusho	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Sullivan & Cromwell LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
TMI Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	55
Ushijima & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	2
Vinson & Elkins LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	48
White & Case LLP – White & Case Law Offices (Registered Association)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Yamasaki & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

The following firms advise on issues related to this jurisdiction from offices elsewhere: Ogier Reed Smith

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

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... AND SEND THEM AN



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IN-DEPTH FIRM PROFILES.....P.82

Malaysia firms
online here:



MALAYSIA



In-House Community Survey

Representing Corporate Malaysia, 2016

KEY ISSUES AND CONCERNS

Counsel in Malaysia report growing demands on them, resulting in “mounting pressures and less work-life balance” as more companies put in place hiring freezes and cost-saving initiatives. The introduction of new regulations is also creating additional liability issues to teams that are already overworked.

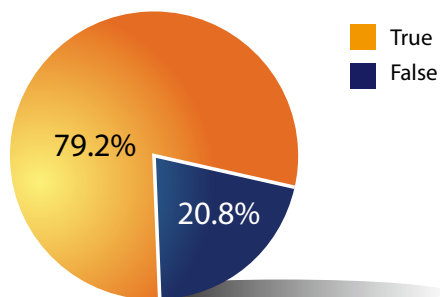
While the divide between legal teams and the business side is a consistent issue across the region, in-house lawyers in Malaysia mentioned it more commonly. Asked about their biggest challenge, one respondent summed up the sentiment: “Getting my colleagues to understand that for me to function well, they must provide input on what they require and not depend on me to draw up commercial terms as well.”

Hiring was also mentioned as a challenge, with several respondents describing the difficulty of finding good lawyers, which may explain why they are more likely than any other respondents to be willing to use “new model” legal services providers.

Looking forward, by far the most important issue during the next 12 months was compliance with changes to the Companies Act and increasing activity under the Personal Data Protection Act.

MALAYSIA

I have used/ would be willing to use a 'new model law firm':



AT A GLANCE

Average team size: 13

Growth trend: Remain the same (65%)

Using external counsel less: 57%

Recruitment: Legal recruiters (52.6%)

General recruiters (31.6%)

Placing job advertisements (31.6%)

For regional in-house survey findings, see pages 4-6.

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MEMO COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Anti-Trust/Competition	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Abdul Raman Saad & Associates (popularly known as ARSA Lawyers)																							n/a
Abdullah Chan & Co	✓																						12
Albar & Partners	✓																						40
AmerBON, Advocates																							8
Azim, Tunku Farik & Wong	✓																						n/a
Azmi & Associates MR	✓																						70
Chellam Wong																							6
Chooi & Company																							32
Christopher & Lee Ong – Member of Rajah & Tann Asia Network MR	✓																						65+
Chua Associates	✓																						8
Deol & Gill, Advocates & Solicitors	✓																						14
Ella Cheong IP Services Sdn. Bhd.																							4
Herbert Smith Freehills MR																							7
Jayadeep Hari & Jamil	✓																						n/a
Jeff Leong, Poon & Wong																							34
Kadir Andri & Partners	✓																						n/a
Lee Hishammuddin																							103
Allen & Gledhill MR	✓																						n/a
Lee, Perera & Tan																							n/a

See Page 82

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Lim Jo Yan & Co	✓		✓	✓	✓	✓	✓			✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	4
Mah-Kamariyah & Philip Koh				✓	✓	✓				✓							✓				✓	27
Marks & Clerk (Malaysia) Sdn Bhd											✓											5
Messrs Foong & Partners		✓	✓	✓	✓	✓	✓									✓	✓				✓	17
Mirandah Asia (Malaysia) Sdn Bhd											✓					✓	✓				✓	20
Putri Norlisa Chair	✓		✓	✓	✓	✓	✓				✓					✓	✓				✓	12
Rahmat Lim & Partners MR		✓	✓	✓	✓	✓	✓				✓					✓	✓				✓	69
Raja, Darryl & Loh MR		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	66
Raslan Loong	✓		✓	✓	✓	✓		✓	✓							✓	✓	✓	✓	✓	✓	8
Ravindran			✓	✓	✓	✓					✓					✓	✓	✓	✓	✓	✓	2
Sedgley & Co	✓			✓	✓	✓	✓	✓			✓					✓	✓	✓	✓	✓	✓	4
Seow & Associates					✓	✓	✓				✓						✓	✓	✓	✓	✓	4
Shearn Delamore & Co. MR	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	110
Shook Lin & Bok, Kuala Lumpur	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	78
Skirne MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
T S Oon & Partners		✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	n/a
Tay & Partners	✓	✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	29
Thomas Philip				✓	✓	✓	✓			✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	15
Trowers & Hamlin	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	7
Wong & Partners (member firm of Baker McKenzie International) MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	74

See Page 84

See Page 86

KEY	
✓	Active in this practice area
✓	One of the firm's five largest practice areas
In-House Community Recognition	
MR	An ASIAN-MEMO COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
MR	Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	18
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	154
MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	26
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	90

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP
 Davis Polk & Wardwell
 Norton Rose Fulbright
 Shearman & Sterling
 Stephenson Harwood

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

ASIAN-MENA COUNSEL Weekly Briefing

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informative, helpful
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Qiang Wang,
General Counsel,
SINOMACH

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Azmi & Associates

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203 Jalan Bukit Bintang,
55100 Kuala Lumpur, Malaysia.
Tel: (603) 2118-5000
Fax: (603) 2118-5111
Email: general@azmilaw.com

Contact: Dato' Azmi Mohd Ali (Senior Partner)
Number of Employees: 150 (70 of them are lawyers)
Office in Asia: Kuala Lumpur, Malaysia; Johor Bahru, Malaysia; and Singapore.
Year Established: 2000

Website: www.azmilaw.com

Languages Spoken: English, Bahasa, Mandarin.

Main Practice Areas

- Corporate & Commercial
- Banking & Finance
- Aviation
- Mergers & Acquisitions
- Islamic & Takaful Finance
- Admiralty, Shipping & Maritime
- Compliance & Regulatory
- Insurance
- Energy, Oil & Gas
- Capital Debt Market & Listing
- Restructuring & Reorganisation
- Transportation & Logistics
- Competition Law
- Insolvency & Bankruptcy
- IT, Media & Telecommunications
- Real Estate & Property
- Venture Capital
- Intellectual Property
- Projects, Utilities & Infrastructure
- Fund Raising & Fund Structuring
- Employment & Labour
- Foreign Investments
- Trust & Endowment
- Litigation (Corp. & Comm.)
- International Trade & Commerce
- Wealth Management & Succession
- Mediation, Arbitration & Dispute Resolution

Firm Profile

Azmi & Associates is a full-service Malaysian corporate law firm headquartered in Kuala Lumpur with offices in Johor Bahru, Singapore and Jakarta, Indonesia (joint venture office). We have been catering to our clients' legal needs in Asia for over a decade.

We are a team of 70 lawyers (16 Partners and 54 Associate Lawyers) assisted by 15 trainee lawyers and 80 qualified and trained support personnel making a team of 165. Our team is diverse, multi-lingual, internationally trained with a modern outlook and proactive approach. We also take pride in being one of the select few law firms of Malaysia to have an active China Desk managed by Mandarin proficient lawyers.

Our association with Terralex (USA) (17000 Lawyers in 100 countries), ASEAN Plus Group (750 Lawyers in 8 ASEAN Plus countries) and First Law International (Europe) (4000 Lawyers in 50 countries) extends our reach to more than 100 jurisdictions and provides us access to more than 2000 lawyers.

A decade of experience within the legal industry, a wide network base and a diverse and robust workforce, enables us to provide seamless delivery of services to our clients around the globe.

Recognition & Awards

- 2017 - Corporate and M&A – Leading Individuals, Asia Pacific - Dato' Azmi Mohd Ali – The Legal500
- 2016 - Best Islamic Finance Law Firm – Global Islamic Finance Awards (GIFA)
- 2016 - Client Choice Awards (M&A Category – Dato' Azmi Mohd Ali)
- 2015 - Law Firm of the Year for Islamic Finance category – Asean-mena Counsel In-House Community
- 2014 - Malaysia Law Firm of the Year – Asian Legal Business
- 2013 - Top 10 Largest Law Firm in Malaysia – Asian Legal Business
- 2013 - Winner for Lawyers World Annual Awards – Lawyers World
- 2013 - Felda Global Ventures Holdings Berhad IPO – Islamic Finance News (under the category of "IPO of the Year")
- 2012, 2013, 2015 - Leading Lawyers/Law Firm – Banking & Finance, M&A, Capital Market, Corporate – Asialaw
- 2011 - Leading Lawyers (Banking & Capital Markets category) – Islamic Finance News
- 2011 - Leading Law Firm in Banking & Finance, Corporate / Mergers & Acquisitions – AsiaLaw Profiles
- 2010 - 2016 – Employer of Choice - Asian Legal Business
- 2010 - No. 1 of Legal Advisors to Malaysian Mergers & Acquisitions – Mergermarket League
- 2010 - Top 12 Leading Legal Firms in MIFC Directory – Bank Negara Malaysia

See partner profile on page 211



Our International Alliances:



Azmi & Associates is a full-service Malaysian corporate law firm comprising close to 70 lawyers with offices in Kuala Lumpur, Johor Bahru, Singapore and a joint-venture office in Jakarta, Indonesia.

We act as a cost-effective one-stop center to provide legal support for our clients' corporate objectives, from conception to completion of work.

Our resources extend globally due to the strength of our international alliances. Azmi & Associates participates actively in the TerraLex network of law firms (based in USA). We are also a member of ASEAN Plus Group, a network initiated to promote regional cooperation amongst well-rated law firms in the region and a member of First Law International (based in Europe).

With such wide network spanning around the globe and a robust team of highly qualified and internationally groomed lawyers, we are able to mobilise resources quickly and serve your business interests within and outside of Malaysia, seamlessly.

Our trusted commercially savvy solutions over the decade have gained us global recognitions on various international legal directory listings and publications of global reputations such as the Legal 500, Asian Legal Business, Chambers Global, AsiaLaw Profiles, Asian In-House Handbook and the International Financial Law Review 1000.

| PRACTICE AREAS |

- Corporate & Commercial
- Mergers & Acquisitions
 - Islamic Banking
- Financial Services & Banking
 - Capital & Debt Markets
- Venture Capital/Private Equity
- Litigation & Alternative Dispute Resolution
- Inbound and Outbound Investments
 - Intellectual Property
- Information Technology
 - Data Protection
 - Life Sciences
 - Energy, Oil & Gas
- Real Estate & Property Related Ventures
 - Projects & Concessions
- Fundraising & Debt Restructuring
 - Competition Law
 - Insurance
- International Trade
 - Admiralty & Shipping
- Transportation & Logistics
- Employment & Industrial Relations
- Wealth Management/Succession Planning
 - Trust/Endowment
 - Compliance
 - China-Related Works

WE STRIVE TO BE A WORLD-CLASS CORPORATE AND COMMERCIAL LAW FIRM, PROVIDING INTEGRATED, INNOVATIVE AND COMPREHENSIVE CLIENT-CENTRIC SOLUTIONS GLOBALLY BY SYNERGIZING HUMAN CAPITAL, TECHNOLOGY AND BEST PRACTICES.

Discover more about us at our website: www.azmilaw.com

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Raja, Darryl & Loh

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50350 Kuala Lumpur, Malaysia

Tel: (603) 2694 9999
Fax: (603) 2698 4759
Email: rdl@rdl.com.my

Contact: Dato' M. Rajasekaran

Number of Partners & Employees: 150
Offices in Asia: 1
Year Established: 1964

Website: www.rajadarrylloh.com

Languages Spoken: English, Bahasa Malaysia, Mandarin, Cantonese, Tamil.

Main Practice Areas and Contact Persons

- **Arbitration and Construction** – Chang Wei Mun (changweimun@rdl.com.my) & Choon Hon Leng (honleng@rdl.com.my)
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- **Corporate and Commercial** – Chew Phye Keat (chewphykeat@rdl.com.my) & Teh Yen Yen (joyceteh@rdl.com.my)
- **Competition Law and Antitrust** – Chew Phye Keat (chewphykeat@rdl.com.my)
- **Dispute Resolution** – Darryl S.C. Goon (darryl@rdl.com.my)
- **Employment & Industrial Relations** – Ravindra Kumar Rengasamy (ravindrakumar@rdl.com.my)
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- **Technology & Telecommunications, Data Protection** – Tong Lai Ling (tonglailing@rdl.com.my)
- **Unit Trusts & Insurance** – Christopher K. F. Foo (christopherfoo@rdl.com.my)

Firm Profile

Raja, Darryl & Loh draws from an established legacy of 50 years of providing local and international clients with a comprehensive range of legal services. With a team of more than 60 lawyers from diverse backgrounds, we are able to provide quick and efficient solutions to multifaceted and complex legal problems.

We offer a comprehensive and wide range of legal services that are constantly expanding and evolving in line with developments in law, business and technology. We offer our clients a generalist practice with specialist focused sections for specific areas. In matters that require consideration of different areas of the law, we combine the skills and expertise of our lawyers from different practice groups to offer the best possible representation or solution for the client.

Recognition and Awards

We have been consistently recommended by various publications including the Asia Pacific Legal 500, Asialaw Profiles, Chambers Asia Pacific, the In-House Community survey and the International Financial Law Review for our various practice Groups.

See partner profile on page 212



RAJA, DARRYL & LOH
advocates and solicitors

- > **ADVOCATES & SOLICITORS**
- > **ARBITRATORS & MEDIATORS**
- > **REGISTERED PATENT AGENTS**
- > **REGISTERED TRADE MARK AGENTS**
- > **REGISTERED INDUSTRIAL DESIGNS AGENTS**
- > **NOTARY PUBLIC**

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Raja Eileen Soraya Bt. Raja Aman
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Mark La Brooy
Tong Lai Ling
Tai Chu Wei
Teh Yen Yen
Maidzura Bt. Mohammed
Choon Hon Leng
Chong Kok Seng
Yvonne T. M. Ong
Chong Mei Mei
Wong Quan Sean
Ooi Huey Miin
Hor Shirley

Trowers & Hamlins LLP

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50088 Kuala Lumpur, Malaysia
Tel: (603) 2714 6200
Fax: (603) 2714 6214
Website: www.trowers.com

Contacts: Nick White, Partner and
Nick Edmondes, Partner
Email: nwhite@trowers.com
Number of employees: 9
Offices in Asia: Kuala Lumpur
Year Established: 2012

Languages Spoken: English, Bahasa Malaysia, Mandarin.

Main Practice Areas

- Banking and Finance
- Dispute Resolution
- Private Wealth
- Real Estate
- Corporate
- Energy and Infrastructure
- Projects

Firm Profile

Trowers & Hamlins LLP

Trowers & Hamlins is an international law firm. We are here to help businesses and governments change the way we live and work for the better. We do this by providing commercial advice geared towards tackling tomorrow's challenges in industry. We like to build enduring one-to-one relationships with our clients and develop long-term partnerships beyond transactional work. We provide a full range of corporate, business and commercial legal services.

Trowers & Hamlins in Asia and the Middle East

The international practice of Trowers & Hamlins undertakes work in many jurisdictions, but is particularly closely associated with Asia and the Middle East. In the Middle East we are considered to be regional specialists and we have broad geographical coverage and one of the largest, strongest and most experienced teams of lawyers.

Our connections with the Middle East date back to 1959. Trowers & Hamlins has long-established offices in **Abu Dhabi, Bahrain, Dubai, Oman** and in early 2015 became the first foreign law firm to secure a branch office licence in **Malaysia**.

Our **KL office** is particularly focused on providing international counsel-level support to major projects, and cross border investments for ASEAN clients in the ASEAN region and internationally, as well as applying our international experience of projects of a similar nature to important in-country projects, with particular focus on energy, infrastructure and PPP projects. Our range of clients and connections, and their fields of activity, are significant and varied. Our client base ranges from Government-linked companies, to infrastructure funds, developers, real estate companies, banks, contractors and engineers, the automotive industry, and sundry partners involved in international commercial activity and joint ventures.

Clients benefit from a high degree of partner involvement, quality control and accountability. Across the firm, technical expertise is matched by strength, in-depth knowledge and substantial back-up resources. There is a strong shared commitment to doing the job well and delivering consistently good service.

Recognition and Awards

- Winner of "Best Law Firm of the Year in Capital Markets" IFN Law Awards 2016
- Winner "Real Estate Team of the Year" at Legal Week's Corporate Counsel Middle East Awards 2016
- "Excellence in International Legal Services" The Law Society Excellence Awards 2015

International expertise, local presence

Trowers & Hamlins is an international law firm. We are here to help businesses and governments change the way we live and work. We do this by providing commercial advice geared towards tackling tomorrow's challenges in industry.

"Clients of Trowers & Hamlins LLP single out the team's 'excellent quality of advice and turnaround times', as well as its availability"

Legal 500, 2017

www.trowers.com



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PHILIPPINES



In-House Community Survey

Representing Corporate Philippines, 2016

KEY ISSUES AND CONCERNS

Similar to their peers across the region, in-house lawyers in our Manila community reported that they are experiencing increasing amounts of work and cost pressures, with several respondents mentioning that their roles are undervalued within the organisation. Indeed, the biggest challenge faced by one lawyer was described as “convincing management to establish a compliance department”.

Such complaints are surprising as compliance is the most common challenge cited in our survey — not only in the Philippines but also across the region. In particular, the new competition regime was mentioned as a source of added compliance issues, and several respondents also discussed cross-border compliance as a challenge. Asean integration is also an issue that is expected to consume more legal resources in the future.

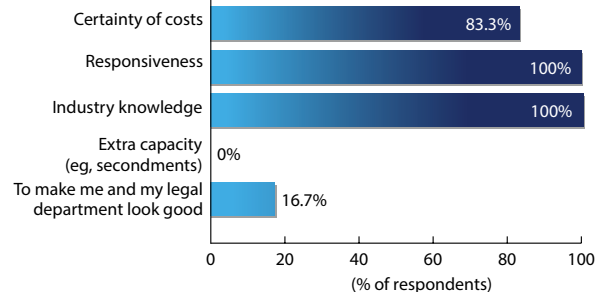
However, respondents in the Philippines were also among the most likely to say that their in-house team is growing, reflecting the fact that businesses in the country are somewhat insulated from the gloomy economic outlook in China.

Perhaps the most surprising result was the unusually honest number of respondents (over 16%) who confessed that what they really want from external counsel is to make their legal department look good.

PHILIPPINES

As a buyer of legal services, what I really want from external counsel is (choose the 3 from the below 5 options that matter to you most):

Multinational Companies:



AT A GLANCE

Average team size: 9

Growth trend: Remain the same (50%)

Using external counsel less: 45%

Recruitment: Using online job sites (45.5%)

Referrals by other in-house lawyers (45.5%)

Placing job advertisements (36.4%)

For regional in-house survey findings, see pages 4-6.

KEY ✓ Active in this practice area ✓ One of the firm's five largest practice areas		In-House Community Recognition  An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction  Most Responsive (Honourable Mention)		Alternative Investment Funds (Inc. PE) Aviation Banking and Finance Capital Markets Compliance/Regulatory Corporate and M&A Employment Energy and Natural Resources Environmental Insurance Intellectual Property International Arbitration Islamic Finance Life Sciences Litigation and Dispute Resolution Maritime and Shipping Projects and Project Financing (Inc. Infrastructure) Restructuring and Insolvency Taxation Telecommunications, Media & Technology Total Applicable Fee Earners	See Page 92	See Page 94
Angara Abello Concepcion Regala & Cruz Law Offices (ACCRALAW)	✓	✓	✓	✓	150	10
Baniqued & Baniqued				✓	11	n/a
Carag Jamora Somera & Villareal Law Offices		✓	✓	✓	10	60
Esquerria & Blanco			✓	✓	21	✓
Fortun Narvasa & Salazar		✓	✓	✓	28	✓
Gatmaytan Yap Patacsil						35+
Gutierrez & Protacio (O&G Law)		✓	✓	✓		13
Gulapa Law		✓	✓	✓		n/a
Hechanova Bugay Vichez & Andaya-Racadio			✓	✓		20
Kapunan Garcia & Castillo Law Offices		✓	✓	✓		3
Mirandah Asia (Philippines) Inc			✓	✓		10
Morales Justiniano Pena & Lumagui		✓	✓	✓		n/a
PJS Law		✓	✓	✓		60
Puno and Puno Law Offices (Puno Law)		✓	✓	✓		

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Quisumbing Torres (member firm of Baker McKenzie International) MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	54
Romulo Mabanta Buenaventura MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Sayoc & De Los Angeles MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	50
Siguion Reyna Montecillo & Ongsiako	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	152
SyCip Salazar Hernandez & Gatmaitan MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 96
Tan Aout Lopez & Pison Law Offices				✓	✓	✓	✓	✓	✓	✓	✓			✓		✓		✓	✓	✓	17
Villaraza & Angangco Law Offices (V&A LAW)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 98

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP
 Davis Polk & Wardwell
 Norton Rose Fulbright
 Shearman & Sterling
 Sidley Austin
 Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates
 Stephenson Harwood

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Angara Abello Concepcion Regala & Cruz Law Offices (ACCRALAW)

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Website: www.accralaw.com

Contact:
Managing Partner, Atty. Emerico O. de Guzman
Email: eodeguzman@accralaw.com; and
Co-Managing Partner, Atty. Regina Padilla-Geraldez
Email: rpgeraldez@accralaw.com

Number of Employees: Lawyers 154; Non-Legal Staff 156
Offices in Asia: Manila, Cebu City, Davao City
Year Established: 1972

Languages Spoken: English, Filipino, Spanish, French, Mandarin.

Main Practice Areas

- Alternative Dispute Resolution/ Arbitration
- Antitrust/Competition
- Banking and Finance
- Capital Markets / Securities
- Construction & Real Estate
- Corporate/M&A
- Corporate Rehabilitation, Restructuring/Insolvency
- Criminal Law
- Cross Border Litigation
- Data Privacy and Protection
- Energy/Oil and Gas/Renewable Energy
- Infrastructure
- Immigration
- Intellectual Property
- Intra Corporate/Proxy Fights/ Corporate Take-Overs
- IT/Telecommunications/Media
- Labor and Employment
- Litigation and Dispute Resolution
- Outsourcing Arrangements
- Private Equity
- Project Finance
- Government Contracts/Public Private Partnerships/Privatization Projects
- Taxation

Firm Profile

ACCRALAW is a premier Philippine Institutional business law firm reputed worldwide for its sterling track record in the practice of law, its continuing responsiveness to client and industry needs, and for its innovative approach to providing its clientele timely, creative, and strategic legal solutions matched with cost-effective administration and expert handling of clients' requirements. The Firm is known for its excellent handling of diverse, significant, and complex business projects and transactions for both local and multinational clients, and has been involved in landmark litigation cases. It enjoys a leadership position locally in most major practice areas. ACCRALAW has the distinct advantage of consistently being invited by the Philippine Congress, regulatory agencies, the Bangko Sentral ng Pilipinas, the Supreme Court of the Philippines – to assist in the drafting and/or review of landmark laws or issuances. The Firm has an impressive network of correspondent law firms and bar associations in the primary business centers of the world. Its strong presence locally, enhanced by its global experience and expertise, makes ACCRALAW truly distinct.

Recognition and Awards *(selected highlights)*

- An Asian-mena Counsel – In-House Community Most Responsive Firm of the Year, and Firm of the Year for: Anti-Trust/ Competition; Employment/Labor; Litigation and Dispute Resolution; Real Estate/ Construction; Telecommunications, Media & Technology in the Philippines.
- Outstanding Firm – Asialaw Profiles: Corporate M&A, Dispute Resolution, Intellectual Property, Labour & Employment.
- Band 1 – Chambers Asia Pacific: Banking & Finance, Capital Markets, Dispute Resolution, Employment, Intellectual Property.
- Top-Tier Firm – Legal 500 Asia Pacific: Employment, Intellectual Property, Real Estate & Construction, Capital Markets, Dispute Resolution, Immigration, Law Firms in Cebu, Law Firms in Davao.
- Tier 1 – IFLR1000: Capital Markets, Restructuring & Insolvency, Corporate and Special Projects Philippines – Lawyer International Global Awards; Intellectual Property Law Firm of the Year – Lawyer International Global Awards.
- Tier 1 – Managing Intellectual Property: Copyright – Recommended Law Firm: ACCRALAW; Patent; Trademark Contentious; Trademark Filing and Prosecution

See partner profile on page 213



ACCRALAW TOWER



ANGARA ABELLO CONCEPCION REGALA & CRUZ

LAW OFFICES
(ACCRALAW®)



SETTING THE PACE OF EXCELLENCE IN THE PRACTICE OF LAW

Angara Abello Concepcion Regala & Cruz Law Offices (ACCRALAW) is the country's premier law firm with a cohesive multi-disciplinary team of legal professionals who possess in-depth knowledge in specialized fields of law, backed by extensive experience of over forty years in the practice of law in the Philippines. From a core group of seven lawyers at its inception in 1972, the Firm has grown to a prestigious service organization of more than 150 lawyers and 160 non-legal personnel. Its principal offices are in Bonifacio Global City, Taguig, Metro Manila. The firm has full service branches in thriving business commercial centers in the Visayas and Mindanao - Cebu City and Davao City.

The Firm has an excellent track record in litigation and dispute resolution, labor and employment law,

intellectual property, and in handling diverse, significant and complex business projects and transactions for both local and multinational clients. It has been involved in landmark litigation cases and significant business transactions.

ACCRALAW's clientele represents the full spectrum of business and industry, and includes professional organizations and individuals. Servicing the Firm's clients are seven practice departments and two branches, which offer timely, creative and strategic legal solutions matched with cost-efficient administration and expert handling of clients' requirements.

The Managing Partner of the Firm is Emerico O. De Guzman and its Co-Managing Partner is Regina Padilla Giraldez.

PRACTICE AREAS

Administrative Law	Environmental Law
Admiralty & Maritime Law	Family Law
Agricultural Law & Agrarian Reform	Government & Legislative Advocacy
Antitrust & Trade Regulation	Government Contracts,
Appellate Practice	Public Private Partnership Arrangements
Banking Law	and Privatization Projects
Business Law	Insurance
Bankruptcy, Insolvency and	International Law
Corporate Rehabilitation	Internet Law
Business Process Outsourcing	Investment Law
Class Actions	Litigation
Commercial Law	Mining & Natural Resources
Constitutional Law	Personal Injury
Construction Law	Products Liability
Contracts	Professional Liability & Malpractice
Criminal Law	Real Estate
Cross Border Litigation	Securities Law
Data Privacy & Protection	Taxation
Debtor & Creditor	Torts
Election Law	Trusts & Estates
Eminent Domain	White Collar Crime
Employee Benefits	Wills & Probate
Entertainment Law	Workers' Compensation
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Languages Spoken: English and Filipino

Practice Areas

Morales Justiniano Peña & Lumagui is a full-service firm whose areas of practice include the following:

- Commercial law and corporate services
- Litigation and dispute resolution
- Banking, finance and securities law
- Intellectual property
- Employment and immigration
- Special projects and tax law
- Investments, mergers and acquisitions

We have extensive expertise in handling criminal, civil and commercial cases before the courts, apart from arbitration and mediation. We are equally experienced in government contracts, energy, power and infrastructure projects, real estate, insurance, media, franchising, distribution and all forms of licensing and technology transfer including software licensing, as well as data privacy and protection, business process outsourcing, and enforcement of rights over patents, trademarks, trade secrets and copyrights.

Our lawyers have represented clients across a vast range of industries and enterprise, including not only local and foreign governmental agencies, but also charitable, educational, environmental and socio-civic institutions.

Firm Profile

Founded on excellence, integrity and solidarity as core values, Morales Justiniano Peña & Lumagui is a partnership of lawyers with a collective legal experience of over 100 years.

The commitment of Morales Justiniano Peña & Lumagui to serve the needs of its clients first and foremost, and with promptitude, is expressed in the Latin term "primus lex" (first in legal service) in the firm's email address and website.

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commercial law and corporate services • litigation and dispute resolution • intellectual property
banking, finance and securities law • employment and immigration • special projects and tax law
investments, mergers and acquisitions



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SyCip Salazar Hernandez & Gatmaitan

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Fax: (632) 817 3896
Email: sshg@syCIPLAW.com

Contact: Hector M. de Leon, Jr.
Number of employees: 364
Offices in Asia: Makati City, Cebu City, Davao City,
Subic Bay Freeport Zone in the Philippines
Year Established: 1945
Website: www.syciplaw.com

Languages Spoken: English, Spanish, Japanese, Mandarin, Korean, Filipino.

Main Practice Areas

Banking and Finance, Capital Markets, Energy, Power, Infrastructure, Natural Resources, Transportation, Mergers and Acquisitions, Government Contracts, Labor and Employment, Real Estate, Insurance, Intellectual Property, International Arbitration, Mediation, Media, Business Process Outsourcing, Tax, and Technology.

Firm Profile

SyCip Salazar Hernandez & Gatmaitan (SyCipLaw) was founded in 1945 and is the leading full-service law firm in the Philippines. It offers a broad and integrated range of legal services covering the fields of banking, finance and securities; special projects; corporate services; general business law; tax; intellectual property; employment and immigration; and dispute resolution.

SyCipLaw has specialists in key practice areas such as mergers and acquisitions, energy, power, infrastructure, natural resources, transportation, government contracts, real estate, insurance, international arbitration, mediation, media, business process outsourcing, and technology.

The firm represents clients from almost every industry and enterprise, and the firm's client portfolio includes local and global business leaders. It also acts for governmental agencies, international organizations, and non-profit institutions.

SyCipLaw maintains links with established and leading firms based in other jurisdictions, including the United States, and countries in Europe and Asia. SyCipLaw is an active member of various international lawyers' associations, such as the Employment Law Alliance, First Law International, The Interlex Group, Multilaw, Pacific Rim Advisory Council, World Law Group, and World Services Group.

Recognition

- Philippine Law Firm of the Year, Chambers Asia-Pacific Awards 2017
- Philippine Law Firm of the Year, IFLR Asia Awards 2017
- Philippine Law Firm of the Year, Who's Who Legal Awards 2017
- Philippine Law Firm of the Year, ALB Philippine Law Awards 2016
- Most Responsive Domestic Firm of the Year, Asian-mena Counsel In-House Community Firms of the Year 2016
- Top Tier Firm, Chambers Asia-Pacific Rankings 2017
- Top Tier Firm, Chambers Global Rankings 2017
- Top Tier Firm, Asia-Pacific Legal 500 Rankings 2017
- Top Tier Firm, IFLR1000 Financial and Corporate Rankings 2017
- Highly Recommended Firm, Asialaw Profiles 2017

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Philippine Law Firm of the Year, Chambers Asia-Pacific Awards 2017
Philippine Law Firm of the Year, IFLR Asia Awards 2017
Top Tier Firm, Chambers Asia-Pacific 2017
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Top Tier Firm, Asia-Pacific Legal 500 2017
Most Responsive Domestic Firm of the Year, Asian-MENA In-House
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Offices in Asia: 1

Year Established: 1980

Website: www.thefirmva.com

Languages Spoken: English and Filipino.

Firm Profile

V&A Law was founded in the year 1980. With more than 50 lawyers recognized by their peers to be at the top of the legal profession and with at least 80 highly trained non-legal staff, the Firm offers professional services of the highest caliber. With decades of experience in serving a full spectrum of clients' interests, its lawyers are equipped to skillfully handle the most intricate problems and provide comprehensive solutions that deliver results. The Firm has been at the forefront of the Philippine legal landscape and has gained the trust and confidence of leading multinational corporations, financial institutions and conglomerates. V&A Law is a full-service law firm specializing in the areas of litigation, corporate and intellectual property law.

V&A Law provides the Philippine law practice for the Asean Plus Group, a group of full-service law firms from Singapore, China, Cambodia, Hong Kong, Indonesia, Laos, South Korea, Malaysia, Myanmar, Philippines, Thailand, Taiwan and Vietnam. The Asean Plus Group gives clients seamless access to quality legal services in the ASEAN + jurisdictions, with over 750 lawyers in 13 countries.

Litigation

The Firm is involved in **commercial, civil, tax and criminal** representation and **trial advocacy** in every forum. V&A Law provides efficient and effective strategies capitalizing on **alternative methods of dispute resolution**. The litigators have successfully handled cases in all **appellate levels** of the judicial system and routinely handle appeals from **quasi-judicial agencies**. V&A Law has been involved in almost all **major corporate recovery projects** in the country, both litigated and non-litigated. The lawyers of V&A Law have extensive exposure and high level of competence in handling matters involving **labor standards and labor relations law**.

Corporate

The Firm is involved in major **mergers and acquisitions** in strategic industries, including banking and finance, telecommunications, transportation, manufacturing, food retail, business process outsourcing, insurance, entertainment, and pharmaceuticals. V&A lawyers are expert in the field of **power and energy**. The Firm provides transactional advice on **capital markets, securities regulations and finance** and serves as counsel on major **foreign investments** in the country. The corporate lawyers in the Firm are equipped with experience in giving comprehensive legal assistance in various **property development and real estate transaction projects** at all stages. The Firm is counsel to **leading mining and exploration companies**. V&A lawyers are known for providing innovative solutions to efficiently manage taxation burden. The Firm plays an active role in the country's leading **public utilities and infrastructure projects**.

Intellectual Property

The intellectual property lawyers of V&A Law assist in **trademark and patent prosecution** such as the preparation and maintenance of Philippine and foreign trademark, patent, utility model and industrial design. The Firm represents clients in the **registration and deposit of copyrights**. The Firm assists clients to ensure that full commercial value is realized through **intellectual property commercialization, licensing and franchising**. V&A lawyers are experienced litigators who have extensive practice in **intellectual property litigations**. The Firm provides efficient and responsive programs for the **enforcement of intellectual property rights**. The lawyers are equipped with competence in advising media, **entertainment and broadcasting** entities, consistent with their strategic business objectives. The Firm gives advice in **border control measures** and in the application for the recordation of intellectual property rights.

See partner profile on page 214



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SINGAPORE



In-House Community Survey

Representing Corporate Singapore, 2016

KEY ISSUES AND CONCERNS

As in Hong Kong, there is plenty of talk in Singapore of being asked to “do more with less”, or as one in-house team-player put it: “Even though our business is growing and getting more complex, we are meeting these needs by becoming more efficient and upskilling.” Others were less diplomatic and more likely to see such issues as a concern, due to the difficulty of “making the right judgment calls with less time and information”.

This is particularly the case given the slowdown affecting many businesses and the uncertain economic conditions, which are giving rise to more claims and disputes. One respondent was particularly direct about the biggest challenge he faces in the current business environment: “Ensuring that our organisation is not sued by disgruntled businesses and consumers.” To be sure.

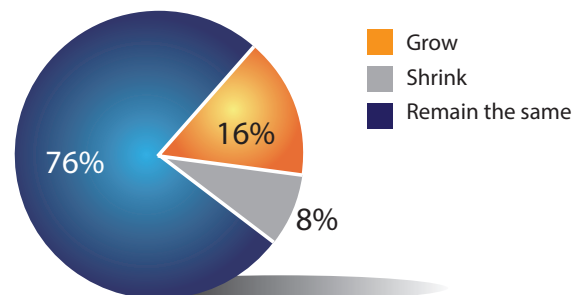
Legal and regulatory compliance, needless to say, were once again frequently cited as challenges, though this is particularly acute in Singapore given the city’s role as a regional hub.

Indeed, Singapore’s role as a gateway to South-East Asia also contributes some interesting challenges, such as “managing legal risks while forging business interests in emerging markets such as Myanmar”, which this respondent described as “cowboy frontiers at the moment”.

Another Singapore-specific issue that was mentioned related to “reconciling restrictions on employment of foreigners with the skills of the local workforce”, which has arisen as a result of increases to salary, qualification and experience requirements for foreign workers. Last year, the city posted its lowest foreign employment numbers since 2009.

SINGAPORE

In the coming year, do you expect your in-house team to...



AT A GLANCE

Average team size: 10

Growth trend: Remain the same (76%)

Using external counsel less: 32%

Recruitment: Legal recruiters (78.3%)

Placing job advertisements (30.4%)

Using online job sites (17.4%)

For regional in-house survey findings, see pages 4-6.

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
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Addleshaw Goddard																					2
Advocatus Law LLP	✓				✓					✓				✓			✓				12
Aequitas Law LLP		✓			✓					✓				✓			✓				12
Akin Gump Strauss Hauer & Feld LLP	✓			✓											✓						8
Aldgate Chambers LLC																					6
Allen & Gledhill LLP MR	✓	✓		✓					✓	✓				✓			✓				385
Allen & Overy	✓	✓		✓						✓				✓			✓				n/a
Ashurst	✓			✓					✓												32
AsiaLegal LLC		✓							✓	✓											7
Baker McKenzie Wong & Leow MR	✓	✓		✓					✓	✓				✓			✓				126
Berwin Leighton Paisner				✓						✓				✓							15
Bird & Bird ATMD LLP	✓	✓		✓					✓	✓				✓			✓				45~
Clifford Chance MR	✓	✓		✓					✓	✓				✓			✓				121
Clyde & Co Clasis Singapore				✓					✓	✓				✓			✓				45
Colin Ng & Partners LLP	✓			✓						✓				✓			✓				36
Dentons Rodyk & Davidson LLP MR	✓	✓		✓					✓	✓				✓			✓				200
DFDL ¹																		✓			2
DLA Piper Singapore Pte. Ltd.	✓	✓		✓					✓	✓				✓			✓				12
Drew & Napier LLC MR	✓	✓		✓					✓	✓				✓			✓				n/a
Duane Morris & Selvam LLP	✓								✓	✓				✓			✓				23

See Page 106

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Ella Cheong LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Eversheds Harry Elias LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	70
Fortis Law Corporation	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	21
Freshfields Bruckhaus Deringer	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Gibson, Dunn & Crutcher LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	13
Herbert Smith Freehills	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	55
Hill Dickinson	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Hogan Lovells Lee & Lee	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	37
Holman Fenwick Willan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	33
Singapore LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Jones Day	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Joseph Tan Jude Benny LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Joyce A. Tan & Partners LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
K&L Gates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Kelvin Chia Partnership	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	39
Kennedys Legal Solutions	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	28
King & Spalding	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	7
King & Wood Mallesons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Latham & Watkins	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Linklaters	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

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KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
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Mayer Brown JSM (Singapore) Pte. Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Milibank Tweed Hadley & McCloy LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	23
Mirandah Asia (Singapore) Pte Ltd	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	23
Morgan Lewis Stamford LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	65
Morrison & Foerster LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	14
Nabarro LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Norton Rose Fulbright MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	68
O'Melveny & Myers LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Oon & Bazul LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Pinsett Masons MPillay LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	37
Providence Law Asia LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
Rajah & Tann Singapore LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	340+
Reed Smith in Alliance with Resource Law	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	29
RHT Law Taylor Wessing LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	61
RPC Premier Law	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	16
Samuel Seow Law Corporation	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Shearman & Sterling LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Shook Lin & Bok LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	100
Sidley Austin LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30+

See Page 110

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An Asian-MENA Counsel Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

KEY	Total Applicable Fee Earners																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																							
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Simmons & Simmons JWS Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates Squire Patton Boggs (US) LLP Stephenson Harwood (Singapore) Alliance Straits Law Practice LLC Tan Kok Quan Partnership Watson Farley & Williams LLP White & Case Withers KhattarWong WongPartnership LLP ZICO Insights Law LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

Offshore Firms:

Conyers Dill & Pearman	✓									✓					✓								5
Harney Westwood & Riegels	✓											✓			✓								7
Maples and Calder (Singapore) LLP	✓													✓								✓	6
Walkers	✓																						14

¹ DFDL's Singapore office provides outbound legal and tax services only. The following firm advise on issues related to this jurisdiction from offices elsewhere: Davis Polk & Wardwell

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Advocatus Law LLP

5 North Bridge Road
#08-01 EFG Bank Building
Singapore 179104

Tel: (65) 6603 9200

Fax: (65) 6603 9211

Email: enquiry@advocatus.sg

Contact: Christopher Anand Daniel

Number of lawyers: 9

Year Established: 2009

Website: www.advocatus.sg

Languages Spoken: English, Mandarin, Tamil.

Main Practice Areas

- Civil and Commercial Litigation, and Arbitration
- Employment
- Mergers and Acquisitions
- Restructuring and Insolvency
- Corporate and Commercial
- Intellectual Property and Technology
- Private Client Services
- White-collar Crime

Firm Profile

The firm was co-founded in 2009 by Christopher Anand Daniel as a litigation and arbitration boutique firm. Ganga Avadiar joined the firm in 2010. In 2013, Harjean Kaur started to develop the firm's corporate and transactional practices.

The firm's core mission is to provide timely and cost-effective tailored outcomes for clients, and is guided by a core set of values – integrity, responsiveness and knowledge.

The firm's clients include Singapore and foreign listed companies, MNCS, foreign law firms, non-profit organisations, local companies and entrepreneurs. The firm has an active regional practice.

Civil and commercial litigation, and arbitration: The firm's disputes team provides a full range of top quality services across a broad spectrum of corporate and commercial disputes, both in the Singapore courts, and before international and domestic arbitral tribunals.

Corporate and commercial: the team is actively involved in local and cross-border transactions, representing individuals, private firms, listed companies and multinational corporations on a wide range of corporate and general business law matters.

Employment: the team assists corporates and individuals on the contentious and non-contentious aspects of employment law.

Intellectual property and technology: the intellectual property and technology team has extensive experience advising on a broad range of intellectual property matters which often involve cross-border issues.

Mergers and acquisitions: lawyers are actively involved in Singapore and cross-border M&A transactions across a range of industry sectors. The firm handles deals including strategic alliances, collaborations, joint ventures, acquisitions, mergers, spin-offs and divestitures.

Private client services: the team advises high net worth individuals, financial institutions, professional trustees, executors and personal representatives.

Restructuring and insolvency: drawing on our litigation and M&A practice groups, the firm has a strong restructuring and insolvency practice with extensive experience in managing restructurings and bankruptcy situations.

White-collar crime: the firm assists clients in multi-jurisdictional criminal investigations and proceedings on all aspects of white-collar crime and fraud, including corporate fraud, breach of fiduciary duties, breach of trust, cheating, forgery, insider trading, banking regulations offences, corrupt practices and violations of the laws on regulated activities.

Recognition and Awards

The Legal 500 Asia Pacific

Dispute Resolution: Local Firms – 'Other Recommended Firms: Tier 1'

Restructuring & Insolvency: Local Firms – 'Tier 3'

Asialaw Profiles

Dispute Resolution & Litigation: 'Recommended'

Labour & Employment: 'Other Notable'

Restructuring & Insolvency: 'Recommended'

Asian Legal Business

2016 – Awarded for 'Firms to watch'

2016 – Ganga Avadiar, awarded '40 Under 40 Award'

EVERY PRACTICE, A BEST PRACTICE

CORPORATE AND COMMERCIAL
MERGERS AND ACQUISITIONS
CIVIL AND COMMERCIAL LITIGATION
INTERNATIONAL AND DOMESTIC ARBITRATION
PRIVATE CLIENT SERVICES
RESTRUCTURING AND INSOLVENCY
WHITE COLLAR CRIME

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 **ADVOCATUS**

Eversheds Harry Elias LLP

SGX Centre 2, #17-01
4 Shenton Way
Singapore 068807

Tel: (65) 6535 0550
Fax: (65) 6438 0550

Website: www.eversheds-harryelias.com

Contact: Philip Fong, Managing Partner
Email: philipfong@eversheds-harryelias.com

Number of lawyers: 71 Offices in Asia: 3

Year Established: 2017 (Official merger between
Eversheds Sutherland and Harry Elias Partnership)

Languages Spoken: English, Mandarin, Malay, Tamil.

Main Practice Areas

- Capital Markets
- Corporate
- ES Agile Asia
- Infrastructure
- International Arbitration
- Matrimonial and Family
- Private Client Advisory
- Public International Law
- Restructuring & Insolvency
- Construction and Engineering
- Employment
- Fraud and Financial Crime
- Intellectual Property
- Litigation and Dispute Management
- Mergers and Acquisition
- Private Equity and Funds
- Real Estate
- Shipping

Firm Profile

Eversheds Sutherland in Singapore has merged with Harry Elias Partnership LLP, which was formed in 1988, to form Eversheds Harry Elias LLP taking legal effect from 1 June 2017. Strategically located in the heart of ASEAN (Association of South East Asian Nations), Singapore has established itself as the premier trading hub for South East Asia. The country's pro-business reputation attracts sizeable foreign investments and offers a highly conducive environment for entrepreneurs. As the country continues to develop rapidly, we understand you need advisors who understand your business and who can help you to navigate the cultural intricacies and common pitfalls of doing business in Singapore.

Our Singapore office provides high quality advice to both local and international clients. Our office serves as the hub for work throughout South East Asia, including Cambodia, Indonesia, Laos, Malaysia, the Philippines, Thailand and Vietnam. Our multi-lingual team speaks English, Arabic, Cantonese, Farsi, French, Malay and Mandarin and is experienced in providing advice in various languages including bilingual drafting and negotiation.

We have significant experience in advising on cross-border mergers and acquisitions, joint ventures, corporate finance and corporate restructuring. We have advised a wide variety of clients on projects ranging from significant investment structuring, syndicated loan advice, to complex debt restructuring.

Our lawyers also have extensive experience in high profile public international law matters and in international commercial and investor-state arbitration. We are experienced in acting under the rules of a variety of institutions such as the Singapore International Arbitration Centre, the International Chamber of Commerce, as well as in ad hoc proceedings under the UNCITRAL rules. We also advise our clients on the strategic use of alternative dispute resolution (ADR) and mediation. Our team works hard to build strong relationships from the outset and our project management approach brings clients clear, efficient and cost effective legal management on even the most complex matters.

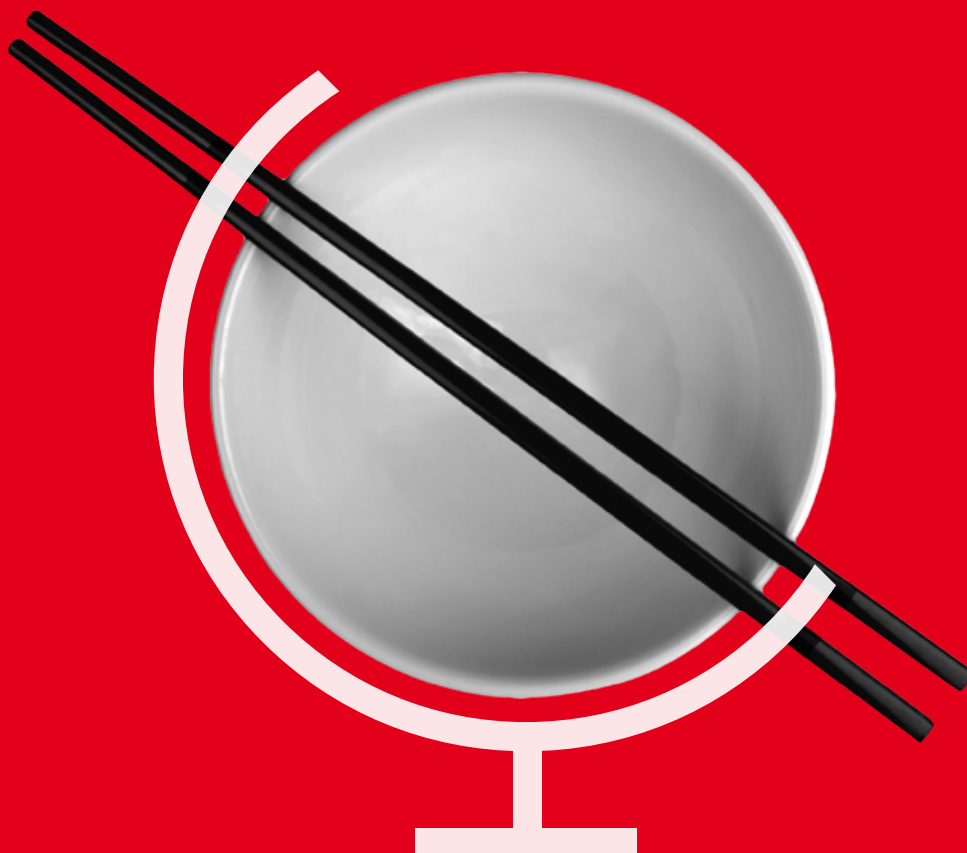
EVERSHEDS HARRY ELIAS

Committed locally, connected globally

The law brand that sets the standards

Eversheds Harry Elias represents the coming together of two firms with a shared culture and commitment to client service excellence. We are each known for our commercial awareness and understanding of the South East Asia region and for providing innovative and tailored solutions for every client.

Singapore | Brunei | Malaysia



Eversheds Harry Elias
SGX Centre 2, #17-01
4 Shenton Way
Singapore 068807

T +65 6535 0550
F +65 6438 0550
W eversheds-harryelias.com

Eversheds Harry Elias LLP is part of a global legal practice, operating through various separate and distinct entities, under Eversheds Sutherland. For full description of the structure and list of offices, please visit www.eversheds-harryelias.com

Providence Law Asia LLC

20 Collyer Quay #21-02

Singapore 049319

Tel: (65) 6438 1969

Fax: (65) 6438 2683

Email: info@providencelawasia.com

Website: www.providencelawasia.com/

Contact: Abraham Vergis, Managing Director

Tel: (65) 6438 1969

Email: abraham@providencelawasia.com

Number of employees: 15

Offices in Asia: Singapore

Year Established: 2012

Languages Spoken: English, Mandarin, Bahasa Indonesia, Malay, Russian and French.

Main Practice Areas

Litigation and Dispute Resolution, Restructuring and Insolvency, Construction and Infrastructure, Private Wealth and Succession, Criminal Defence and Internal Investigations, and Employment.

Firm Profile

An independent dispute resolution boutique focusing exclusively on International Arbitrations across Asia and Singapore litigation. We are regularly instructed as counsel by international law firms to provide Singapore law advice and representation in complex cases and high stake claims that cut across a wide range of industry verticals.

Our autonomy keeps us conflict-free to take up matters against Governments, MNCs and financial institutions that other law practices are unable or unwilling to act against. Our team has the expertise and bench strength to handle sizeable briefs and complex matters independently or collaboratively with other professional teams.

Recognition and Awards

- Asian Legal Business SE Asia Law Awards 2017: Best Dispute Resolution Boutique Practice in Southeast Asia.
- Legal 500 Asia Pacific: Recommended Firm, Dispute Resolution.
- Chambers Asia Pacific: Abraham Vergis recognised as one of the top twenty litigation Counsel in Singapore.
- IFLR1000: Notable firm – Restructuring & Insolvency.
- AsiaLaw Profile: Recommended Firm for Dispute Resolution & Litigation, Restructuring & Insolvency.
- The Best Lawyers: Recommended Firm for International Arbitration.
- Acquisition International Magazine: Best Specialist Dispute Practice.
- ACQ5 Law Awards 2016: Boutique International Arbitration and Litigation Law Firm of the Year.
- Finance Monthly Law Awards 2017: International Arbitration Law Firm of the Year.

Key Cases

- Representing a Ukrainian party in a \$100 million claim against a sovereign government for breaching a 50-year license agreement to develop a lagoon.
- Defending the Singapore holding companies of Jordanian principals against a US\$2.6 billion claim by Motorola Credit Solutions.
- Representing an Australia company in obtaining a multi-million dollar arbitration award against a sovereign government for the premature termination of a 20-year concession agreement to provide an immigration and border-control system.
- Representing a prominent Malaysian infrastructure conglomerate in a multi-million dollar construction arbitration over the construction of 3 cement silos in Singapore.
- Representing the former Global Head of Citigroup private banking in judicial review proceedings brought against the Law Society of Singapore.
- Representing Ernst & Young Solutions LLP as liquidators over a company in the recovery of multi-million dollar claims for breaches of director's duties.
- Counsel in two cases before the Singapore International Commercial Court involving claims valued at RMB 3 billion and US\$1.2 million respectively.

See **partner profile** on page 215

PROVIDENCE[®]LAW
INTERNATIONAL ARBITRATION / SINGAPORE LITIGATION
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South Korea firms
online here:



SOUTH KOREA



In-House Community Survey

Representing Corporate South Korea, 2016

KEY ISSUES AND CONCERNS

It is clear from responses to the survey in Korea that in-house legal departments in the country are not well developed or integrated with the businesses they serve, despite the relative maturity of the economy. “There is a lack of understanding of the role of in-house counsel on the part of business departments,” as one respondent put it.

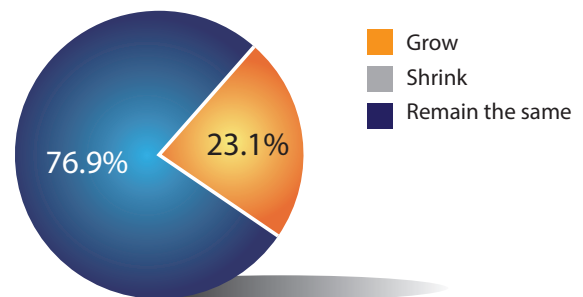
However, this is changing as regulations evolve and competition increases, with in-house teams now being asked “to handle more of what has traditionally been delegated to outside counsel, which is almost all areas of law except litigation”. Indeed, Korean in-house lawyers were among the most likely to say that they are using external counsel less.

In terms of regulations that in-house teams are trying to keep up with, the country’s new anti-bribery law was by far the most commonly cited. In a bid to crack down on an endemic culture of “gift giving” and lavish hospitality, the new law attempts to impose severe penalties on such practices. Privacy and data security were also mentioned as giving rise to regulatory issues that counsel are expecting to pay more attention to in the future.

Challenges are also presented to in-house teams in the form of increasing investment by Korean businesses in emerging markets, particularly in South-East Asian countries such as Vietnam and Myanmar.

SOUTH KOREA

In the coming year, do you expect your in-house team to...



AT A GLANCE

Average team size: 10

Growth trend: Remain the same (77%)

Using external counsel less: 57%

Recruitment: Legal recruiters (66.7%)

Placing job advertisements (50%)

Referrals by other in-house lawyers (25%)

For regional in-house survey findings, see pages 4-6.

KEY	SOUTH KOREA																						
	Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners	
✓ Active in this practice area	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12	
✓ One of the firm's five largest practice areas	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	7	
In-House Community Recognition																							See Page 116
MR An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	500+	
MR Most Responsive (Honourable Mention)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	5	
Bae, Kim & Lee LLC																							See Page 118
Baker McKenzie LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a	
Foreign Legal Consultant Office ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	18	
Barun Law LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 118	
Cho & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 118	
Cleary Gottlieb Steen & Hamilton LLP ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a	
Clifford Chance ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3	
DLA Piper ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3	
DR & AJU LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	147	
Finnegan, Henderson, Farabow, Garrett & Dunner, LLP ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1	
Herbert Smith Freehills ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11	
Jipyoung	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	147	
K&L Gates ¹	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a	
Kim & Chang	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 120	
Lee International IP & Law Group	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 122	
Lee & Ko	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	See Page 124	

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Milbank, Tweed, Hadley & McCloy LLP ¹		✓			✓			✓								✓						3
O'Melveny & Myers LLP ¹	✓			✓	✓		✓	✓			✓	✓			✓							n/a
Paul Hastings ¹	✓			✓	✓	✓					✓	✓		✓						✓		8
Ropes & Gray LLP ¹	✓				✓	✓	✓	✓			✓	✓		✓			✓			✓		4
Shin & Kim	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓		✓			✓			✓		400+ See Page 126
Simpson Thacher & Bartlett LLP ¹	✓			✓	✓	✓				✓	✓				✓					✓		4
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates ¹	✓			✓	✓	✓					✓											3
Squire Patton Boggs ¹	✓				✓						✓					✓						n/a
White & Case ¹	MR	✓			✓	✓					✓	✓		✓			✓					5
Yoon & Yang LLC	MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	380 See Page 128
Yulchon LLC	MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	320+ See Page 130

¹ This firm's South Korea office provides outbound legal advice only.

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP	Davis Polk & Wardwell	Norton Rose Fulbright
Orrick, Herrington & Sutcliffe LLP	Reed Smith	Shearman & Sterling
Sidley Austin	Sullivan & Cromwell LLP	

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Bae, Kim & Lee LLC

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Tel: (82) 2 3404 0000
Fax: (82) 2 3404 0001
Email: bkl@bkl.co.kr

Contact: prteam@bkl.co.kr
Number of employees: +1000

Offices in Asia:
Seoul, Beijing, Shanghai, Dubai, Hong Kong, Hanoi,
Ho Chi Minh City and Yangon

Website: www.bkl.co.kr

Year Established: 1980

Languages Spoken: Korean, English, Chinese (Mandarin), Japanese, German, French, Spanish, Italian, Portuguese, Russian, Vietnamese, Burmese, and Urdu.

Main Practice Areas:

Antitrust & Competition, Banking & Finance, Capital Markets, Construction & Real Estate, Corporate and M&A, Employment, Dispute Resolution (Litigation, White-collar Crime), Energy & Natural Resources, Environmental, Insurance, Intellectual Property, International Arbitration, International Trade, Maritime, Restructuring & Insolvency, Tax, Technology, Media & Telecommunications (TMT)

Firm Profile:

Bae, Kim & Lee LLC ("BKL") is among the oldest and largest law firms in Korea with over 500 professionals. With practice groups specialized in every significant area of law for business in Korea, BKL supplies timely, accurate and practical legal support to its clients, wherever they are based, across a broad cross-section of industry, investment and finance.

BKL has long been at the leading edge of cross-border legal work in Korea. Among its many practice areas, it has been one of the busiest firms in Korea in the areas of M&A, finance and securities, advising clients from North America, Europe and Asia for over three decades. Likewise, BKL has built a reputation in the disputes arena not only as a litigation powerhouse but also as one of the top international arbitration and cross-border disputes teams in Asia.

Headquartered in Seoul, BKL maintains overseas offices in Beijing, Shanghai, Dubai, Hong Kong, Hanoi, Ho Chi Minh City and Yangon. The first Korean firm to set up offices in China and the UAE, BKL has pioneered a region-wide approach to legal services. BKL is a member of the World Law Group and regularly collaborates with other firms throughout the world.

Recognition and Awards

Over the years, BKL has received many "Deal of the Year" and "Firm of the Year" types of honors. Recently, BKL was honored to receive "Asian Law Firm of the Year", "M&A Lawyer of the Year", and "Securities Lawyer of the Year" from the American Lawyer in 2017; awarded as the best Korean law firm for IP Contentious Work at "MIP Global Awards 2017"; and won the "Behavioural Matter of the Year – Asia-Pacific, Middle East and Africa" award at GCR Awards 2017. BKL also received 10 awards at ALB Korea Law Awards 2016 including "Deal Firm of the Year", "Litigation Law Firm of the Year", "Intellectual Property Law Firm of the Year", and "Dealmaker of the Year". In 2016, the firm were voted by Asian-mena Counsel's In-House Community as Projects & Project Finance and Environmental Firm of the Year. In 2014, BKL was honored by The Financial Times as "Asia-Pacific Innovative Lawyers" in Corporate & Commercial practice.

BKL is also recognized as a highly recommended firm for practicing Social Responsibility by Financial Times' 2017 report.

In every recognized client or peer assessment, BKL is ranked among the top firms in Korea. In all we do, we strive to provide client-focused legal services to our clients, many of whom have been with us for many years.

Key deals:

- Samsung Electronics' sale of printing business to HP
- Korea Eximbank's financing of UAE Bakarah Nuclear Power Project
- IPO of Doosan Bobcat and Samsung Biologics

See partner profile on page 215



swift • practical • resourceful

Bae, Kim & Lee LLC offers comprehensive services for businesses and investors in Korea and China. A firm of over 500 professionals, BKL is able to deliver swift, focused advice in every area of commercial interest. Specialized practice groups regularly advised on a wide span of cross-border transactions for our clients, among them many multinational enterprises and investor groups.

Core practice areas include Corporate/M&A, Finance, Capital Markets, Dispute Resolution (Litigation, White-collar Crime), International Arbitration, Fair Trade, Intellectual Property, Labor, Construction and Real Estate, Tax, TMT, Maritime and Insurance.

Commonly turned to for the more complex and challenging transactions, BKL consistently ranks among the top Korean firms in client and peer assessments.

In all our work, our philosophy is to deliver expedient advice and resourceful advocacy, guided by a clear understanding of the commercial needs of our clients.

For more information, please visit us at www.bkl.co.kr



Seoul Beijing Hong Kong Shanghai Hanoi Ho Chi Minh City Yangon Dubai

Cho & Partners

6th and 13th Floors Ann Jay Tower,
208 Teheran-ro, Gangnam-gu
Seoul 06220 KOREA
Tel: (82) 2 6207 6800
Fax: (82) 2 6207 6801
Email: ihseo@cholaw.com

Contact: Tae-Yeon Cho, Ik-Hyun Seo

Year Established: 2002

Website: www.cholaw.com

Languages Spoken: English, Korean, Japanese, Portuguese and French.

Main Practice Areas

- Trade mark and patent prosecution
- Trade mark and patent disputes - legal and administrative
- Domain name mediation and litigation
- Internet issues
- Anti-counterfeiting and enforcement
- Intellectual property litigation
- Technology counselling and management
- Copyrights, Design rights, unfair competition, Licensing and distribution

Firm Profile

Cho & Partners was established in 2002 by two senior attorneys who decided to leave a large firm environment to create a more focused, efficient and responsive practice. Based on the reputation and capabilities of the founding members, as well as the established trust and loyalty of their clients, Cho & Partners was immediately active in representing multinational clients. The firm's clients are among the most recognized names and leaders in various business sectors, such as software and technology, retailing, luxury goods and fashion, and energy.

Since its establishment, Cho & Partners has continued to grow, a result of the firm's uncompromising emphasis on maintaining its reputation for the highest level of service, professionalism and integrity. This philosophy and commitment has been essential in developing and servicing the firm's prestigious list of clients, whose needs are sophisticated and whose matters have a global impact.

Cho & Partners is proud of its approach and reputation of nurturing very close and personal relationships with its clients, the foundation of the firm's ability to know its clients and thereby serve their needs more effectively and efficiently.

Recognition and Awards

Cho & Partners:

- Korea's Firm of the Year 2016 for Intellectual Property – ASIAN-MENA COUNSEL's In-House Community Awards.
- Ranked among the top tiers in all intellectual property categories – Legal 500 – a UK publication.
- Ranked among top 4 intellectual property firms in Korea by Asia Law & Practice – a Hong Kong publication.
- Ranked among top 4 intellectual property firms in Korea by PLC – a UK publication.

Mr. Tae-Yeon Cho:

- Recognized as a "Leading Individual" in intellectual property by the Legal 500 (2001-2016) – only 4-7 individuals selected from Korea each year.
- Executive member of Korea's Internet Address Dispute Resolution Committee.
- Recognized as one of only four "Highly Recommended" attorneys for IP in Korea by PLC (2005-2012).
- Recognized as a "Leading Lawyer" in intellectual property by Asia Law & Practice (2009-2017).

Mr. Ik-Hyun Seo:

- Recognized as a "Leading Individual" in intellectual property by the Legal 500 (2001-2016).
- Recognized as a "Leading Lawyer" in intellectual property by Asia Law & Practice (2004-2017).
- Panelist with the World Intellectual Property Organization (WIPO).
- Editorial board member of Managing Intellectual Property – a UK based publication.
- Recognized as a "Recommended" or "Highly Recommended" attorney for IP in Korea by PLC (2005-2012).

See partner profiles on pages 215 – 216

Cho & Partners

Intellectual Property Attorneys

Cho & Partners focuses exclusively on intellectual property matters. The firm represents primarily large multi-national companies who need and demand sophisticated advice and analysis, coupled with practical solutions and flawless implementation. The firm's clients include the largest and most recognized companies in very diverse fields, including technology and software, luxury and fashion, general retailing, energy and chemicals, etc. The firm's practice encompasses all aspects of intellectual property, from applications and registrations, to related administrative proceedings, litigation, as well as comprehensive enforcement programs.

- Patents, Trademarks & Copyrights
- Administrative Actions
- Domain Names & Internet Issues
- Unfair Competition
- Litigation
- IP Enforcement Programs
- Licensing & Distribution

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Kim & Chang

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Seoul 03170, Korea
Tel: (82) 2 3703 1114
Fax: (82) 2 737 9091/9092
Email: lawkim@kimchang.com

Number of professionals: over 1,400
Offices in Asia: Seoul and Hong Kong
Year Established: 1973

Website: www.kimchang.com

Languages Spoken: Korean, English, German, French, Dutch, Swedish, Chinese and Japanese.

Main Practice Areas:

Antitrust & Competition, Banking & Finance, Capital Markets, Criminal Defense, Environment, E-commerce, FinTech, Health, Insolvency & Restructuring, Insurance, Intellectual Property, International Trade & Customs, Labor & Employment, Litigation & Arbitration, M&A, Privacy & Data Security, Private Equity, Project Finance, Real Estate & Construction, Securities, Shipping, Structured Finance, Tax, Technology, Media & Telecommunications

Firm Profile:

Established in 1973, we are today Korea's premier law firm, and one of Asia's leading law firms.

We are the market leader in all major practice areas and industries, including corporate, mergers and acquisitions, antitrust and competition, banking and finance, securities and capital markets, litigation and arbitration, bankruptcy/corporate restructuring, international trade, tax and customs, intellectual property, product liability, privacy and data security, labor and employment, real estate and construction, environment, technology, media and telecom, FinTech and e-commerce, healthcare/pharmaceuticals/medical devices, consumer products, and maritime.

Our strong foundation is built upon the breadth and depth of our talent. Our professionals include lawyers, tax lawyers, patent and trademark attorneys, accountants, and other subject matter and industry experts totaling more than 1,400 today. We work in tight-knit teams, committed to creating innovative solutions to the legal and business challenges that our clients face in growing their business.

We have advised on some of the largest, most complex, and demanding transactions in Korea and around the world. We counsel both private and public entities. We have built a track record of "first-of-its-kind" and groundbreaking solutions that have had a profound impact on the law and in business.

We are particularly known for our cross-border expertise. Our attorneys are licensed in multiple jurisdictions, including Korea, as well as Australia, Belgium, Canada, China, England and Wales, France, Germany, Japan, the Netherlands, New Zealand, and the U.S. With our growing regional network and our collaborative relationships with reputable law firms across Asia and around the globe, our clients with multi-jurisdictional interests have come to rely on us as a "one-stop shop" of the highest quality.

Recognition and Awards

"Asia Law Firm of the Year" – ALM Asia Legal Awards (2015)
"Best Asian Law Firm: Gold Award" – International Legal Alliance Awards (2014-2015, 2017)
"Most Responsive Firm of the Year, Korea" – Asian-mena Counsel's In-House Community Awards (2007-2016)
"South Korea National Law Firm of the Year" – Chambers Asia-Pacific Awards (2010, 2012, 2015-2016)
"Country and State Awards 2017: Korea" – Who's Who Legal Awards (2006-2017)
"National Law Firm of the Year: Korea" – IFLR Asia Awards (2003-2017)
"Korea Law Firm of the Year" – ALB Korea Law Awards (2013-2016)
Band 1 in all 7 practices – Chambers Global (2017)
Band 1 in all 18 practices – Chambers Asia-Pacific (2017)
Tier 1 in all 15 practices – The Legal 500 Asia Pacific (2017)
Tier 1 in all 5 practices – IFLR1000 (2017)

See **partner profile** on page 216

THE FIRM IN KOREA

During the past 10 years,
we have been recognized
49 times as the Korean
law firm of the year

- Chambers Asia-Pacific Awards
- Who's Who Legal Awards
- IFLR Asia Awards
- ALB Korea / Hong Kong Law Awards
- China Law & Practice Awards

ASIA'S LEADER

Recognized as Asian
Law Firm of the Year

- The Asia Legal Awards
- International Legal Alliance
Summit & Awards



KOREA'S PREMIER LAW FIRM KIM & CHANG



Most Responsive Firm of the Year, South Korea

- Asian-MENA Counsel In-House Community Firms of the Year 2016

www.kimchang.com

Lee International IP & Law Group

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Website: www.leeinternational.com

Tel: (82) 2 2262 6000
Fax: (82) 2 2279 5020
Email: law@leeinternational.com

Contact: Nicholas Park

Number of employees: 400
Year Established: 1961

Languages Spoken: English, Korean, Chinese, Japanese, German, French.

Main Practice Areas

Intellectual Property

- Patent/Trademark/Copyright/Design/Trade Secrets
 - Prosecution
 - Litigation
 - Licensing
- Portfolio Management & Advisory Services
- Technology Acquisition & Transfer
- Anti-counterfeiting

Foreign Investment and Commercial Transactions

- Joint Ventures
- Mergers & Acquisitions
- Antitrust & Fair Trade
- Finance
- Human Resources & Labor
- Cross-Border Investment Facilitation
- Corporate Compliance Programs
- Pan-Asian Regional Representation
- Pharmaceuticals and Healthcare
- Government Relations

International Trade Remedies

- Anti-dumping, CVD, Safeguards, 337
- Customs & Export Controls
- Foreign Exchange Regulations

International Arbitration and Litigation

- International Discovery Compliance
- Litigation & Arbitration
- Bankruptcy & Restructuring
- Product Liability
- White Collar Crime
- Litigation Discovery

Industry Specialization

- Defense Contracting & Procurement
- E-Commerce & Telecommunications
- Videogames
- Biotechnology
- Real Property & Construction
- Securities, Capital Markets & Banking
- Entertainment

Firm Profile

Lee International IP & Law Group has its roots in technology and cross-border transactions. It began in 1961 as a patent firm, serving the needs of international corporations doing business in Korea. As Korean international commerce and technology has grown over the past 55 years, so too has Lee International evolved to become a highly sophisticated full service law and intellectual property firm, with unsurpassed knowledge and experience at the intersection of technology and law, and with a keen understanding of the needs of international clients in cross-border transactions. Lee International understands technology like no other law firm. It uses that understanding and the experience of its seasoned attorneys, patent attorneys, scientists and advisors to protect and promote the interests of its clients in Korea and abroad. Additionally, with its former judges, prosecutors, experienced private practice attorneys and senior foreign attorneys, Lee International possesses the legal firepower needed to handle the broad range of services entrusted to it by the many Korean chaebols and multinational conglomerates who comprise its global Fortune 100 company clients. These services include domestic and foreign litigation and arbitrations, labor, finance, real estate, M&A, corporate, sports and entertainment, customs, international trade remedies, government investigations, criminal matters and many others.

See partner profile on page 216



Activities

Lee International counsels companies on how to successfully maneuver through the complexities of Korean law, and also through the unique intricacies of doing business in Korea. The firm offers a full range of services particularly suited for foreign clients doing business in Korea. Through affiliated companies, the firm provides advice on international trade and customs issues, as well as brand development and management services.

Recognition and Awards

Chambers and Partners

- ChambersAsia-Pacific 2015
 - Intellectual Property: Patent Specialists
 - International Trade
 - Real Estate
- Chambers Asia-Pacific 2016
 - Intellectual Property
 - International Trade
 - Real Estate

Legal 500 Asia-Pacific 2016

- Dispute Resolution
- Employment
- International Arbitration
- Patents & Trademarks
- Real Estate

World Finance Entrepreneur of the Year Awards 2016

- Entrepreneur of the Year" for the Continent of Asia in Legal Affairs

Acquisition International Global

- AI Dispute Resolution Awards 2016 / Best for Intellectual Property Litigation– Korea

Corporate livewire

- 2016 International M&A Awards / Cross-border M&A Law Firm of the Year – Korea

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Lee & Ko

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Email: mail@leeko.com

Contact: Jae Hoon Kim (Managing Partner)
Number of Lawyers: 596
Offices in Asia: Seoul, Beijing, Ho Chi Minh City, Hanoi
Year Established: 1977
Website: www.leeko.com

Languages Spoken: Korean, English, Chinese, Japanese, German and French.

Main Practice Areas:

Lee & Ko's in-depth expertise extends to all legal practice areas. Relevant services to the clients are provided by one or more of the four practice groups within the firm including (i) general corporate and M&A, (ii) banking, finance and securities, (iii) litigation and arbitration, and (iv) intellectual property. These four practice groups consist of approximately 30 specialized teams of legal professionals: Anti-corruption & Regulatory Compliance, Antitrust and Competition, Aviation, Banking, Bankruptcy, Insolvency and Corporate Restructuring, Capital Markets and Securities, Class Action and Consumer Claims, Construction, Corporate and M&A, Corporate Governance, Derivatives, Dispute Resolution, Energy, Entertainment, Environment, Finance (Acquisition Finance, Asset Finance, Project Finance, Structured Finance), Foreign Direct Investment, Healthcare, Insurance, Intellectual Property, International Practice (Chinese, European, Japanese practice), International Trade, Labor and Employment, Maritime and Shipping, Overseas Investment, Private Equity and Venture Capital, Privatization, Product Liability, Real Estate, Tax and Customs (Tax Consulting, Audit, Dispute Resolution, Transfer Price), Technology, Media and Telecommunications, and White-Collar Crime.

Lee & Ko's practice groups and specialized teams have consistently been ranked among the best in the field for relevant markets and practice areas by leading Korean and international professional associations and publications. We make it a matter of highest priority to build lasting relationships with our clients at all times by being responsive to each client's specific needs in each matter entrusted to us and doing our utmost to ensure successful results. Following this approach, Lee & Ko has particularly distinguished itself with a well-earned reputation for its expertise and successful handling of complex cases in many important transactions and cases.

Firm Profile

With more than thirty years of experience as Korea's leading full-service law firm, Lee & Ko has a widely recognized and long-established record of excellence in providing expert legal advice and representation to its diverse clientele in domestic and international matters involving all areas of legal practice.

Recognition

- Intellectual Property Firm of the Year – The Asia Legal Awards 2017
- 'Outstanding' rating (highest rating) in 13 practice areas – Asialaw Profiles 2017
- Most Responsive Firm of the Year, Korea – In-House Community / Asian-mena Counsel 2016
- In-House Community Firm of the Year, Korea in 8 practice areas – Asian-mena Counsel 2016
- Number 1 ranking in all 6 categories - IFLR 1000 2016
- Band 1 law firm (highest rating) in 15 practice areas - Chambers Asia 2016
- Banking and Financial Services Law Firm of the Year, Construction and Real Estate Law Firm of the Year- ALB Korea Law Awards 2016
- Asia IP Korea Patent Firm of the Year – Asia IP Awards 2016
- "Elite" Firm (highest ranking), South Korea - GCR 100 2016
- Tier 1 law firm in all 14 practice areas - Legal 500 2015

See **partner profile** on page 217



KNOWING OUR CLIENTS, FINDING SOLUTIONS



Respected and trusted law firm in Korea
Team of renowned experts in every field

One Stop Service through collaboration of highly
skilled experts providing practical solutions

Shin & Kim

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Contact: Sinseob Kang, Managing Partner
Number of Professionals: 450+
Offices in Asia: Beijing, Shanghai and
Ho Chi Minh City
Year Establishment: 1981
Website: www.shinkim.com

Language Spoken: Korean, English, Chinese, Japanese, French, German, Russian, Vietnamese.

Main Practice Areas

Antitrust & Competition; Banking, Finance & Securities; Capital Markets; Corporate General; Cross-Border Investment; Energy & Environment; Government Investigations and Compliance; Infrastructure & Project Finance; International Arbitration; International Trade and Customs; IT & Telecommunications; IP; Labor; Litigation; M&A; Real Estate; Restructuring & Insolvency; Structured Finance and Tax.

Firm Profile

Korea's Top Group of Legal Experts: Established in 1981, Shin & Kim is one of the largest and highly regarded law firms in Korea. With over 450 Korean and foreign attorneys, patent attorneys, tax attorneys, certified public accountants, customs specialists and other advisors, we are a full-service law firm, providing comprehensive legal, accounting, tax, regulatory and other professional services. The depth and breadth of expertise offered by our professionals, many of whom are recognized as the top in their fields of practice, has kept the firm at the forefront of changes in global financial markets and the international business environment.

Unparalleled Client Service: Our clients include Fortune 500 companies, Korean conglomerates, foreign and domestic financial institutions, as well as small and medium-sized enterprises and government agencies. We strive always to provide the highest quality of service to our clients. We work closely with our clients to understand their strategic and commercial objectives, and provide them with tailored, results-oriented advice.

Global Recognition: With a proven track record for success, Shin & Kim is consistently recognized in the press and by prominent international legal publications as a top-tier Korean law firm in a wide range of practice areas, particularly in the areas of M&A, banking & finance, antitrust, real estate, projects & energy, dispute resolution and international trade.

Global Reach: Shin & Kim is continuously strengthening its global presence and capabilities, to better meet the diverse needs of our foreign and Korean clients in today's global economy. We provide comprehensive legal advisory services in China and Vietnam through our Beijing, Shanghai and Ho Chi Minh offices.

Shin & Kim has also developed a strong network of correspondent law firms in jurisdictions around the world, enabling us to provide comprehensive legal services wherever our clients may need them.

Recognition and Awards

- Ranked Tier 1 Firm in Banking and Finance, Capital Markets, Dispute Resolution – Litigation, Competition, Real Estate, Projects and Energy, International Trade – Chambers Asia 2017
- Ranked Tier 1 Firm in Banking and Finance, Capital Markets, M&A, Real Estate, Projects and Energy, IP, TMT – Asia Pacific Legal 500 2017
- Ranked Tier 1 Firm in Capital Markets, M&A, Restructuring and Insolvency – IFLR1000 2017
- Best Deal of the Year – Yeonhap Informatix IB Awards 2017
- Firm of the Year: Capital Markets - Asian-mena Counsel 2016
- Regional Firm of the Year – Asia-Pacific, Middle East and Africa – GCR Awards 2016
- Innovation in Corporate & Commercial Law – FT (Financial Times) Asia-Pacific Innovative Lawyers Awards 2015
- Firm of the Year: Restructuring & Insolvency – Asian-mena Counsel 2015
- South Korea Law Firm of the Year – Chambers Asia Pacific Awards 2014



SHIN&KIM

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Your Partner for Success

Investing and doing business in Korea involves a myriad of issues relating to laws, regulations, regulatory filings, deal structure, risk analysis, tax implications, corporate governance, enforceability, indemnification and exit strategy. Shin & Kim's professionals have the experience to guide clients through the issues toward strategic decisions and success.

Founded in 1981, and the recipient of numerous awards and accolades, **Shin & Kim** is one of Korea's largest law firms with over 450 professionals and 300 support staff.

When venturing into a new territory, a trusted partner is your best asset. Fortune 500 companies, Korean conglomerates and numerous other international and domestic clients place their trust in Shin & Kim.

We invite you to learn more about our firm and our professionals: www.shinkim.com

■ **Firm of the Year** Capital Markets
Asian-mena Counsel 2016

■ **Innovation in Corporate & Commercial Law 2015**
FT(Financial Times) Asia-Pacific Innovative Lawyers Awards

Practice Areas

- Antitrust and Competition
- Banking and Finance
- Broadcasting and Telecommunications
- Capital Markets
- Construction · Real Estate
- Corporate General
- Energy and Environment
- Government Investigation and Compliance
- Health and Pharmaceutical
- Inbound and Outbound Investments
- Insolvency and Corporate Restructuring
- Insurance
- Intellectual Property and IT Disputes
- International Dispute Resolution
- International Trade and Customs
- Labor
- Litigation
- Mergers and Acquisitions
- Project Finance
- Structured Finance
- Tax and Accounting

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Jinsu Jeong

Number of Professionals: 384

Offices in Asia: Seoul, Tashkent, Ho Chi Minh City,
Hanoi

Year Established: 1989

Website: www.yoonyang.com

Languages Spoken: Korean, English, Japanese, Chinese, Russian, German, Danish, Vietnamese.

Main Practice Areas

Antitrust and Competition, Banking, Bankruptcy and Restructuring, Capital Markets, Corporate and M&A, Corporate Governance, Defense Procurement, Energy, Entertainment, Financial Regulation, Government Relations, Healthcare, Intellectual Property, International Arbitration, International Trade and Investment, Labor and Employment, Litigation, Maritime and Admiralty, Real Estate, Securities, Tax and Customs, Telecommunication, Media and Technology, White Collar Criminal Defense

Firm Profile

Yoon & Yang LLC is one of Korea's premier full-service law firms with more than 380 attorneys and other professionals. Established in 1989, Yoon & Yang has built a solid reputation for providing the highest quality legal service while adhering to the highest ethical standards. Yoon & Yang has provided sophisticated advice to major domestic and international corporations as well as government entities. Committed to excellence and integrity, Yoon & Yang's professionals are entrusted to handle the needs and challenges of the clients with creative and practical solutions, drawing upon our expertise and experience in a broad array of industries and legal practices.

Professional Excellence

Yoon & Yang is known for its ability to help clients to solve high-stakes and multi-dimensional problems. Firm's attorneys are praised nationally and internationally for their legal skills and in-depth expertise. Firm's professionals include former Justices of Supreme Court of Korea and former Prosecutors General of Korea. Others served in senior government positions as well as in the judiciary and Prosecutor's Office before joining the firm. The diversity of Yoon & Yang's professionals strengthens the ability to deliver creative and practical solutions to issues that clients confront and to communicate effectively on their behalf in any setting.

Global Reach and Perspective

In line with the globalization of the corporate environment, Yoon & Yang opened offices Ho Chi Minh City, Vietnam in November 2016 and Hanoi, Vietnam in August 2017. The two offices in Vietnam are fully equipped to provide effective and specialized legal services suitable for the globalized corporate environment. The newly opened firm's Ho Chi Minh City and Hanoi offices will strengthen Yoon & Yang's presence and practice in South East Asia, building on the history of outstanding services to clients in cross-border transactions in South East Asia for many years.

Recognition and Awards

- **2017 Asia Tax Policy Firm of the Year** by International Tax Review (ITR)
- **Emerging Markets Experts 2017** by Asian Legal Business (ALB)
- **Recognized as one of Korea's elite law firms** in the field of competition law by Global Competition Review for 9 consecutive years (2009 ~ 2017)
- **Korea Law Firm of the Year** in Compliance/Regulatory, Employment, Intellectual Property and Litigation & Dispute Resolution by Asian-mena Counsel's In-House Community Survey 2016
- **Corporate Social Responsibility (CSR) List 2016 Law Firm** by Asian Legal Business (ALB)
- **Tax Disputes and Litigation Firm of the Year in South Korea at Asia Tax Awards 2016** by International Tax Review

See partner profile on page 217



GATEWAY TO BUSINESS IN SOUTH KOREA

Yoon & Yang LLC is one of the leading full-service law firms in Korea with more than 380 attorneys and other professionals. Committed to excellence and integrity, our professionals respond to the needs and challenges of our clients with creative and practical solutions, drawing upon our expertise and experience in a broad array of industries and legal practices.

- Antitrust/Competition
- Banking
- Bankruptcy/Restructuring
- Capital Markets
- Corporate/M&A
- Corporate Governance
- Customs
- Defense Procurement
- Energy
- Entertainment
- Financial Regulation
- Government Relations
- Health Care
- Intellectual Property
- International Arbitration
- International Trade/Investment
- Labor/Employment
- Litigation
- Maritime/Admiralty
- Real Estate/Construction
- Securities
- Tax
- Telecommunication/Media/Technology
- White Collar Criminal Defense

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Contacts: Chang Rok Woo, Chairman
Sai Ree Yun, Managing Partner
Year Established: 1997
Other Offices in Asia: Beijing, Hanoi, Ho Chi Minh
City, Jakarta, Moscow, and Yangon
Number of Employees: 700+
Website: www.yulchon.com

Languages Spoken: Burmese, Cambodian, Chinese, English, French, German, Japanese, Korean, Portuguese, Russian, Spanish, and Vietnamese.

Main Practice Areas

- Corporate & Finance
- Antitrust
- Dispute Resolution
- Intellectual Property
- Labor & Employment
- Real Estate & Construction
- Tax
- Regional Practices: Vietnam & Southeast Asia, Russia & the Commonwealth of Independent States, China, Japan, EU, Latin America & Iberia, and Emerging Markets

Firm Profile

Yulchon is a full-service international law firm headquartered in Seoul, Korea with a broad client base comprised of major domestic and foreign companies. We employ over 400 professionals, including more than 60 licensed in jurisdictions outside of Korea. Having represented clients from six continents and helped companies expand around the globe, we have the global reach and capabilities to effectively break through boundaries across cultures and practices. By delivering innovative, outside-the-box solutions to complex challenges that face today's businesses, Yulchon continues to be on the cutting edge of legal practice.

Yulchon has seven major practice groups: corporate & finance, antitrust, dispute resolution, intellectual property, real estate & construction, tax, and labor & employment. Each group is recognized as a leader in the respective field and consistently ranks among the best practices in Korea for work on high-profile and landmark matters. These groups are supplemented by a number of smaller practice teams focusing on specific industries, regions, or subject matters, enabling clients to benefit from the comprehensive breadth of a full-service law firm and the expertise and experience of a specialized practice.

Recognition and Awards

- 2017 South Korea National Firm of the Year – Chambers and Partners, Chambers Asia-Pacific Awards
- 2017 Most Innovative Law Firm in Dispute Resolution – Financial Times
- 2017 Visionary Firm of the Year – Asian-mena Counsel, In-House Community Counsels of the Year Awards
- 2017 Merger Control Matter of the Year: Asia-Pacific, Middle East and Africa for Marriott International, Inc. on its acquisition of Starwood Hotels & Resorts Worldwide – GCR Awards
- 2017 South Korea Tax Disputes and Litigation Firm of the Year – International Tax Review, Asia Tax Awards
- 2015-2016 Most Innovative Law Firm in Korea – Financial Times
- 2016 Asian Law Firm of the Year – The Asian Lawyer, The Asia Legal Awards
- 2016 South Korea Tax Firm of the Year – International Tax Review, Asia Tax Awards
- 2009-2017 Employer of Choice – Asian Legal Business
- 2002-2017 GCR 100: One of the Top Law Firms in the World in the Practice of Competition Law – Global Competition Review

See **partner profile** on page 218

YULCHON, YOUR CHOICE



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**NATIONAL FIRM OF THE YEAR
SOUTH KOREA**
CHAMBERS ASIA-PACIFIC AWARDS

South Korea National Firm of the Year 2017



**INNOVATIVE
LAWYERS2017**
ASIA-PACIFIC WINNER

Most Innovative Law Firm in Dispute Resolution 2017
Most Innovative Law Firm in Korea 2015~2016

The Textile Center Building, 12F, 518 Teheran-ro, Gangnam-gu, Seoul 06180, Korea



Attorneys at Law
YULCHON

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IN-DEPTH FIRM PROFILES.....P.136

Taiwan firms
online here:



TAIWAN



In-House Community Survey

Representing Corporate Taiwan, 2016

INTRODUCTION

Taiwan's export-oriented economy is one of the most exposed to economic conditions in China, which was reflected in relatively weak growth in 2015 as a result of slowing growth on the mainland. However, the Taiwanese economy recovered in 2016 to post a 1.4 percent expansion, which is in line with its long-term trend growth rate.

In the World Economic Forum's Global Competitiveness Index it ranks an impressive 14th overall, scoring strongly for innovation, infrastructure and the macroeconomic environment. Politics, however, is a different story, with respondents citing policy instability and inefficient government bureaucracy among the most problematic factors for doing business.

Taiwan is ranked 11 among 190 economies in the ease of doing business, according to the latest World Bank annual ratings, down one place from 2015. It is the 31st least corrupt nation out of 175 countries, according to the 2016 Corruption Perceptions Index reported by Transparency International.

Exports comprise roughly 70 percent of Taiwan's economy. Its main exports are electronics (33.1 percent of total), information, communication and audio-video products (10.8 percent), base metals (8.8 percent), plastics and rubber (7.1 percent) and machinery (7.5 percent). Its largest export markets are China and Hong Kong (40 percent of total), Asean countries (18.3 percent), the US (12 percent), Europe (9 percent) and Japan (7 percent).

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The following firms advise on issues related to this jurisdiction from offices elsewhere:

- Davis Polk & Wardwell
- Norton Rose Fulbright
- Paul, Weiss, Rifkind, Wharton & Garrison LLP
- Simpson Thacher & Bartlett

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Deep & Far Attorneys-at-law

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Fax: (886) 2 2598 9900
Email: email@deepnfar.com.tw

Contact: C. F. Tsai

Number of Employees: 63
Offices in Asia: Taipei
Year Established: 1992

Website: www.deepnfar.com.tw

Languages Spoken: English, Chinese.

Main Practice Area: Intellectual Property.

Firm Profile

We take on challenges to demonstrate our extraordinary competence. For example, clients regularly send to us: a pending or granted patent for our comments on how we can improve their claims; a pending patent specification without the claims for us to draft the claims so the client can make a comparison with the original claims; or an initial disclosure at the same time as to their current counsel so that they can compare which firm can provide the better claim for them.

Deep & Far attorneys-at-law was founded in 1992. The firm deals with all phases and aspects of law with a particular focus on intellectual property rights (IPRs) including patents, trademarks, copyrights, trade secrets, unfair competition, and/or licensing, counselling, litigation and/or transactions thereof.

The patent attorneys and patent engineers in Deep & Far hold outstanding and advanced degrees and have generally graduated from the top five universities in the country. Our staff are dedicated to providing the best quality service in IPRs in the country. As evidence of this, of the about one half of the top 100 corporations in the country that have experience of seeking patents for their products or techniques, more than one fifth have used the services of this firm. In addition, of the 50 percent of the Hi-Tech companies in the science-based industrial park located at Hsin Chu (which have played an important role in boosting the economy) which have experience in seeking patents, more than 60 percent have entrusted their IPR work to the firm. Deep & Far also represents international giants such as InterDigital, MPS, Schott Glas, Toyo Ink, Lenovo, Armani and Motorola, etc.

It is our philosophy to provide competent legal services that we believe other firms cannot comparably provide. We achieve this by selecting, edifying and nurturing people who demonstrate the following qualities: learned in expertise, morally earnest and sincere in mind and action, disciplined and constructive. We believe that such traits are key to providing competent counsel.

With perseverance and determination our philosophy enables us to build relationships which go deep and take us far with our clients.

More information regarding Deep & Far can be found on our website at deepnfar.com.tw



道法法律事務所

DEEP & FAR Attorneys-at-Law

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Tel: (886) 2 2585 6688 Fax: (886) 2 2598 9900/2597 8989
Email: email@deepnfar.com.tw Website: www.deepnfar.com.tw

IP Prosecution
Infringement
Litigation



We take challenges to show our extraordinary competence, for example, clients regularly send to us:

- a pending or granted patent for our comments on how we can improve their claims;
- a pending patent specification without the claims for us to draft the claims so the client can make a comparison with the original claims; or
- an initial disclosure at the same time as to their current counsel so that they can compare which firm can provide the better claim for them.

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IN-DEPTH FIRM PROFILES.....P.142

Thailand firms
online here:



THAILAND



In-House Community Survey

Representing Corporate Thailand, 2016

KEY ISSUES AND CONCERNS

Good news for external counsel in Thailand: a remarkably small 11 percent of in-house respondents say they are using outside lawyers less. This seems to be a response to a variety of factors, such as pressure to “control budgets with limited in-house resources, meaning a requirement for more external professional services”. In keeping with this increasing cost-consciousness, respondents in Thailand are among the most likely to say that they have used, or would be willing to use “new model” legal services providers.

As with their peers in most markets, Thai in-house teams are wrestling with the pace of legal and regulatory change, particularly privacy and anti-bribery laws, and new trade agreements that affects Thailand’s export industries.

AT A GLANCE

Average team size: 13

Growth trend: Remain the same (63%)

Using external counsel less: 11%

Recruitment:

Legal recruiters (56.3%)

Referrals by other in-house lawyers (56.3%)

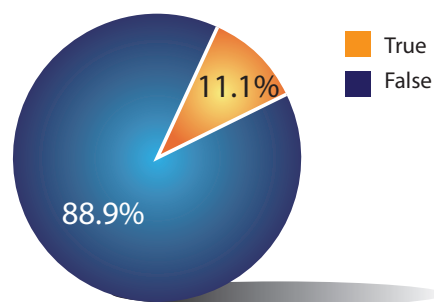
Placing job advertisements (37.5%)

For regional in-house survey findings, see pages 4-6.

THAILAND

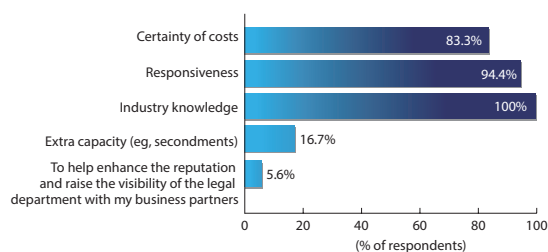
I am using external counsel less and less:

Overall:



As a buyer of legal services what I really want from external counsel is (choose the 3 from the below 5 options that matter to you most):

Overall:



KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MEMO COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Allen & Overy	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Apisith & Alliance Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Baker McKenzie Limited MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	90
Blumenthal Richter & Sumet	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	44
Chandler MHM Limited MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	54
Clifford Chance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	30
DFDL Mekong (Thailand) Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
DLA Piper (Thailand) Limited MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	44
Herbert Smith Freehills	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Hunton & Williams (Thailand) Ltd. MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
International Legal Counsellors	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Thailand Ltd. (Russin & Vecchi)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Kelvin Chia (Thailand) Co., Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Koerner & Associates Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	4
LawAlliance Limited	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	5
LawPlus Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
Linklaters MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Lorenz & Partners Co., Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
LS Horizon Limited	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	45
Mayer Brown JSM (Thailand) Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Mirandah Asia (Thailand) Co., Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3

See Page 142

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Norton Rose Fulbright MR	✓				✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	15
Price Sanond Prabhas & Wynne	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	30
R & T Asia (Thailand) Ltd. (part of the Rajah & Tann Asia network) MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	55
Siam City Law Offices Limited (SCL Law Group)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	See Page 144
Siam Premier Int'l Law Office Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	n/a
South Asia Law Co., Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	13
Thanathip & Partners Legal Counsellors Limited	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	16
The Capital Law Office Limited	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	19
Tilleke & Gibbins MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	100
Vovan & Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	20
Watson, Farley & Williams (Thailand)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	32
Weerawong, Chinnawat & Partners Ltd. MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	See Page 146
ZICO Law Thailand	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	22

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP Davis Polk & Wardwell Shearman & Sterling Stephenson Harwood

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Chandler MHM Limited

7th-9th, 16th Floor, Bubhagit Building
20 North Sathorn Road
Bangkok 10500, Thailand
Tel: (66) 2 266 6485
Fax: (66) 2 266 6483 / 4
Email: chandler@chandlermhm.com

Contacts: Jessada Sawatdipong
jessada.s@chandlermhm.com
Satoshi Kawai
satoshi.kawai@chandlermhm.com

Number of Lawyers: 54
Year Established: 1974

Website: www.chandlermhm.com

Languages Spoken: Thai, English, Japanese, French

Main Practice Areas

- Energy & Natural Resources
- Banking & Project Financing
- Corporate
- Mergers & Acquisitions
- Securities
- Litigation
- Restructuring & Insolvency
- Tax & Regulatory
- Labour & Employment

Firm Profile

Chandler MHM Limited (Chandler MHM) has a history of representing clients in Thailand since 1974, and it is one of the few independent law firms with qualified Thai, US and Japanese lawyers. Every transaction benefits from more than 40 years' experience in Thailand and across Southeast Asia, as well as from offices in Japan, Beijing, Shanghai, Yangon and a 'Jakarta Desk' in Indonesia. The firm is recognized for proven expertise in complex, cross-border transactions.

Chandler MHM lawyers are sought out for their experience in natural resources and major infrastructure projects, frequently acting for international agencies and governments on matters involving mineral policies and legislation. They draw on integrated practice expertise to deliver legal solutions that are practical, innovative, and consistently responsive to clients' needs.

Recognition

- Firm of the Year 2016 – Top Multiple Category Winner, by *Asian-mena Counsel In-House Community 2016*
- Most Responsive Domestic Law Firm (Thailand), by *Asian-mena Counsel In-House Community 2016*
- Top Ranked / Leading Firm, by *Chambers & Partners Asia Pacific 2017*
- Band I Projects & Energy, by *Chambers & Partners Asia Pacific 2017*
- Top Tier Firm, by *IFLR1000 2017*
- Tier I Banking & Finance, by *IFLR1000 2017*
- Tier II Mergers & Acquisitions, by *IFLR1000 2017*
- Top Tier Firm, by *The Legal 500 Asia Pacific 2017*
- Tier I Banking & Finance, Projects & Energy, by *The Legal 500 Asia Pacific 2017*
- Tier II Corporate and M&A, by *The Legal 500 Asia Pacific 2017*
- Outstanding Law Firm, by *Asialaw Profiles 2017*
- Outstanding Banking & Finance, Corporate and M&A, by *Asialaw Profiles 2017*
- Emerging Market Expert, by *Asian Legal Business 2017*

**Top Tier recognition in Thailand
for more than 40 years**

**Operations in Japan, China,
Singapore, Myanmar, Indonesia**

- Energy & Natural Resources
- Banking & Project Financing
- Corporate
- Mergers & Acquisitions
- Securities
- Litigation
- Restructuring & Insolvency
- Tax & Regulatory
- Labour & Employment

We Aim To Exceed Expectations – In Everything We Do

Siam City Law Offices Limited (SCL Law Group)

Rajanakarn Building, 20th Floor,
3 South Sathorn Road,
Yannawa, Sathorn,
Bangkok 10120, Thailand
Tel: (66) 2 676 6667-8
Fax: (66) 2 67 66188
Email: siamcitylaw@siamcitylaw.com

Contacts: Mr. Chavalit Uttasart, Mr. Vira Kamme, Mr. Rajen Ramiah
Number of Employees: 120
Offices in Asia: 4
Year Established: 2005
Website: www.siamcitylaw.com

Languages Spoken: English, French, German, Japanese, Lao, Myanmar, Thai, Khmer.

Main Practice Areas: Corporate & Commercial, Taxation & Customs, Employment & Labour, Land & Property, Banking & Finance, Securities, Mergers & Acquisitions, Project Finance, Expatriate Services, Bankruptcy & Business Reorganisation, Litigation & Dispute Resolution, International Arbitration, Intellectual Property, Telecoms & IT, International Trade.

Firm Profile

SCL Law Group (formally known as Chavalit Law Group) was formed in 2005 by a group of highly talented and energetic lawyers with a wealth of knowledge, experience and commitment to serving clients.

At SCL Law Group we pride ourselves on combining the highest global standards with local expertise, going beyond being mere counselors for hire, in order to provide high-quality legal services and protect our clients' interests. Our most senior lawyers have career histories that exceed 30 years in providing services to a diverse clientele base. We are professional and pragmatic, analytical and creative, rigorous and open to new ideas.

Siam City Law Offices Limited provides general business law services, such as corporate, securities, banking & finance, corporate recovery services, mergers & acquisitions (M&A), litigation & dispute resolution, taxation, labour, expatriate services and land & property.

Chavalit & Associates Limited handles intellectual property, information technology and telecoms legal services.

SCL Tax Consultants Limited provides a full range of Thai and international taxation, accounting and customs services. Our thorough understanding of Thai tax laws and practices helps our clients to achieve their business goals through the mitigation of adverse tax liabilities, which may arise within our clients' business dealings, as well as the maximisation of their tax benefits.

SCL International Limited focuses on international business aspects and foreign investment.

Chavalit & Partners Limited is our office in Hua Hin, Thailand. It specialises in providing services to expatriate individuals and companies living, and operating in the south of Thailand. The office focuses upon work for land and property buyers and developers, as well as providing corporate and tax advice.

Siam City Law (Myanmar) Company Limited is our office in Myanmar which provides the full range of legal and tax services in Myanmar, covering both statutory and practical issues.

SCL Law Offices Limited (SCL Lao) is our office in Lao PDR. Its areas of practice include legal and tax services, such as corporate, securities, banking & finance, corporate recovery services, mergers & acquisitions (M&A), litigation & dispute resolution, taxation, labour, expatriate services, land & property, intellectual property and information technology.

SCL SP & P Company Limited (Cambodia) is our office in Cambodia handling a full scale of legal services, from Employment law, Mergers and Acquisition, Intellectual Property and many more, as well as Tax services.

Our legal professionals have been trained in the United States, the UK, Europe, Australia and Asia, offering a diverse wealth of experience.

Recognition and Awards

- **Chambers Asia Pacific 2016 & 2017:** Chavalit Uttasart – ranked as one of the 'Leaders in their Field'
- **Individuals: prosecution and strategy:** Chavalit Uttasart – Chavalit & Associates Ltd
- **World Trademark Review's 2016 rankings** of the World's Leading Trademark Professionals (WTR 1000)
- **Asian-mena Counsel – In-House Community** Litigation and Dispute Resolution Firm of the Year, Thailand
- **Euromoney Asia Women in Business Law Awards 2015**
- Best firm in Thailand; and Best national firm for work/life balance.
- Ranked in Chambers Asia Pacific for IP practice

See partner profile on page 219



Nilobon Tangprasit
• Corporate & Commercial



Chavalit Uttasart
• IP & IT Law
• Mergers & Acquisitions
• Foreign Investment
• International Trade
• Corporate Recovery



Vira Kammee
• Litigation & Arbitration
• Land & Property



Tada Sastarasatit
• Labour & Employment Law
• Litigation & Arbitration
• Alternative Dispute Resolution



Pavinee Bunyamissara
• Intellectual Property



Varavudh Meesaiyati
• Land & Property
• Corporate & Commercial
• Banking & Finance
• Taxation & Customs
• Employment & Labour
• Dispute Resolution



Phatthrawat Nakaranuruck
• IT & Telecommunications
• Intellectual Property



Kallayarat Chinsrivonkul
• Intellectual Property
• Patents



Chinapat Visuttipat
• Banking & Finance
• Corporate & Commercial
• Investment
• Taxation & Customs



Weerayuth Sajjaphanroj
• IT & Telecommunications
• Intellectual Property
• Litigation

Weerawong, Chinnavat & Partners Ltd.

22nd Floor, Mercury Tower
540 Ploenchit Road, Lumpini
Pathumwan, Bangkok, 10330

Tel: (66) 2 264 8000

Fax: (66) 2 657 2222

Email: info@weerawongcp.com

Website: www.weerawongcp.com

Contacts: Chinnavat Chinsangaram, Senior Partner
Chinnavat.c@weerawongcp.com

Veeranuch Thammavaranucupt, Senior Partner
Veeranuch.t@weerawongcp.com

Number of employees: 180

Number of lawyers: 85

Offices in Asia: Bangkok

Year Established: 2009

Languages Spoken: English, Thai, Chinese.

Main Practice Areas:

Banking and Finance, Capital Markets, Corporate Advisory and Corporate Governance, Dispute Resolution, Mergers & Acquisitions, Projects and Energy, Restructuring and Insolvency.

Weerawong, Chinnavat & Partners Ltd. is one of Thailand's largest independent law firms. Formerly the Bangkok office of White & Case LLP, which commenced business in Thailand in 1993, Weerawong C&P became an independent Thai law firm in 2009 and offers a full range of legal services.

Consistently recognised in the top tiers of Asian-mena Counsel, Asialaw, Chamber & Partners, IFLR and The Legal 500 as a leading firm in Thailand, Weerawong C&P received the distinction of National Firm of the Year in 2014, 2015 and 2017 at the IFLR Asia Awards and in 2016 and 2017 at the Asian Legal Business Awards. The firm has been recognised for 'going beyond' in achieving results for clients by implementing strategies that have not been previously approached.

Areas of practice

Banking and finance: the firm advises lenders, borrowers and other clients on all aspects of banking and finance in the Asia Pacific region, including structuring, negotiating and documenting transactions that involve bank lending, project finance and acquisition financing.

Capital markets: the firm represents issuers, underwriters, placement agents, security holders, investors, corporate trustees and other participants in a wide variety of debt, equity and derivative offerings in domestic and international markets.

Corporate/M&A: Weerawong C&P represents purchasers, sellers, advisors, lenders and financial intermediaries in domestic and cross-border mergers, acquisitions, joint ventures, leveraged buyouts and divestments.

Dispute resolution: the firm provides comprehensive dispute resolution services for domestic and international clients. The team has extensive expertise and experience in all practice areas and industry sectors, with litigators representing clients in both the English and Thai languages.

Restructuring and insolvency: Weerawong C&P is one of the few law firms in Thailand that can provide integrated, multi-disciplinary services in both pre-litigation and litigation, including out-of-court restructurings.

Technology, media and telecommunications: Weerawong C&P advises and represents the top telecommunication, media and technology providers in Thailand in multibillion-baht financing; set-up and restructuring; commercial, licensing and regulatory matters; and high-profile, precedent-setting disputes.

Myanmar legal and consulting services: The firm represents power companies, banks, hotels, beverage companies, and leading infrastructure and construction groups in a wide range of matters, including the development and implementation of the Dawei sea port, industrial estate, and road and rail link to Thailand. The extent of the firm's local network in Myanmar enables the firm to present innovative solutions to local authorities as well as international best practices that are often welcomed by local decision-makers.

Real estate, construction and engineering: Weerawong C&P provides services in all aspects of commercial real estate and investment matters, including hotels and resorts, residential and multi-purpose projects and related financing.

Projects and energy: Weerawong C&P advises on mergers, acquisitions, joint ventures, financing and capital markets transactions, including infrastructure funds as well as public private partnerships in Thailand. The firm also advises on corporate and regulatory matters in relation to renewable energy, petroleum and power generation projects, airports, rail transport and ports.



“BEYOND”

Combining local expertise with international standards of excellence,
we help our clients develop business opportunities worldwide.

Banking & Finance
Capital Markets
Construction & Engineering
Corporate Advisory & Corporate Governance
Energy & Infrastructure
Litigation & Arbitration

Mergers & Acquisitions
Myanmar Legal and Consulting Services
Project Finance
Real Estate
Restructuring & Insolvency
Telecommunications, Media & Technology



WEERAWONG, CHINNAVAT & PARTNERS LTD.

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Tel: +662 264 8000 Fax: +662 657 2222

Contact Persons: chinnavat.c@weerawongcp.com & veeranuch.t@weerawongcp.com

www.weerawongcp.com

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Vietnam firms
online here:



VIETNAM



In-House Community Survey

Representing Corporate Vietnam, 2016

KEY ISSUES AND CONCERNS

The in-house legal function in an emerging market such as Vietnam faces numerous challenges, the most fundamental of which is that “legislation is not fully developed”. Also, the small size of most legal teams means that in-house lawyers have an extremely broad, multi-disciplinary remit that can include insurance, risk management and many other areas, some of which can pose particular problems when it comes to internal cooperation.

As one respondent put it: “Due to responsibility for both legal and compliance functions, I’m faced with a mindset from colleagues of considering us as police, rather than business support.” This disconnect between the legal team and the business side was a relatively common sentiment.

AT A GLANCE

Average team size: 5

Growth trend: Remain the same (76%)

Using external counsel less: 45%

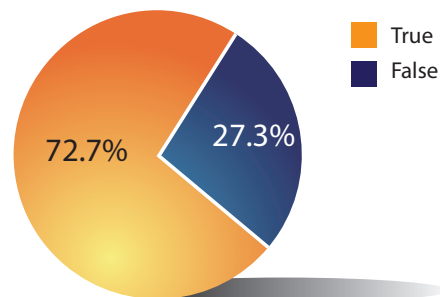
Recruitment: Legal recruiters (35%)

Placing job advertisements (35%)

General recruiters (30%)

VIETNAM

Local / regional law firms are able to offer me a better value service:



My biggest challenges are:



For regional in-house survey findings, see pages 4-6.

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Allen & Overy	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Allens	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	27
ANT Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	18
Bae, Kim & Lee LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Baker McKenzie (Vietnam) Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	53
bizconsult law LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Bross & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Detech & Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	2
DFDL	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	14
DNAS Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Duane Morris Vietnam LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Dzungst & Associates LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
Frasers Law Company	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25
Freshfields Bruckhaus	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15
Deringer LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
Gruenkorn & Partner Law Co., Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Hogan Lovells International LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25+
Indochine Counsel	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Kelvin Chia Partnership	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	57
LNT & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	45
Luat Viet Advocates & Solicitors	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	45

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Mayer Brown JSM (Vietnam)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Mirandah Asia (Vietnam)											✓											3
Phuoc & Partners		✓			✓	✓	✓	✓		✓				✓				✓	✓	✓	✓	63
Rajah & Tann LCT Lawyers	✓		✓	✓	✓	✓	✓	✓		✓	✓			✓				✓	✓	✓	✓	35
RHT Law Taylor Wessing Vietnam		✓	✓	✓	✓	✓	✓	✓	✓		✓			✓				✓	✓	✓	✓	36
Roedl & Partner Vietnam Ltd.					✓	✓	✓	✓	✓	✓	✓			✓				✓	✓	✓	✓	n/a
Russin & Vecchi MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓				✓	✓	✓	✓	20
Tilleke & Gibbins MR		✓			✓	✓	✓	✓		✓	✓			✓				✓	✓	✓	✓	37
VB Law		✓	✓	✓	✓	✓	✓	✓				✓						✓	✓	✓	✓	n/a
VCI Legal	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓				✓	✓	✓	✓	n/a
VDB Loi		✓	✓	✓	✓	✓	✓	✓										✓	✓	✓	✓	10+
VILAF MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓				✓	✓	✓	✓	60
Vision & Associates MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓				✓	✓	✓	✓	73
VNA Legal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓				✓	✓	✓	✓	n/a
YKVN MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓				✓	✓	✓	✓	n/a
ZICO Law Vietnam	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓				✓	✓	✓	✓	19

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP

Norton Rose Fulbright

Shearman & Sterling

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Russin & Vecchi

Ho Chi Minh City

Vietcombank Tower
5 Me Linh Square, 14/F
Ho Chi Minh City
Tel: (84-28) 3824-3026
Fax: (84-28) 3824-3113

No of Employees in Vietnam: 40+
Offices in Asia Pacific: Thailand, Taiwan
Year Established: Vietnam - 1993

Hanoi

Hanoi Central Office Bldg
44 Ly Thuong Kiet, 11/F
Hanoi
Tel: (84-24) 3825-1700
Fax: (84-24) 3825-1742

Email: lawyers@russinvecchi.com.vn

Website: www.russinvecchi.com.vn

Languages Spoken: English, Vietnamese.

Practice Areas

- Corporate
- Banking, Finance and Capital Markets
- Infrastructure
- Foreign Corrupt Practices Act, UK Bribery Act, and Vietnam's Anti-Corruption Law
- M&A
- Real Estate
- Tax
- Employment Law
- Intellectual Property

Firm Profile

Russin & Vecchi was founded in Asia over 50 years ago to serve emerging economies. It had an office in Vietnam from 1966 to 1975. Its Vietnam practice reopened in Ho Chi Minh City in 1993, and its office in Hanoi opened a year later. Cumulatively, it has over 30 years experience operating in Vietnam.

With its long history and experience in Vietnam, it frequently acts as special counsel to international law firms whose clients have transactions in Vietnam.

Russin & Vecchi's Vietnam practice serves both Vietnamese and foreign clients investing, financing, and providing services in Vietnam. We advise clients on alternative structures available to operate in Vietnam; we assist them to set up; and, more importantly, we advise on ongoing legal issues which arise as a result of operating within the country. In addition to its corporate practice, Russin & Vecchi has an active M&A, banking and finance, capital markets, real estate, infrastructure, tax, employment law, intellectual property and other practice areas. In Asia, Russin & Vecchi also has offices in Thailand and Taiwan.

Russin & Vecchi has four partners in Vietnam and over twenty-five Vietnamese qualified associates in both Ho Chi Minh City and Hanoi.

Recognition

Russin & Vecchi has been recognized by:

- Legal 500 Asia Pacific (2016) as a first tier firm for Telecommunications, Media and Technology (TMT) and for Insurance law.
- ASIAN-MENA COUNSEL In-House Community – Vietnam Firm of the Year for Corporate/M&A (2015, 2016); Banking & Finance (2016); and Telecoms, Media & Technology (2015, 2016)

"A very good firm with great local knowledge." – Chambers (Asia Pacific)

"They have a good local reputation." – Chambers (Asia Pacific)

"The group at Russin & Vecchi provides a 'Rolls-Royce service', and its praised for its business acumen and industry knowledge." – Legal 500 (Asia Pacific)

"Very responsive, concise answers and great follow-through." – Chambers (Asia Pacific)

See partner profiles on page 221

RUSSIN & VECCHI



Ho Chi Minh City

Vietcombank Tower
5 Me Linh Square, 14/F
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Tel: (84-28) 3824-3026
Fax: (84-28) 3824-3113

Hanoi

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Hanoi
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Email: lawyers@russinvecchi.com.vn
Website: www.russinvecchi.com.vn

VILAF

Ho Chi Minh City Head Office

Suite 4.4-4.6 mPlaza Saigon
39 Le Duan St., District 1, Ho Chi Minh City
Tel: (84) 28 3827 7300
Fax: (84) 28 3827 7303
Email: duyen@vilaf.com.vn

Contacts: Vo Ha Duyen, Chairperson
Nguyen Truc Hien, Ho Chi Minh City Managing Partner
Dang Duong Anh, Hanoi Managing Partner

Hanoi Branch Office

6th Floor, HCO Building (Melia)
44B Ly Thuong Kiet Street
Hoan Kiem, Hanoi, Vietnam
Tel: (84) 24 3934 8530
Fax: (84) 24 3934 8531

Total Number of Fee Earners: 60

Website: www.vilaf.com.vn

Languages Spoken: Vietnamese, English, Filipino.

Main Practice Areas

Corporate and M&A, Banking and Finance, Capital Markets, Aviation, Energy and Infrastructure, Real Property, Dispute Resolution.

Firm Profile

International expertise with local understanding

With over 24 years of experience in Vietnam, VILAF is a leading law firm in Vietnam. VILAF is one of the largest law firms in Vietnam with 11 partners and more than 50 associate lawyers with extensive experience advising cross-border M&A and financing transactions in Vietnam.

VILAF's experienced team of senior lawyers cover every aspect of business in Vietnam, including foreign direct investment, commercial, corporate, real estate, M&A, banking and finance, capital markets, project finance, infrastructure development, oil, gas & power, construction, trading & distribution, taxation, employment, shipping, litigation and arbitration, intellectual property, technology transfers, telecommunication and health care.

VILAF understands Vietnam's culture and policies as they affect the legal development and interpretation of the laws.

Recognition

VILAF has consistently been ranked as a **first-tier law firm** in Vietnam in almost all major legal practices including Corporate and M&A, Banking & Finance, Energy & Infrastructure, Real Property, and Dispute Resolution, by prestigious international legal editorials including IFLR1000, Legal 500, Chambers and Partners, In-House Community and AsiaLaw.

Key Deals

Recent high-profile deals VILAF has advised on include:

- Advised SCC in the US\$560M acquisition of 65% shares in Holcim Cement Vietnam;
- Advised SCG in its US\$440M acquisition of 100% cement businesses in VCM and in US\$250M acquisition of Prime Group;
- Advised JX Nippon Oil & Energy in acquiring 8% equity in Petrolimex, the giant equitized SOE;
- Advised ANA Holdings in acquiring 8% equity in Vietnam Airlines;
- Advised CPECC in the joint venture acquisition of the US\$1.8B Jaks Hai Duong BOT Power Project;
- Advised ANZ in the sale of all its retail banking business in Vietnam to Shinhan Bank Vietnam involving 125,000 customer accounts;
- Advised Bank of Tokyo – Mitsubishi UFJ in a US\$510M syndicated Nexi loan facility to finance a highway project connected to Da Nang.



VIETNAM INTERNATIONAL LAW FIRM



Asian Mena Counsel In-House Community
Firm of the Year Award 2016 and Most
Responsive Domestic Law Firm Award 2016

Navigating the complexities of Vietnamese law

**Sound legal advice in a
changing market**

**Bridging legal and cultural
expectations**

HO CHI MINH CITY HEAD OFFICE

Suite 4.4-4.6 mPlaza Saigon
39 Le Duan St., District 1
Phone: +84 28 3827 7300

HA NOI OFFICE

6th Floor HCO Building (Melia)
44 Ly Thuong Kiet St.
Phone: +84 24 3934 8530

WWW.VILAF.COM.VN

CAMBODIA LAOS AND MYANMAR

Find a Law Firm.....P.158

IN-DEPTH FIRM PROFILES.....P.162

Cambodia firms
online here:



Laos firms
online here:



Myanmar firms
online here:



Photo: Tim Gilkison



In-House Community Survey

Representing Corporate Cambodia, Laos and Myanmar, 2016

CAMBODIA

Economic growth in Cambodia has been remarkably stable at roughly 7 percent for the past six years and continued this trend in 2016 at 6.9 percent, driven by the country's heavy reliance on the garment industry, which makes up 70 percent of exports.

While workers in the garment industry continue to fight for better wages and conditions, GDP per capita is rising and stood at roughly US\$3,500 in 2016. As a small and emerging economy, foreign direct investment remains an important growth driver — and the country has been successful at attracting it. FDI hit 9.4 percent of GDP in 2016 and has averaged roughly 9% for the past four years.

In the World Economic Forum's Global Competitiveness Index it ranks 89th overall, scoring highest for the efficiency of goods and labour markets, and financial market development. It has achieved the best improvement in the index among Asian nations since 2007, but this belies significant challenges in areas that comprise the basic drivers of competitiveness: institutions, infrastructure, health and education. With a median age of 23.8, Cambodia has one of the youngest populations in the world, which is a potential strength — but only if it can ensure better education.

As with most poor nations, corruption remains an issue. Cambodia ranks 156th out of 175 countries, according to the 2016 Corruption Perceptions Index reported by Transparency International.

LAOS

Laos remains bitterly poor, with a GDP per capita of just US\$1,650 — less than half that of Cambodia. The rate of economic growth has been in decline since 2012, dropping from 8.3 percent to 6.9 percent in 2016.

Agriculture, a hallmark of less-developed nations, is still the

most important sector of the economy, contributing 33 percent of GDP and 80 percent of jobs. Its main exports are wood, clothing, coffee, electricity, metals, corn and rubber.

However, Laos has made efforts to open its economy to foreign investment, particularly in the areas of hydropower, precious metals and forestry. It ranks 93rd in the World Economic Forum's Global Competitiveness Index, with a particularly high ranking for the efficiency of its labour force. The strength of its institutions also earns a relatively good score. Problems to doing business include the poor education of its workforce and a lack of access to financing.

The country has made good progress in reducing corruption. It is ranked 123rd out of 175 countries in the 2016 Corruption Perceptions Index reported by Transparency International, down from 168th a decade ago.

MYANMAR

Myanmar is still the poorest nation in Southeast Asia, but since opening its economy in 2011 after decades of military rule it has attracted significant interest from foreign investors, driven by the sheer potential of a country with more 50 million people and a GDP per capita of just US\$1,420.

Economic growth has fallen from a 2013 high of 8.4 percent to 6.3 percent last year, dragged down by the slowdown in neighbouring countries and China. Agriculture still contributes 36 percent of GDP, but services have already surpassed that figure at 38 percent. Industry contributes the remaining 26 percent. Its main exports are oil and natural gas.

Myanmar ranks 131st out of 138 in the World Economic Forum's Global Competitiveness Index, although this is an improvement from being at the bottom of the ranking in 2014.

For regional in-house survey findings, see pages 4-6.



[illegible]

Ashurst LLP
Norton Rose Fulbright

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
LAOS																					
Arion Legal (Lao) Sole Company Limited (Arion Legal)																					n/a
DFDL Legal & Tax																					15
Lao Premier International Law Office Limited																					n/a
LS Horizon (Lao) Sole Co. Ltd.																					8
Rajah & Tann (Laos) Sole., Ltd.																					2
Solaroni & Associates																					3
SCL Law Offices Limited (Lao PDR)																					6
Tilleke & Gibbins																					3
VDB Loi																					20+
VNA Legal Sole Co. Ltd.																					n/a
ZICO Law Laos																					6

See Page 168

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP

Norton Rose Fulbright

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

[illegible]

Active in this practice area

One of the firm's five largest practice areas

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
South Asia Consulting Co., Ltd.	✓			✓	✓	✓	✓		✓	✓			✓				✓		✓	✓	4
Tilleke & Gibbins					✓	✓			✓	✓			✓					✓		✓	6
TMI Associates Yangon Office (TMI Associates Services Co., Ltd.)				✓	✓					✓							✓				n/a
Trocadelyo LS (Myanmar)				✓	✓	✓				✓	✓			✓						✓	5
U Tin Yu & Associates				✓	✓	✓			✓	✓				✓						✓	12
VDB Loi				✓	✓	✓		✓	✓	✓				✓					✓	✓	60
WongPartnership LLP				✓	✓	✓					✓										9
ZICO Law Myanmar	✓				✓	✓				✓										✓	8

The following firms advise on issues related to this jurisdiction from offices elsewhere:

Ashurst LLP
 Stephenson Harwood
 Norton Rose Fulbright

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Bun & Associates

#29, Street 294
Phnom Penh, Cambodia

Contact: Bun Youdy
Email: bun@bun-associates.com

P.O. Box 2326

Number of employees: 79

Offices in Asia: 1

Year Established: 2007

Tel: (855) 23 999 567

Fax: (855) 23 999 566

Email: info@bun-associates.com

Website: www.bun-associates.com

Languages Spoken: Khmer, French, English, Japanese, Mandarin, Thai.

Main Practice Areas

- Banking & Finance
- Corporate and M&A
- Commercial Contracts & Business Licensing
- Real Estate & Construction
- Tax & Customs
- Commercial Litigation & Dispute Resolution
- Insurance
- Employment & Labor
- Mining & Energy
- Telecommunication & Technology
- Intellectual Property

Firm Profile

Bun & Associates is a leading law firm in Cambodia which provides innovative, high quality legal advice and services to domestic and international clients. It advises clients in diverse areas and also offers private client services, legal translations, and certifications. The firm benefits from being Cambodian and international in its management structure, identity and approach. It takes pride in its integrated, multi-disciplinary team of legal experts with advanced degrees from some of the most renowned universities in Asia, Europe and the U.S. and covering a multitude of languages. Bun & Associates has been consistently ranked a top tier law firm by Chambers & Partners, IFLR1000, and AsiaLaw.

Recognition

Tier 1 in Chambers & Partners Asia, Chambers & Partners Global, IFLR1000, and AsiaLaw.

See **partner profile** on page 225



Firm Overview

Bun & Associates is a leading law firm in Cambodia which provides innovative, high quality legal advice and services to domestic and international clients. It advises clients in diverse areas and also offers private client services, legal translations, and certifications. The firm benefits from being Cambodian and international in its management structure, identity and approach. It takes pride in its integrated, multi-disciplinary team of legal experts with advanced degrees from some of the most renowned universities in Asia, Europe and the U.S. and covering a multitude of languages. Bun & Associates has been consistently ranked a top tier law firm by Chambers & Partners, IFLR1000, and AsiaLaw.

Areas of Practice and Relevant Services

- Banking & Finance
- Corporate and M&A
- Commercial Contracts & Business Licensing
- Real Estate & Construction
- Tax & Customs
- Commercial Litigation & Dispute Resolution
- Insurance
- Employment & Labor
- Mining & Energy
- Telecommunication & Technology
- Intellectual Property

- * **Qualification:** A full-service law firm registered with the Bar Association of the Kingdom of Cambodia.
- * **Guiding principles:** Commitment, Professionalism, Quality.
- * **Pride:** Ability to handle complex demands and deliver timely solutions of the highest quality.

Contact Information

29 St. 294, Phnom Penh, Cambodia
Tel: (855) 23 999 567 / (855) 12 817 817
Fax: (855) 23 999 566
Email: info@bun-associates.com
Website: www.bun-associates.com



Contact Person

Mr. Bun Youdy
Mobile: (855) 12 817 817
Tel: (855) 23 999 567
Email: bun@bun-associates.com

MAR & Associates

Level 2, Phnom Penh Tower, #455
Monivong Blvd. (St. 93/232)
Sangkat Boeung Pralit, Khan 7 Makara
12258, Phnom Penh, Cambodia
Tel: (855) 23 527 9777
Email: borana@mar-associates.com
Website: www.mar-associates.com

Managing Partner: MAR Samborana (Mr.)

Number of Lawyers: 10
Offices in Asia: 8

Japan desk: JBL Mekong – MURAKAMI Nobuaki (Mr.)
Tel: (855) 23 640 5621
Email: nobu@mar-associates.com

Languages Spoken: Khmer, English, Chinese and Japanese.

Main Practice Areas

- Foreign Investment
- Corporate/M&A
- Taxation and Accounting
- Real Estate and Construction
- Government and Regulation
- Restructuring and Insolvency
- Dispute Resolution
- Private Equity and Venture Capital
- Technology, Media & Telecommunications (TMT)
- Agriculture
- Litigation
- Labor & Employment
- Banking and Finance
- Intellectual Property
- Energy & Resources
- Capital Market/IPO
- International Trade
- Project & Infrastructure
- Maritime
- Tourism

MAR & Associates advises clients from a wide variety of industries including banking, securities, insurance, telecommunications, technology, infrastructure construction, real estate, mechanical engineering, NGO, transportation, energy, industrial and other service sectors.

Firm Profile

MAR & Associates Law Office is registered under the Cambodian Bar Association of the Kingdom of Cambodia. With specialized and localized team committed to excellence and quality legal service, MAR & Associates offers a full legal service with extensive knowledge of the law, business and market in the region. The team is highly competent and able to work with wide range of clientele with diverse backgrounds and cultures. Working in associate with JBL Mekong, MAR & Associate also offers unique and high quality legal service to Japanese clientele. Committed to excellence and integrity, team at MAR & Associates are experienced, hardworking, diligent and responsible.

MAR & Associates is also a member firm of One Asia Lawyers network, a legal advisory network with member firms in Japan, Laos, Thailand, Myanmar, Vietnam, Singapore and Malaysia, aiming to provide seamless, comprehensive advice on laws of all ASEAN Countries. With offices in ASEAN nations, the team provides an accessible and efficient service throughout the region as a single platform with guaranteed quality, speed and affordable fee rates.

MAR & Associates is also a member of IFC and World Bank Group for doing business in Cambodia and various international organizations including Japan International Cooperation Agency (JICA) and Japanese Embassy.

Recognition

- Foreign Investment Law Firm of the Year in Cambodia in the area of Foreign Investment
– *Global Law Experts Awards 2017*

See partner profiles on pages 225 – 226



MAR & Associates

a member of



ONE ASIA LAWYERS

Legal Excellence.
Diversity Advantage.
Quality Speed & Fees.

With specialized and localized team committed to excellence and quality legal service, MAR & Associates offers a full legal service with extensive knowledge of the law, business and market in the region. The team is highly competent and able to work with wide range of clientele with diverse backgrounds and cultures.

- Foreign Investment
- Corporate/M&A
- Real Estate & Construction
- Litigation
- Labor & Employment
- Intellectual Property
- Agriculture & Tourism

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Cambodia | Laos | Thailand | Myanmar
Vietnam | Singapore | Malaysia | Japan

Myanmar Legal Services Limited

22/D Malikha Street (off Parami Road)
Mayangone Township, Yangon 11061
Myanmar

Tel: (951) 650740 / 951 652139

Fax: (951) 650466

Website: www.myanmarlegalservices.com

Contact:

Daw Khin Cho Kyi kckyi@mlslyangon.com
info@mlslyangon.com

Number of Lawyers: 8

Year Established: 1998

Languages Spoken: Burmese and English.

Main Practice Areas

- Corporate and M&A
- Project Financing
- Energy & Natural Resources
- Employment
- Real Estate & Construction

Firm Profile

Myanmar Legal Services Limited (MLSL) has been in practice since 1998. MLSL offers a broad range of legal advice and assistance on local and international commercial transactions, and on related aspects of doing business in Myanmar. MLSL was established to fill the gap in the Myanmar Legal market for international standards legal services at reasonable rates. We are committed to providing high quality, cost-effective legal services that achieve client business objectives – in every transaction. The firm has substantial experience with the Myanmar Investment Commission (MIC), which is key for successful investment in Myanmar. We have proven expertise with complex, cross-border transactions; focus on incorporations, MIC approvals, Projects, M&A and project finance.

Recognition

- Band 1, by *Chambers and Partners Asia Pacific 2017*
- Top Tier Firm by, *The Legal 500 Asia Pacific 2017*
- Top Tier Firm by, *IFLR1000 2017*
- Outstanding for Banking & Finance, Energy & Natural Resources, by *Asialaw Profiles 2017*
- Daw Khin Cho Kyi, Managing Director of Myanmar Legal Services Ltd., is ranked as a Leading Individual by international commentators. *Chambers Asia Pacific 2017* says, "[she is regarded as] an authority of Myanmar law". *The Legal 500 Asia Pacific 2017* says, "... knows people in the relevant ministries, which helps when navigating the local landscape"

See partner profile on page 226

photo credit: Mariusz Lewicki



MYANMAR LEGAL

MYANMAR LEGAL SERVICES LIMITED

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Yangon 11061, Myanmar
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F: 951-650466
E: info@mlslyangon.com
www.myanmarlegalservices.com**

**Contact:
Khin Cho Kyi <kckyi@mlslyangon.com>**

SCL Law Group

Thailand

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Email: info@kh.scl-law.com

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Myanmar

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Unit 01-04 (Level -1), Union Business Center (UBC),
Natmauk Road, Bo Cho Quarter,
Bahan Township, Yangon, Myanmar
Tel: (95) 1 860 3434 (Ext: 2029)
Email: siamcitylaw@siamcitylaw.com

Website: www.siamcitylaw.com

Languages Spoken: English, French, German, Japanese, Lao, Myanmar, Thai, Khmer.

Main Practice Areas

Corporate & Commercial, Taxation & Customs, Employment & Labour, Land & Property, Banking & Finance, Securities, Mergers & Acquisitions, Project Finance, Expatriate Services, Bankruptcy & Business Reorganisation, Litigation & Dispute Resolution, International Arbitration, Intellectual Property, Telecommunications & IT, International Trade.

Firm Profile

We are a full service International law firm with its headquarters in Bangkok and an additional office in Hua Hin. The group also has representation in Myanmar, Lao PDR and Cambodia. Each office has a unique understanding of its jurisdiction and provides excellent service for clients from various jurisdictions.

We provide general business law services in areas of corporate and commercial, international and commercial contracts, bankruptcy and rehabilitation services, mergers and acquisitions, securities, banking and finance, taxes and customs, labour and employment law, international trade, expatriate services, real estate, litigation and alternative dispute resolution.

The Group was founded in 2005 by a team of senior partners who are amongst the foremost practitioners within their respective areas of specialty.

Recognition and Awards

Chambers Asia Pacific 2016:

Chavalit Uttasart – ranked as one of the ‘Leaders in their Field’ with the following commentary:

- Chavalit Uttasart is "very well respected" for his handling of patent prosecutions, according to peers. He is also noted for his work on IP-related disputes.

- World Trademark Review's 2016 rankings, of the World's Leading Trademark Professionals (WTR 1000),

Chavalit & Associates – the IP wing of the esteemed Chavalit Law Group – is another solid pillar in the Thai IP community. The trademark department has seen and done it all, but it is in complex, high-stakes disputes that the ensemble really adds value. Keeping an eagle eye on quality is founder and legal star Chavalit Uttasart, one of Thailand's most experienced practitioners in any discipline.

Ranked by IAM Patent 1000 as one of the world's leading patent firms, as well as one of the recommended patent practitioners from 2013 to 2015.

Euromoney Asia Women in Business Law Awards 2015: Best firm in Thailand; and Best national firm for work/life balance.

See partner profiles on pages 226 – 227



Nilobon Tangprasit
• Corporate & Commercial



Chavalit Uttasart
• IP & IT Law
• Mergers & Acquisitions
• Foreign Investment
• International Trade
• Corporate Recovery



Vira Kammee
• Litigation & Arbitration
• Land & Property



Tada Sastarasatit
• Labour & Employment Law
• Litigation & Arbitration
• Alternative Dispute Resolution



Pavinee Bunyamissara
• Intellectual Property



Varavudh Meesaiyati
• Land & Property
• Corporate & Commercial
• Banking & Finance
• Taxation & Customs
• Employment & Labour
• Dispute Resolution



Phatthrawat Nakaranuruck
• IT & Telecommunications
• Intellectual Property



Kallayarat Chinsrivonkul
• Intellectual Property
• Patents



Chinapat Visuttipat
• Banking & Finance
• Corporate & Commercial
• Investment
• Taxation & Customs



Weerayuth Sajjaphanroj
• IT & Telecommunications
• Intellectual Property
• Litigation

Australia firms
online here:



AUSTRALIA



In-House Community Survey

Representing Corporate Australia, 2016

INTRODUCTION

Australia's economy grew by 2.8 percent during 2016, continuing a period of stable expansion since 2013. However, the weakness of its currency as a result of the slowdown in China and the global commodity bust has led to a significant drop in GDP measured in purchasing power parity terms, having fallen below US\$50,000 for the first time since 2009 after a sharp decline from the 2013 peak of US\$67,800. Inflation was -0.4 percent.

However, Australia remains an advanced economy with strong fundamentals. It is ranked 15th among 190 economies in the ease of doing business, according to the latest World Bank annual ratings, down from 13th in 2015. It is the 13th least corrupt nation out of 175 countries, according to the 2016 Corruption Perceptions Index reported by Transparency International.

In the World Economic Forum's Global Competitiveness Index, Australia ranks 22nd overall and is in the top 10 for financial market development, higher education and health and primary education. Even traditionally weak areas such as labour market efficiency have improved significantly during the past few years.

Its biggest competitive weakness is a lack of innovation, which can often be a curse for resource-rich nations that become reliant on a dominant commodity sector. Australia's main exports are metals, which account for 29 percent of total exports, and coal and gas, which comprise 22 percent. Its largest export markets are China (32 percent of total exports), Japan (16 percent), South Korea (7 percent), the US (5 percent), India (4 percent), New Zealand, Singapore and Taiwan (3 percent each).

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Allen & Overy	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Arnold Bloch Leibler	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	136
Ashurst	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	662
Atanaskovic Hartnell	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	17
Baker McKenzie	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	311
Bird & Bird	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	38
Clayton Utz	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	742
Clifford Chance	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	88
Clyde & Co Australia	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Colin Biggers & Paisley	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	190
Corrs Chambers Westgarth	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	600
Dentons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	273
DLA Piper	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	411
Gilbert + Tobin	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	365
Griffith Hack	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	77
Henry Davis York	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	214
Herbert Smith Freehills	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1076
HPW	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	69
Hogan Lovells International LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	23
K&L Gates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	300
Kennedys	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

Alternative Investment Funds (Inc.PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
King & Wood Mailesons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	713
Maddocks	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	303
MinterEllison	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	1000+
Norton Rose Fulbright Australia	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Pinnsent Masons LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
Piper Alderman	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	176
Sidley Austin	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11
Squire Patton Boggs	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Sullivan & Cromwell	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
TressCox Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	114
White & Case	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	45

The following firm advise on issues related to this jurisdiction from offices elsewhere: Reed Smith

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

MIDDLE EAST - GCC

Find a Law Firm.....P.176

IN-DEPTH FIRM PROFILES.....P.184

Middle East-GCC firms
online here:



Photo: Tim Glikson



In-House Community Survey

Representing Corporate

United Arab Emirates, 2016

KEY ISSUES AND CONCERNS

There is no shortage of issues and concerns among in-house lawyers in the Middle East. While many of the familiar issues arise here, such as budget constraints and the fast-changing legal and regulatory environment, by far the most common responses related to more basic issues such as a widespread reluctance to accept international standards of compliance and risk management. For example, one respondent complained of “continuous market practices that do not correspond to the current applicable laws”.

The poor quality of local law firms across the region was also a common concern. In-house lawyers in the UAE were the least likely to say that local or regional firms offered better value.

Unfortunately, disregard for the law often comes from the top down, with several respondents describing “the wide discretionary authority of public officials in granting approvals for licensing and so on”, while another mentioned the “lack of jurisprudence and unpredictable courts findings”. Such an environment would challenge any in-house lawyers.

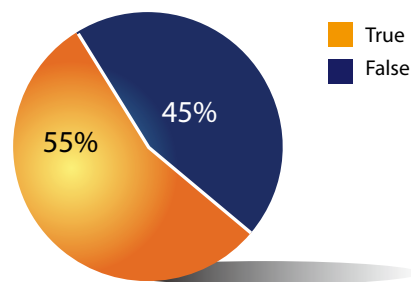
Added to this is the practice of “exclusive use of Arabic in official/government dealings”.

Another unique compliance challenge for in-house teams in the Middle East is “keeping track of the sanctions regime and its application to our business”.

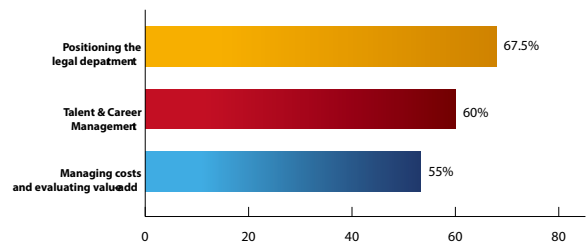
For regional in-house survey findings, see pages 4-6.

UNITED ARAB EMIRATES

Local / regional law firms are able to offer me a better value service:



My biggest challenges are:



AT A GLANCE

Average team size: 10

Growth trend: Remain the same (74%)

Using external counsel less: 43%

Recruitment: Legal recruiters (56.5%)

Linkedin (27.6%)

Referrals by other in-house lawyers (27.6%)

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

	Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
BAHRAIN																						
Al Tamimi & Company																						7
Baker McKenzie Limited																						19
Cedar White Bradley																						6
DLA Piper																						3
EK Attorneys & Legal Consultant																						5
KBH Kaanuun																						5
Norton Rose Fulbright (Middle East) LLP																						n/a
Osama Anwar Law Firm																						25
Trowers & Hamilins																						18
																						See Page 184

The following firm advise on issues related to this jurisdiction from offices elsewhere: Reed Smith

KUWAIT

Abdullah Kh. Al-Ayoub & Associates																						11
Al Tamimi & Company																						
A Kuwait Joint Venture with																						20
Atty Yaqoub Yousef Al-Munayae																						16
Al-dostour Law Firm																						3
DLA Piper																						

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

KEY	QATAR																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																					
	✓	Active in this practice area	✓	One of the firm's five largest practice areas																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
QATAR	Addleshaw Goddard (GCC) LLP																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																					

The following firm advise on issues related to this jurisdiction from offices elsewhere: Reed Smith

SAUDI ARABIA

Abdullah A. Al Fallaj Law Firm																					15
Al Tamimi & Company	✓																				28
BSA Ahmad Bin Hezeem & Associates LLP																					4
Clyde & Co																					18

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Dentons in association with The Law Firm of Wael A. Alissa	✓									✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	7
DLA Piper	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	22
Faisal Adnan Baassiri Law Firm in association with Ashurst LLP	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	3
Global Legal Experts House	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Hammad & Al-Mehdar in alliance with Simmons & Simmons	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	14
Jones Day, in association with Ebrahim Alhabardi Law Office				✓		✓			✓						✓						12
Law Office of Nidal Kadasa in association with Cedar White Bradley									✓				✓								3
Legal Advisors, Abdulaziz I. Alajlan & Partners in association with Baker & McKenzie Limited		✓	✓	✓	✓						✓		✓		✓				✓		30
Mohammed AlDhabaan & Partners in association with Eversheds Sutherland		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	22
Mohammed Al-Ghamdi Law Firm - in association with Norton Rose Fulbright US LLP	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓									12

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
MR Most Responsive (Honourable Mention)

Alternative Investment Funds (Inc. PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
--	----------	---------------------	-----------------	-----------------------	-------------------	------------	------------------------------	---------------	-----------	-----------------------	---------------------------	-----------------	---------------	-----------------------------------	-----------------------	--	--------------------------	------------------------------	----------	--	------------------------------

Shearman & Sterling in association with Dr. Sultan Almasoud & Partners

The Law Firm of Hazim Al Madani

The Law Office of Looaye M. Al-Akkas in association with

Vinson & Elkins LLP

The Law Office of Nasser

Al-Hamdan in association with

Herbert Smith Freehills

The following firm advise on issues related to this jurisdiction from offices elsewhere: Read Smith

UNITED ARAB EMIRATES

Abdelaziz Alhanee Advocates and Legal Consultancy

Addleshaw Goddard (Middle East) LLP

Afridi & Angell

Akin Gump Strauss Hauer & Feld LLP

Al Bahar & Associates Advocates & Legal Consultants

					✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
					✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	22
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
					✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

See Page 188

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MR An Asian-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction

MR Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
AL Jabri		✓				✓	✓				✓	✓			✓		✓		✓		✓	n/a
Al Saif and Partners Advocates and Legal Consultants		✓				✓				✓	✓				✓		✓		✓		✓	n/a
Al Suwaidi & Company MR					✓	✓	✓			✓	✓				✓		✓		✓		✓	20
Al Tamimi & Company MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	200
Allen & Overy LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Ashurst LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	21
Bae, Kim & Lee LLC					✓																	2
Baker McKenzie Habib Al Mulla MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	61
Baker Botts MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Bird & Bird MEA LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	10
BSA Ahmad Ben Hezeem & Associates LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	37
Cedar White Bradley		✓		✓						✓												8
Cleary Gottlieb Steen & Hamilton LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Clyde & Co MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	158
Dentons	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
Diaz, Reus & Targ (Dubai) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	4
DLA Piper MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	75
Eversheds Sutherland MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	60

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

- MR** An ASIAN-MENA COUNSEL Most Responsive Firm of the Year 2016 in this jurisdiction
- MR** Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc. PE)	Anti-Trust/Competition	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Fichte & Co Legal Consultancy	✓																		✓			n/a	n/a
Freshfields Bruckhaus & Deringer LLP	✓		✓	✓	✓	✓	✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Galadari, Advocates & Legal Consultants	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	100+
Gateley UK LLP (DMCC Branch)		✓	✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Gibson Dunn & Crutcher LLP	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	15
Gowling WLG	✓		✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	19
Hadef & Partners LLC MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	90
Herbert Smith Freehills	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	32
Hogan Lovells (Middle East) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	23
Horizons & Co		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	35
Ince & Co		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	17
Jones Day	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	12
K&L Gates LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
KBH Kaanuun Limited		✓	✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	8
Kennedys Dubai LLP		✓										✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
King & Wood Mallesons												✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
Latham & Watkins LLP			✓	✓	✓	✓	✓	✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Mahmood Hussain Advocates & Legal Consultancy			✓	✓	✓	✓	✓	✓											✓				n/a

See Page 190

KEY

- ✓ Active in this practice area
- ✓ One of the firm's five largest practice areas

In-House Community Recognition

MB An ASIAN-MENA COUNSEL **Most Responsive Firm of the Year 2016** in this jurisdiction

MB Most Responsive (Honourable Mention)

	Alternative Investment Funds (Inc./PE)	Aviation	Banking and Finance	Capital Markets	Compliance/Regulatory	Corporate and M&A	Employment	Energy and Natural Resources	Environmental	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences	Litigation and Dispute Resolution	Maritime and Shipping	Projects and Project Financing (Inc. Infrastructure)	Real Estate/Construction	Restructuring and Insolvency	Taxation	Telecommunications, Media & Technology	Total Applicable Fee Earners
Morgan, Lewis & Bockius LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	11
Norton Rose Fulbright (Middle East) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	42
Reed Smith	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	13
Shearman & Sterling LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
Simmons & Simmons Middle East LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	25
Stephenson Harwood Middle East LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Sunil Thacker Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Taylor Wessing (Middle East) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	20
The Rights Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a
Tribonian Law Advisors (in assoc. with Rindala Beydoun Legal Consultancy)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	16
Trowers & Hamlin	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	29
Vinson & Elkins LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	9
White & Case LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

See Page 192

Offshore Firms:

Conyers Dill & Pearman	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	4
Maples and Calder (Dubai) LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	6
Walkers	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	n/a

Note: Active practice area data above based on the most recent information submitted by individual firms. Other firms are active in this jurisdiction.

Trowers & Hamlins

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PO Box 3012
Manama, Bahrain
Tel: (973) 17 515600
Fax: (973) 17 131003

Contact: Abdul-Haq Mohammed
Number of employees: 19
Offices in Asia: Kuala Lumpur
Year Established: 1998
Email: Bahrain@trowers.com
Website: www.trowers.com

Languages Spoken: Arabic, Bahasa Malaysia, Cantonese, English, French, Mandarin, Russian.

Main Practice Areas

- Banking and Finance
- Dispute Resolution
- Housing and Regeneration
- Projects
- Telecoms, media & technology
- Construction
- Employment and Pensions
- International
- Public sector / Local government
- Corporate
- Energy and Infrastructure
- Private Wealth
- Real Estate

Firm Profile

Trowers & Hamlins is an international law firm. We are here to help businesses and governments change the way we live and work for the better. We do this by providing commercial advice geared towards tackling tomorrow's challenges in industry. We like to build enduring one-to-one relationships with our clients and develop long-term partnerships beyond transactional work. We provide a full range of corporate, business and commercial legal services.

Trowers & Hamlins in Asia and the Middle East

The international practice of Trowers & Hamlins undertakes work in many jurisdictions but is particularly closely associated with Asia and the Middle East. In the Middle East we are considered to be a regional specialist and we have broad geographical coverage and one of the largest, strongest and most experienced teams of lawyers.

Our connections with the Middle East date back to 1959. Trowers & Hamlins has long-established offices in **Abu Dhabi, Bahrain, Dubai, Oman** and is now the first foreign law firm to secure a branch licence in **Malaysia**.

Our **KL office** is particularly focused on providing international counsel support to major projects and cross border investments for ASEAN clients internationally, and in the ASEAN region, applying our international experience of projects of a similar nature to important in-country projects, with particular focus on energy, infrastructure and PPP projects. Our range of clients and connections, and their fields of activity, are significant and varied. Our client base ranges from Government-linked companies, to infrastructure funds, developers, real estate companies, banks, contractors and engineers, the automotive industry, and sundry partners involved in international commercial activity and joint ventures.

In **Jordan** we have a strong association with Abdul Karim J Al Fauri and Associates and we have successfully advised over the last 15 years on some of Jordan's largest projects: its recent LNG import project; the Arab Gas pipeline from Egypt; oil shale concessions including one with oil major Shell; and a mine-mouth oil shale-fired Independent Power Project.

In **Saudi Arabia** we have a presence on the ground through an exclusive co-operation arrangement with Prima Law & Consultations Office, headed by HH Dr Abdulrahman bin Saud Al-Kabier.

In **Kuwait** we collaborate with a number of leading Kuwaiti law firms and we also enjoy very close and regular working relationships with law firms in **Egypt** (where we had our own office for more than 10 years) **Qatar** and **Turkey**.

Our Middle East practice is acknowledged as one of the leading legal practices in the region. The expertise and experience of our lawyers and the overall breadth and depth of our Gulf practice is amply demonstrated by our substantial involvement (past and present) in some of the most significant, complex high profile and innovative projects and transactions in the region.

We are consistently ranked as a leading law firm in the Middle East and North Africa and are the first law firm to secure a Law Society Award for service levels for our Middle East offices.

Trowers & Hamlins LLP's Bahrain office houses a *'committed team of litigators with excellent client care and fast response times'*. (Legal500 2017)

Recognition

- Winner 'Real Estate Team of the Year' at Legal Week's Corporate Counsel Middle East Awards 2016, for advising Oman's Supreme Council for Planning on a new law and policy for the regulation and delivery of housing across the country.
- Winner of "Islamic Finance News Award for Capital Markets" IFN Law Awards 2016

[See partner profiles on page 227](#)

Local expertise, international reach

Towers & Hamlin is an international law firm. We're here to help businesses and governments change the way we live and work. We do this by providing commercial advice geared towards tackling tomorrow's challenges in industry.

"They have excellent knowledge in their chosen expertise and I like their proactive approach to resolving our issues."

Chambers Global, 2017

"[The] Bahrain office houses a committed team of litigators with excellent client care and fast response times."

Legal 500, 2017

www.towers.com

Trowers & Hamlins

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Al Muntazah Street
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PC112, Muscat
Sultanate of Oman
Tel: (968) 2468 2900

Contacts: Thomas Wigley/Jamie Gibson
Number of employees: 30
Offices in Asia: Kuala Lumpur
Year Established in Oman: 1980
Email: omanoffice@trowers.com
Website: www.trowers.com

Languages Spoken: Arabic, Bahasa Malaysia, Cantonese, English, French, Mandarin, Russian.

Main Practice Areas

- Banking and Finance
- Dispute Resolution
- Housing and Regeneration
- Projects
- Telecoms, media & technology
- Construction
- Employment and Pensions
- International
- Public sector / Local government
- Corporate
- Energy and Infrastructure
- Private Wealth
- Real Estate

Firm Profile

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Trowers & Hamlins in Asia and the Middle East

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"This respected firm has proven expertise in capital markets and international projects, including matters such as M&A, consortium agreements, joint stock establishment and share acquisitions. Its clients are from a wide variety of sectors such as banking, construction, aviation and government." – Chambers Global 2017

Recognition

- Winner "Law Firm of the Year" (IFN Awards 2017).
- Winner 'Real Estate Team of the Year' at Legal Week's Corporate Counsel Middle East Awards 2016.

Local expertise, international reach

Trowers & Hamlins is an international law firm. We're here to help businesses and governments change the way we live and work. We do this by providing commercial advice geared towards tackling tomorrow's challenges in industry.

"The team provides strategic thinking, specific knowledge of the law in the Oman region and excellent, thought-out counsel."

Chambers Global, 2017

www.trowers.com

Afridi & Angell

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Tel: (971) 4 330 3900 | Fax: (971) 4 330 3800
Email: dubai@afриди-angell.com

Abu Dhabi: The Towers at the Trade Center
West Tower, Level 12, PO Box 3961
Abu Dhabi, UAE
Tel: (971) 2 610 1010 | Fax: (971) 2 627 2905
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Contacts: Bashir Ahmed, Managing Partner
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Email: dubai@afриди-angell.com

Sharjah: Al Baker Tower 5, Office 601, Al Khan,
Al Mamzar, PO Box 5925, Sharjah, UAE
Tel: (971) 6 568 1062 | Fax: (971) 6 568 2336
Email: sharjah@afриди-angell.com

Number of Employees: 75
Year Established: 1975

Website: www.afриди-angell.com

Languages Spoken: Arabic, English, Afrikaans, Dutch, Farsi, French, Hindi, Japanese, Sinhalese, Urdu.

Main Practice Areas

- Aviation
- Compliance and Regulatory
- Dispute Resolution
- Energy
- Government Licensing
- Insurance
- Maritime, Shipping & Transport
- Private Equity, Acquisitions
- Restructuring
- Venture Capital
- Banking & Finance
- Corporate and Commercial
- Employment
- Financial Services Regulation
- Infrastructure and Project Finance
- International Trade Controls
- Military Procurement & Offsets
- Real Estate & Construction
- Technology, Media and Telecommunications

Firm Profile

Founded in 1975, Afridi & Angell is a full-service UAE law firm in its fifth decade at the forefront of the legal community. From the beginning, our hallmarks have been a commitment to quality, unsurpassed knowledge of the law and the legal environment, and crafting of innovative business solutions. Licensed in the three largest Emirates of Abu Dhabi, Dubai and Sharjah as well as the Dubai International Financial Centre, our practice areas include banking and finance; corporate and commercial law; arbitration and litigation; construction; real estate; infrastructure projects; energy; project finance; maritime (wet and dry); and employment. We advise local, regional and global clients ranging in size and sophistication from start-ups, sole proprietorships, family-owned businesses, entrepreneurs and investors to some of the world's largest public and private companies, governments and quasi-government institutions. We attract and retain clients with our dedication to practical guidance focused on their business needs supported by decades of experience in our home jurisdiction, the UAE.

Afridi & Angell is the exclusive member firm in the UAE of top legal networks and associations, most notably Lex Mundi, the world's leading network of independent law firms, and World Services Group.

Recent Awards and Recognitions

- Highly Commended for Regional Law Firm of the Year (small practice), Legal Week's Middle East Legal Awards 2017.
- Regional Law Firm of the Year Award (small practice), The Oath Middle East Legal Awards 2016.
- Asian-mena counsel's Deals of the Year 2014 Award for the firm's work on the Damac Real Estate Development IPO of depositary receipts, raising USD348 million.

A “go to” team of lawyers with local, regional and international expertise



For over 40 years, we have proudly served our clients on a variety of matters ranging from setting up in the UAE to some of the most complex transactions. With offices in Dubai, Abu Dhabi and Sharjah, we are the firm of choice for discerning clients within our core areas of practice: banking and finance, corporate and commercial, dispute resolution, real estate and construction, employment, infrastructure and energy, transport, as well as doing business in the Middle East and the UAE. Within these areas, as well as sub specialties, we address highly sophisticated legal challenges. In addition to our offices in the UAE, Afridi & Angell is the exclusive member firm in the UAE for Lex Mundi, the world's leading network of independent law firms. As part of the Lex Mundi global network, we can provide our clients preferred access to more than 21,000 lawyers around the world.

www.afridi-angell.com

For more information please contact
Bashir Ahmed (bahmed@afridi-angell.com)
or Masood Afridi (mafridi@afridi-angell.com).

Horizons & Co

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 Sheikh Zayed Road, Dubai UAE
 Tel: (971) 4 354 4444
 Fax: (971) 4 354 4445
 Email: alisaeedi@horizlaw.ae

Contact: Adv. Ali Al Zarooni
 Number of employees: 56
 Offices in Middle East: 2
 Year Established: 1997
 Website: www.horizlaw.ae

Languages Spoken: English, Arabic, French, Hindi, Urdu, Tagalog.

Main Practice Areas

- Civil and Commercial Litigation, Arbitration and Dispute Resolution
- Private Notary Services
- Incorporations and formations
- Corporate structuring
- Intellectual property, patent and trademarks
- Criminal
- Employment
- Commercial advisory
- Banking and finance
- Mergers and acquisitions
- Franchising

Firm Profile

Founded in 1997 and with offices in Dubai and Abu Dhabi, Horizons & Co has been advising clients in the UAE for two decades. We have a strong regional focus, regularly advising both local and international clients (on contentious and non-contentious matters) throughout the GCC region.

Licensed to practice before all courts, police stations and public prosecutions in the UAE, Horizons & Co can provide expert legal services in all areas of UAE law. Our lawyers and legal consultants boast a wide array of qualifications and legal backgrounds, enabling us to assist corporations and individuals on any legal aspect within the UAE. We are experts in dispute resolution specialising in litigation and arbitration. The Firm represents major corporate and private clients on a range of complex matters before the differing dispute resolution fora within the UAE.

Our Clients

Our clients include local and international corporations, insurers, financial institutions, developers, contractors, oil and gas companies and Government organisations. We frequently serve as local counsel to international firms on multifaceted civil and commercial disputes. Horizons & Co is considered a leader in advising on UAE legal matters, with many international law firms working closely with us in order to gain an expert insight into all matters pertaining to local UAE laws.

Our Focus

Horizons & Co is a disputes-focused practice. We specialise in litigation, mediation and arbitration in the UAE and the Middle East in general.

We provide a wide-ranging service that is tailor made to meet the clients' legal needs, and actively pursue all available opportunities to best serve our clients' needs. We routinely advise clients on the methods most appropriate to them and to individual matters. Our main priority is to quickly and effectively resolve disputes, with as little disruption to business as possible.

We understand that undertaking litigation can be overwhelming; this is where our experience and specialist practitioners come to the fore. Our Litigation team complements our advisory and corporate legal functions in all key areas of practice and comprises some of the top trial and appellate lawyers in the UAE.

Our teams have provided legal representation to some of the UAE's leading companies and organisations on matters from urgent interlocutory relief to large-scale litigations.

The firm also regularly represents clients at DIFC Judicial Authority (DIFC Courts), Conciliation Committees, Rent Committees and other Government Authorities.

Horizons & Co is a forward-thinking local practice, with our roots firmly embedded in the UAE and our sights set on the global market.

See partner profile on page 229



HORIZONS

&CO

Horizons & Co

- A LEADING LOCAL LAW FIRM
- LOCAL & INTERNATIONAL LAWYERS
- INTERNATIONAL STANDARDS
- LOCAL KNOWLEDGE
- EXPERTS IN UAE & GCC LAW

www.horizlaw.ae

Trowers & Hamlins

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Email: dubai@trowers.com

Website: www.trowers.com

Abu Dhabi: Floor P1, Tower C1
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PO Box 45628, Abu Dhabi, UAE
Tel: (971) 2 4107600 Fax: (971) 2 4107601
Email: abudhabi@trowers.com
Contacts: Martin Amison / Guy Danalis
Offices in Asia: Kuala Lumpur
Year Established: Dubai 1991 / Abu Dhabi 1993

Languages Spoken: Arabic, Bahasa Malaysia, Cantonese, English, French, Mandarin, Russian.

Main Practice Areas

- Banking and Finance
- Dispute Resolution
- Housing and Regeneration
- Projects
- Telecoms, media & technology
- Construction
- Employment and Pensions
- International
- Public sector / Local government
- Corporate
- Energy and Infrastructure
- Private Wealth
- Real Estate

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Clients benefit from a high degree of partner involvement, quality control and accountability. Across the firm, technical expertise is matched by strength, in-depth knowledge and substantial back-up resources. There is a strong shared commitment to doing the job right and delivering consistently good service.

We are consistently ranked as a leading law firm in the Middle East and North Africa and are the first law firm to secure a Law Society Award for service levels for our Middle East offices.

Trowers & Hamlins LLP provides 'an excellent level of service and attention to detail' – Legal 500 2017

See partner profiles on pages 229 – 230

Local expertise, international reach

Trowers & Hamlins is an international law firm. We're here to help businesses and governments change the way we live and work. We do this by providing commercial advice geared towards tackling tomorrow's challenges in industry.

"Good presence in the UAE region and great understanding of their clients."

"[Trowers & Hamlins LLP] Have been tremendously effective, active and timely in their responses."

Chambers Global, 2017

www.trowers.com





mycareerinlaw.com

The best opportunities from
the region's best recruiters

Market Trends

Job Search Job Alerts

Career Advice



Sister site to the *In-House Community* at:

www.inhousecommunity.com

REST OF THE WORLD



Rest of the World firms
online here:



AFRICA

..... 196



NORTH AMERICA

..... 198



Risk, Investigations and
Litigation Support online here:



LITIGATION SUPPORT

..... 200

Fasken Martineau DuMoulin LLP

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Email: johannesburg@fasken.com

Other Offices:

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Calgary

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Toronto

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Toll-free: 1 800 268 8424 / E: toronto@fasken.com

Ottawa

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Toll-free: 1 877 609 5685 / E: ottawa@fasken.com

Montréal

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Toll-free: 1 800 361 6266 / E: montreal@fasken.com

Québec City

Tel: (418) 640 2000 / Fax: (418) 647 2455
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London

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Contacts:

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Mark Stinson, Partner & Leader, Asia Pacific
Email: mstinson@fasken.com
Blaize Vance, Managing Partner, South Africa
Email: bvance@fasken.com

Number of employees: 1645

Offices in Asia: China Representative Office in Beijing:
Fasken Business Consulting (Asia) Inc.

Year Established: 2015

Website: www.fasken.com

Languages Spoken: Afrikaans, Akan, Arabic, Armenian, Bahasa Indonesian, Bahasa Melayu, Belarusian, Bengali, Bulgarian, Chinese (Cantonese), Chinese (Mandarin), Chinese (Shanghainese), Creole, Dutch, English, Ewe, Farsi, French, Ga, German, Greek, Gujarati, Hebrew, Hindi, Hungarian, Igbo, Italian, Japanese, Korean, Kutchi, Northern Sotho, Polish, Portuguese, Punjabi, Romanian, Russian, Serbian, Serbo-Croatian, Sesotho, Setswana, Shona, Signed French, Sinhala, Spanish, Swahili, Swedish, Tagalog, Taiwanese, Tamil, Tswana, Ukrainian, Urdu, Vietnamese, Xhosa, Yoruba, Zulu.

Main Practice Areas: Aboriginal, Antitrust/Competition & Marketing, Asia Pacific, Banking and Finance, Communications, Construction, Corporate Social Responsibility, Energy, Financial Institutions, Forestry, Government Relations and Ethics, Health, Information Technology & Public/Private Partnerships, Insolvency & Restructuring, Insurance, Intellectual Property, International Arbitration, Labour/ Employment & Human Rights, Life Sciences, Litigation, Mergers & Acquisitions, Mining, Private Equity & Venture Capital, Real Estate, Tax.

Firm Profile: Fasken Martineau's more than 700 lawyers in Canada, the United Kingdom, and South Africa are always ready to navigate legal challenges and capitalize on business opportunities for you. As a leading international business law and litigation firm, we offer experience and expertise across a wide range of industries and practice areas to suit the needs of organizations worldwide. We provide strategic advice to a broad range of clients including close to half of the Fortune 100 companies. We work with corporate clients, government agencies, regulatory authorities, non-profit bodies and individual clients.

Recognition

- The International Who's Who Legal recognizes Fasken Martineau as the 2017 Global Mining Law Firm of the Year, making the firm a nine-time winner of this award.
- Chambers Global Guide to the World's Leading Lawyers (2017) ranks Fasken Martineau with Band 1 rankings in nine practice areas, including Energy & Natural Resources (Mining); Telecoms, Media & Broadcasting; Dispute Resolution (British Columbia); Employment & Labour; Aboriginal Law; and Projects (Leading Canadian Firms Latin America-wide).
- Ranked among the top 10 law firms for placements and listings on both the Alternative Investment Market (AIM) of the London Stock Exchange and the Toronto Stock Exchange.

See [partner profile](#) on page 230



Expertise when you need it.

With the depth of knowledge offered by internationally ranked lawyers on your side, Fasken Martineau provides counsel to the counsel who does everything.

Fasken Martineau is a leading international business law and litigation firm with over 700 lawyers across Canada, the United Kingdom and South Africa.

Have our world of knowledge in your hand.



Fasken Martineau DuMoulin LLP

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Ottawa

Tel: (613) 236 3882 / Fax: (613) 230 6423

Toll-free: 1 877 609 5685 / E: ottawa@fasken.com

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Number of employees: 1645

Offices in Asia:

China Representative Office in Beijing: Fasken

Business Consulting (Asia) Inc.

Year Established: 2015

Website: www.fasken.com

Languages Spoken: Afrikaans, Akan, Arabic, Armenian, Bahasa Indonesian, Bahasa Melayu, Belarusian, Bengali, Bulgarian, Chinese (Cantonese), Chinese (Mandarin), Chinese (Shanghainese), Creole, Dutch, English, Ewe, Farsi, French, Ga, German, Greek, Gujarati, Hebrew, Hindi, Hungarian, Igbo, Italian, Japanese, Korean, Kutchi, Northern Sotho, Polish, Portuguese, Punjabi, Romanian, Russian, Serbian, Serbo-Croatian, Sesotho, Setswana, Shona, Signed French, Sinhala, Spanish, Swahili, Swedish, Tagalog, Taiwanese, Tamil, Tswana, Ukrainian, Urdu, Vietnamese, Xhosa, Yoruba, Zulu.

Main Practice Areas: Aboriginal, Antitrust/Competition & Marketing, Asia Pacific, Banking and Finance, Communications, Construction, Corporate Social Responsibility, Energy, Financial Institutions, Forestry, Government Relations and Ethics, Health, Information Technology & Public/Private Partnerships, Insolvency & Restructuring, Insurance, Intellectual Property, International Arbitration, Investment Products & Wealth Management, Labour/ Employment & Human Rights, Life Sciences, Litigation, Mergers & Acquisitions, Mining, Privacy & Information Protection, Private Client Services, Private Equity & Venture Capital, Real Estate, Tax, Trusts, Wills/ Estates & Charities.

Firm Profile: Fasken Martineau's more than 700 lawyers in Canada, the United Kingdom, and South Africa are always ready to navigate legal challenges and capitalize on business opportunities for you. As a leading international business law and litigation firm, we offer experience and expertise across a wide range of industries and practice areas to suit the needs of organizations worldwide. We provide strategic advice to a broad range of clients including close to half of the Fortune 100 companies. We work with corporate clients (large, medium and small companies), government agencies, regulatory authorities, non-profit bodies and individual clients.

Recognition

- The International Who's Who Legal recognizes Fasken Martineau as the 2017 Global Mining Law Firm of the Year, making the firm a nine-time winner of this award.
- Canadian Legal Lexpert Directory (2017) recognizes 164 firm lawyers in 46 areas of practice including Banking & Financial Institutions, Corporate Commercial Law, Corporate Finance & Securities, Corporate Mid-Market, Labour Relations, M&A and Mining.
- Chambers Global Guide to the World's Leading Lawyers (2017) ranks Fasken Martineau with Band 1 rankings in nine practice areas, including Energy & Natural Resources (Mining), Telecoms, Media & Broadcasting; Dispute Resolution (British Columbia); Employment & Labour; Aboriginal Law; and Projects (Leading Canadian Firms Latin America-wide).

See **partner profile** on page 230



Expertise when you need it.

With the depth of knowledge offered by internationally ranked lawyers on your side, Fasken Martineau provides counsel to the counsel who does everything.

Fasken Martineau is a leading international business law and litigation firm with over 700 lawyers across Canada, the United Kingdom and South Africa.

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IMF Bentham

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Offices in Asia: 6 (Singapore and Australia)
Year Established: 2001

Main Practice Areas

Subject to local laws, IMF Bentham provides financing and project management for all types of commercial dispute resolution, including:

- Litigation
- Arbitration (domestic, international and investment treaty)
- Insolvency
- Multi-party claims and class-actions
- ADR

IMF Bentham provides a range of financing solutions to manage the costs and risks of commercial dispute resolution, including:

- Full or partial funding of legal and associated costs
- Funding of adverse costs and security for costs
- Funding of claims investigations (or 'seed' funding)
- Working capital finance
- Financing of disputes portfolios for law firms and corporates
- Funding for claimants and respondents

Firm Profile:

IMF Bentham pioneered the development of the international litigation finance industry from its beginnings in Australia. For the past 16 years, it has led the use of litigation finance as a tool to help commercial parties mitigate the significant risks and costs of commercial dispute resolution.

Established in 2001, IMF Bentham is a publicly listed company on the Australian Securities Exchange (ASX: IMF) and one of the world's most experienced and successful litigation funders. It has a success rate of over 90% and has generated returns to clients in excess of AUD 1.3 billion.

IMF Bentham serves clients throughout the world from its 11 offices in the US, Australia, Canada and Asia. Dedicated Investment Managers, typically senior disputes lawyers with 10+ years' experience, provide timely assessments, creative financing solutions and strategic input. In addition to providing finance, IMF Bentham offers its extensive experience and know-how to commercial parties and their lawyers to help achieve the best outcomes possible.

Typically, IMF Bentham's financing options are 'non-recourse', such that IMF Bentham is only entitled to a return on its investment if the claim results in a successful recovery for all parties. If the case is unsuccessful, IMF Bentham bears the costs and, if the funding agreement requires it, any adverse costs order against the funded party. This model allows commercial parties to effectively outsource the risk and costs of commercial disputes while retaining the bulk of any potential recovery; freeing up internal budgets and cash-flow for use elsewhere.

Recognition and Awards

Recognised among the "Top Innovators in big Law in the Last 50 Years": American Lawyer.

IMF BENTHAM

INTERNATIONAL LITIGATION FUNDING

162
cases completed

90%
success rate

AUD \$1.3B
returned to clients
(from AUD \$2.1B in total recoveries)

Figures accurate as at 30 June 2017.

**FREE UP YOUR LITIGATION BUDGET
MINIMISE YOUR LITIGATION RISK**

Full or partial funding of legal and other costs | Funding of adverse costs and security for costs
Funding of claims investigations | Advances on working capital | Financing of disputes portfolios
Funding for claimants and respondents | No additional ATE insurance costs
Litigation | Arbitration | Insolvency | ADR

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For the latest results, visit the Surveys and Awards tab at www.inhousecommunity.com, or scan the QR code opposite.



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Ai-Leen Lim is chief executive and principal counsel of AWA Asia. Based in Beijing, she manages the firm's Asia offices, its headquarters in Hong Kong, as well as its wholly owned IP consultancy, AWA IP (Beijing) Co, Ltd in Beijing, a licensed trademark agency that is able to file and enforce trademarks in China directly before the Trademark Office and administrative authorities. Lim advises clients on IP portfolio management in China, Hong Kong and internationally, with a special focus on strategic brand management and social media. She is experienced in contentious and non-contentious IP matters, as well as regulatory issues in conjunction with market entry and product promotion. Lim's diverse client base ranges from IP rich fast growing start-ups to Fortune 500 companies.

See firm profile on page 16



Hongchuan Liu

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Mr. Hongchuan Liu's areas of expertise include foreign direct investment (FDI), M&A, VC/PE, capital market, corporate and commercial, outbound investment and international arbitration. He has advised renowned international enterprises on their FDI, M&A and related activities in China. He was the principal PRC legal counsel for an investment company in the course of establishment and acquisition of twelve joint ventures with a total investment of US\$250 million. He has represented domestic and international PE/VC funds and portfolio companies, and participated in numerous international arbitrations relating to international trade and investment disputes at China International Economic and Trade Arbitration Committee (CIETAC).

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Changchun Yuan

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Mr. Changchun Yuan's areas of expertise include foreign investment, M&A, employment law and general corporate. He has 20 years experience in advising international companies operating in China on various legal issues, including market entry, business formation, restructuring, license and distribution, employment law, public relations and government affairs. Most of his clients are in the manufacture, high tech, healthcare (pharmaceutical and medical device), insurance, and entertainment sectors.

Mr. Yuan received his legal training in both China and US and is dually licensed in China and New York State. He is a frequent speaker on law and legal practice in China.

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Mr. Zhang Libin's areas of expertise include M&A, energy and disputes resolution. He has 20 years' experience in advising clients in M&A/corporate matters with a focus in energy sector (including oil & gas, coal, renewables and nuclear). He is one of the lawyers 2017 ALB China Top 20 Client Choice. He is member of AIPN and arbitrator in CIETAC and Beijing Arbitration Commission. He has served in arbitration as counsel or expert witness (SIAC and ad hoc in London).

He has a J.D. degree from UT Austin Law School and is licensed in China and the State of New York.

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 East & Concord Partners

Steve has been advising numerous foreign clients on a variety of legal services, including foreign direct investment, venture capital investment and private equity investment in China, including Bain Capital of USA, Universal Studio of USA and Goldman Sachs. Steve specializes in the capital market and is known for his great communicating and problem solving skills in M&A and IPO projects. Professional Organizations in Asia Pacific listed Mr. Lu in "The Asia Pacific Legal 500" and "Who's Who Legal" on several occasions. Steve was associate Professor and associate dean at the law school of the UIBE from 1986 to 1994.

[See firm profile on page 20](#)

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Amanda has led or participated in the investment, and merger and acquisition projects of a great number of Fortune 500 companies, financial institutions, multinational companies, and been engaged by a great number of multinational companies and large-scaled enterprises as outside counsel to provide comprehensive legal supports in the clients' establishment, restructuring and daily operation in China. Amanda was listed in "LEGALBAND 2015 China 30 Under 30" and also received Asian-mena Counsel Deal of the Year 2013 awards for her work on the following deal: incorporation of Zhong An Insurance and Daimler investment in BAIC.

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Mr. Yao Rao has been providing legal services for multinational companies in China since 2002, especially specialized in providing solutions for the highly regulated industries. He also represents a great number of multinational companies to set up their foreign-invested companies or other commercial presences in China, and provides legal consultation in the areas of commercial contract, compliance, labor, construction, competition, tax, foreign exchange, customs, environmental protection and anti-monopoly. Mr. Rao has been recommended by ALB as 2015 Client Choice Top 20 Lawyers and by Asialaw Profiles as 2017 Leading Lawyer in Corporate/M&A, Construction & Real Estate and Labour & Employment.

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Mr. Xiao is co-founder of JunHe, serving as managing partner since 1989. He specializes in foreign investments, securities, mergers and acquisitions, as well as general corporate practices. Mr. Xiao has advised hundreds of major multinational and domestic clients on a multitude of corporate transactions, while also representing some in litigation and arbitration. In addition to his proven legal track record, he also provides strong leadership, nurturing a dynamic infrastructure allowing our team to excel in their areas of practice and fostering collaboration. He is responsible for developing revolutionary internal workflow systems to deliver first-class legal support and exceed client expectations.

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David Pan

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Dr. David Pan is a partner of Llinks. His practice focuses on regulatory compliance, mergers and acquisitions, cross-border transactions and strategic alliance. Dr. Pan has practiced law in China and in the U.S. for over 17 years. Besides his extensive transactional experience, he also accumulated an in-depth knowledge on various types of compliance issues when he served a Fortune 500 Company as its APAC General Counsel for four years. Because of this combined experience, in addition to transactional services, Dr. Pan specializes in providing clients with practical solution-oriented services in compliance areas of anti-corruption, antitrust and data privacy etc.

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Ai-Leen Lim is chief executive and principal counsel of AWA Asia. Based in Beijing, she manages the firm's Asia offices, its headquarters in Hong Kong, as well as its wholly owned IP consultancy, AWA IP (Beijing) Co, Ltd in Beijing, a licensed trademark agency that is able to file and enforce trademarks in China directly before the Trademark Office and administrative authorities. Lim advises clients on IP portfolio management in China, Hong Kong and internationally, with a special focus on strategic brand management and social media. She is experienced in contentious and non-contentious IP matters, as well as regulatory issues in conjunction with market entry and product promotion. Lim's diverse client base ranges from IP rich fast growing start-ups to Fortune 500 companies.

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Gordon Oldham
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Gordon Oldham arrived in Hong Kong from the UK over 38 years ago, having been recruited by one of the larger Hong Kong firms. He was made partner and head of the litigation department two years later. Gordon's litigation practice continued until 1987 at which time he found himself involved more and more in commercial work and to cater to such he formed his own firm, subsequently taking on partners who brought their own specialties. Gordon has been involved in business locally and internationally, both as a legal adviser but more often than not, as a businessman. Gordon's direct involvement in business has given him a unique insight into the requirements of those who own or run businesses. His philosophy in legal work is to give practical legal solutions to clients, to work hand-in-hand with them in their business development. Gordon's work also involves corporate finance, JVs, distribution and licensing arrangements as well as telecommunications and is involved in commercial and corporate litigation.

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Pravin Anand
Managing Partner

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Practice area/industry focus: Intellectual Property, Litigation and Dispute Resolution

The prominent awards and accolades accorded to Mr. Anand include

- **Best of the Best** – Patents (Expert Guide 2015)
- **Who's Who Legal** Patent Litigation Featured Lawyer 2015
- **IAM Patents1000 Gold (2014)** Category Lawyer
- **WTR 1000 Gold (2015)** Category Lawyer
- "Highly Recommended Leading Lawyer" in Intellectual Property – **Chambers and Partners (2015)**
- 'Leading Individual' for intellectual property – **Legal 500 (2014)**
- Features as a recognized lawyer for IP Litigation in the **Asialaw Leading Lawyers 2015**

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Vineet Aneja

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Vineet Aneja heads the pan India operations of Clasis Law as well as the corporate practice of the firm which includes mergers & acquisitions, joint venture, regulatory & compliance, employment, real estate, insurance, shipping, retail, hospitality, aviation, compliance & audit and intellectual property. He has extensive experience in working with both Indian and foreign companies, as well as with government authorities. While his experience is vast in relation to transactions and advisory in India, Vineet has also advised clients in other jurisdictions including Singapore, the United States, the United Kingdom, Finland and the Middle East. Client feedback has highlighted the value his rich experience and commercially sound legal advice has added to their transactions that he has handled.

The corporate team at Clasis Law is well equipped to assist clients on all non-contentious aspects and is known to provide pragmatic and solution oriented advice in an efficient and timely manner.

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Mustafa Motiwala

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Mustafa Motiwala heads the Mumbai office and the Litigation and Dispute Resolution practice of the firm which includes matters across various courts and fora in India as well as domestic and international institutional arbitration. The firm's litigation team specializes in a vast number of areas including real estate, automotive, insurance claims, construction, commercial litigation, company litigation, white collar offences, intellectual property rights, consumer, advertising, telecom, media and entertainment, including others. He has been involved in drafting contentious court and tribunals' proceedings. Mustafa has strategized complex contentious proceedings and is actively involved in domestic and international institutional arbitration. He is admitted as a Fellow of the Singapore Institute of Arbitrators.

The litigation and disputes team at Clasis Law is well equipped to assist clients on all contentious aspects with the aim to effectively and optimally strategize to resolve the dispute matters in a timely manner.

See firm profile on page 48



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Nafis Adwani joined ABNR in 1993 and has been a partner since 1 July 1998. In 1997, he was seconded to an international law firm in Singapore and gained experience working on international transactions. His major areas of specialization are corporate, labor and agrarian laws. In labor matters he has assisted businesses and corporations in major employment termination cases. Adwani has also been involved in power and mining projects, focusing particularly on land issues, as a leading part of the ABNR team working on behalf of the investors. He is licensed by the Capital Market Supervisory Board to provide legal opinions to companies offering securities in the Indonesian Capital Market. He is also a licensed advocate.

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Emir Nurmansyah

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Emir Nurmansyah has worked with ABNR since 1989 and has been a partner since 1 January 1997. He graduated from the Faculty of Law, University of Indonesia in 1989, majoring in Economic Law. In 1993, he earned an LL.M degree from the Faculty of Law at Bond University in Australia, majoring in International Transactions. Since 1993, he has dealt with a large number of transactions involving privatization, corporate restructuring, and project and debt financing. Nurmansyah has been involved in most of the restructuring projects in which ABNR has been active; both as a member, and as the leader, of the ABNR team. He has also acted as the advisor of IBRA in several restructuring and asset disposal projects.

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Mr. Agus Ahadi Deradjat joined ABNR in November 1996 and has been a partner since 2004. He graduated from the Faculty of Law, University of Indonesia in February of 1996, with a major in business law. He has been involved in a wide range of practice areas, including: corporate matters and restructurings, foreign investment, project financings, mergers and acquisitions, privatization, and telecommunications. He has significant experience in advising and representing multinational companies engaged in various sectors of industries, which include: manufacturing, pharmaceutical, oil and gas services, hospitality, information technology, plantation and the automobile industries. During the years 2000-2001, he was assigned to an international firm in New York.

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Fikri Assegaf

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Assegaf, a 1994 graduate of Cornell Law School, is widely recognized as one of Indonesia's most talented and innovative lawyers in the banking and finance, M&A, corporate/debt restructuring, and capital market arenas.

He has extensive experience of the banking, petrochemicals, oil & gas, power generation, ICT, mining, and plantation industries, to name but a few, and has recently carved out a reputation as a leading authority on Islamic finance, having assisted the Government in 2008 with the country's first Islamic bond legislation.

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Mohamed Idwan (Kiki) Ganie

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Mohamed Idwan Ganie is the Managing Partner of Lubis Ganie Surowidjojo. He holds a PhD in Law from the University of Hamburg. Dr. Ganie specializes in commercial transactions and commercial litigation, including ADR and has acted as an expert in a number court and arbitration proceedings. His expertise covers general corporate/company law, mining, investment, acquisitions, infrastructure projects/project finance, antitrust, and shipping/aviation, with a particular focus on corporate governance and compliance. Dr. Ganie is the Chairman of the Association of Indonesian Anti-Trust Lawyers, a member of the Regional Panel of SIAC, and a fellow of the Singapore Institute of Arbitrators.

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LUBIS ♦ GANIE ♦ SUROWIDJOJO



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Lia Alizia is a Partner of the Makarim & Taira S. Corporate, Commercial and Litigation departments, with particular expertise in employment and Intellectual Property (IP) rights in Indonesia. She has a successful track record of effectively advising a variety of firms from digital startups to multinational firms on their concerns and issues. Keeping abreast of developments in the fast-evolving field of IP law, she draws on her significant experience to interpret and advise clients on application, protection and enforcement. She is also able to provide counsel on sensitive employment issues, including mass terminations of employees and resolution of industrial disputes.

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Yozua Makes

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Dr. Yozua Makes is senior and managing partner at Makes & Partners. He has over 30 years of experience in the areas of capital markets, transnational M&A, corporate finance, banking, foreign investments, commercial litigation and arbitration and has handled a broad range of complex cross-border commercial transactions. He is an alumnus of the faculty of law of the University of Indonesia, the University of California at Berkeley (Boalt Hall School of Law), the Asian Institute of Management and Harvard Business School. Yozua was conferred a Ph.D. degree in law by the faculty of law of the University of Indonesia in 2016. WWL says: *Yozua Makes is a "sophisticated operator" who "always adds value" to his clients' matters. He is particularly strong on transnational matters and is a "top name" in the market.*

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MAKES & PARTNERS
LAW FIRM



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Mulyana joined MKK in 1995 and has been a partner since May 2008. He graduated from the Faculty of Law, Parahyangan Catholic University in Bandung, in 1987 and earned an LL.M. degree from Columbia Law School in New York City in 1994. He was appointed as a practising lawyer in 1987 by the High Court of West Java. He advises on corporate, administrative and constitutional law issues, conflict of laws and international law, tax disputes (particularly at the level of the Supreme Court), arbitration and alternative dispute resolutions. He previously taught International Business Transactions at the Faculty of Law, Tarumanagara University in Jakarta. His writings have appeared in various national and international law journals and publications.

See firm profile on page 66



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Rusmaini Lenggogeni is the managing partner of SSEK, one of Indonesia's largest and most highly regarded corporate law firms. Rusmaini's practice includes banking and finance, bankruptcy, construction, private power and telecommunications, with specialization in corporate mergers and acquisitions, capital markets, real property leases, and taxation. She has been recognized as one of Indonesia's leading lawyers for corporate law and mergers and acquisitions. Rusmaini obtained her Master of Laws from American University's Washington College of Law in Washington, DC. She was a foreign associate at the law firm of Paul, Hastings, Janofsky & Walker in Washington, DC.

See firm profile on page 68



Dato' Azmi Mohd. Ali

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Dato'Azmi Mohd. Ali is the founder and Senior Partner of Azmi & Associates. He is an experienced corporate lawyer with extensive expertise in the areas of mergers and acquisitions, joint ventures, cross-border transactions, corporate restructuring, project finance, privatization, debt restructurings, energy, oil and gas.

He has delivered projects of national importance and has also represented Malaysian companies in various cross border transactions involving the US, UK, Germany, France, Japan, Hong Kong, Saudi Arabia, Austria, Switzerland, Australia and many other countries.

Dato'Azmi is recognized as one of the Asia Pacific's market leading lawyers by various international publications of global prominence.

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Dato' M. Rajasekaran
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RAJA, DARRYL & LOH
 advocates and solicitors

Dato' Raja is a Management Partner of Raja, Darryl & Loh and a member of the Firm's Executive Committee. He is a member of the Honourable Society of the Middle Temple. Dato' Raja's area of practice is in general commercial and civil litigation.

Since 2004, Dato' Raja has been a member of the Homebuyer Claims Tribunal established under the Housing Development (Control and Licensing) Act 1966 and continues to sit as a president of the Tribunal. He has also been appointed a member of the Disciplinary Committee Panel by the Advocates and Solicitors' Disciplinary Board under the Legal Profession Act 1976. He is a member of the International Bar Association.

See firm profile on page 84



Nick Edmondes
Partner

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Nick Edmondes has previously lived and worked in the Middle East as resident managing partner of the firm's Oman office between 1994 and 2000. He is now based in the firm's Kuala Lumpur office and works regularly leading teams involved in the ASEAN region, the Middle East and the UK.

Nick's experience includes project development and finance, privatisation, corporate structuring and inward investment into the UK and Europe. Nick is co-head of the firm's Islamic Finance Group and is client partner for a number of Islamic Financial Institutions. He is recognised as a notable practitioner in Islamic Finance in Chambers & Partners Guide to the Legal Profession 2016.

See firm profile on page 86



Nick White
Partner

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Nick White moved to Kuala Lumpur in July 2012, when the firm set up a representative office. Thereafter, in April 2015, Towers & Hamlin became the first foreign firm to be licenced in Malaysia by the Malaysian Bar Council. Nick joined Towers & Hamlin in 1980 and became a partner in 1987. He was based in Dubai for 14 years prior to moving to KL where Nick now advises clients across a range of issues relating to doing business in the Middle East and in the UK.

Over the years, Nick has acquired a breadth of knowledge, with his main background being in dispute resolution. He is a member of the Kuala Lumpur Regional Centre for Arbitration panel of arbitrators, and has been involved in many high profile cases, both as counsel and arbitrator – including under ICC, LCIA, DIFC-LCIA, and Dubai International Arbitration Centre sets of Rules.

See firm profile on page 86



Emerico O. De Guzman

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Emerico O. De Guzman, the Managing Partner of ACCRALAW, was the Head of the Firm's Labor and Employment Department from 2008 to 2014. He is advising several of the top multinational corporations in a variety of industries with their labor and employment concerns. He has been assisting clients with their contracting arrangements as well as the conduct of compliance audits and the resolution of disciplinary cases and termination disputes. He actively gives seminars and lectures on current employment law issues, and has authored several legal papers published in various international books. He is director and officer of key local and international organizations. In 2006, he was President of People Management Association of the Philippines. He was later appointed by Philippine President Benigno Simeon C. Aquino III as a member, representing Employers, of the National Tripartite Industrial Peace Council (TIPC). In 2014 he was elected President of the Philippine Bar Association for the year 2014-2015.

See firm profile on page 92



Rafael A. Morales

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Rafael A. Morales is the Managing Partner in Morales Justiniano Peña & Lumagui. He is a professorial lecturer at the College of Law of the University of the Philippines. He authored two books: *The Philippine General Banking Law (Annotated)* and *The Philippine Securities Regulation Code (Annotated)*, as well as numerous legal articles.

He is a member of the Integrated Bar of the Philippines and the Philippine Bar Association, as well as the Financial Executives Institute of the Philippines, the New York State Bar Association, and the American Bar Association. He was president of the Inter-Pacific Bar Association.

He is an In-House Community Commended External Counsel of the Year, 2017.

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Hector M. de Leon, Jr. is the managing partner of SyCip Salazar Hernandez & Gatmaitan. His practice focuses on corporate and commercial matters, with emphasis on equity investments, mergers and acquisitions, project development and finance, and similar commercial transactions.

Mr. de Leon is a professorial lecturer at the University of the Philippines College of Law. He is also a fellow of the Institute of Corporate Directors and a member of the Inter-Pacific Bar Association and Tax Management Association of the Philippines.

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Franchette M. Acosta specializes in commercial law, and has counseled clients in foreign investment transactions, mergers and acquisitions of private and public companies and debt and equity offerings (including initial public offerings). Ms. Acosta is counsel for public/listed and private companies in various industries, such as banking and finance, telecommunications, property development, mining and power and energy. She also represents clients before government agencies for procurement and build-operate and transfer projects.

Ms. Acosta holds a Masters of Law Degree (LL.M.) from New York University, a Bachelor of Laws Degree (LL.B.) from the University of the Philippines College of Law and a Bachelor of Science Degree in Business Economics from the University of the Philippines School of Economics.

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Christopher Anand Daniel is the Managing Partner of Advocatus Law LLP. He has an active court and arbitration practice and has conducted them at all levels of Courts in Singapore and before other tribunals as Lead Counsel, including the Court of Appeal, Singapore's highest Court. His areas of practice include banking, professional negligence, contract, arbitration, shareholder disputes and white-collar crime. Christopher has successfully acted for Singapore statutory authorities, Singapore government-linked companies, financial institutions and multi-national corporations. He has been involved in large disputes, particularly in the resources/energy sector, and has built a strong practice in professional negligence, and commercial and shareholders' disputes.

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Philip Fong is the Managing Partner of Eversheds Harry Elias and heads the Litigation practice in Singapore. Philip's extensive experience in civil litigation includes disputes in or over contracts, shares, companies, property, professional negligence, trusts and wills. He is consistently identified as a leading business crime lawyer in various legal directories, having represented many clients in securities and corruption cases. Philip's advice is constantly sought on insider trading and market manipulation, regulatory compliance (directors' duties and governance), anti-money laundering and anti-bribery and medical malpractice. Philip has acted as prosecuting counsel for professional bodies (such as the Singapore Medical Council) against doctors and accountants.

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An experienced Singapore court advocate, accredited arbitrator and counsel in international arbitrations across Asia. Identified by Chambers and Partners as one of the top twenty litigators in Singapore and nominated as Asia Law's Dispute Star for Singapore in 2016. Abraham leads Providence Law Asia LLC, which has consistently been ranked and recognised, most recently as Best Dispute Resolution Boutique Practice in Southeast Asia at the Asian Legal Business Law Awards 2017.

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Mr. Sung Jin Kim is managing partner of Bae, Kim & Lee LLC. Prior to assuming that role in 2015, Mr. Kim headed the firm's Construction, Real Estate & Arbitration Group, which handles all types of construction and real estate projects and related disputes as well as international disputes in those and other areas. He has also served as Chairman of the Central Construction Dispute Resolution Committee of the Ministry of Land, Infrastructure and Transport and as a non-standing member of the Central Land Tribunal of the same ministry.

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Cho & Partners

Tae-Yeon Cho began his legal career focusing on intellectual property law at a time when the concept of intellectual property was in its infancy in Korea. As a result, he is considered to be among the most knowledgeable and experienced lawyers in the area of IP in Korea. Cho is also recognized in Korea as a distinguished trial lawyer, having served as lead counsel for a number of significant cases involving intellectual property issues, as well as commercial subjects. Cho serves as an executive member of Korea's Internet Address Dispute Resolution Committee. He has been recognized by Asia Law & Practice as one of Asia's leading business lawyers in the area of IP. Cho was also recognized as a "Leading Individual" in the area of IP by the Asia Pacific Legal 500, 2001-2016, and also as a "Highly Recommended" attorney for IP in Korea by PLC, 2005-2012.

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Ik-Hyun Seo is experienced in both U.S. and Korean intellectual property litigation and prosecution matters, and represents a broad range of clients, from high-tech companies to luxury and fashion companies. His detailed knowledge of the similarities as well as differences between these two jurisdictions has been a valuable asset when advising foreign clients on effective IP management and enforcement strategies in Korea. Seo is recognized as a "Leading Individual" in the area of IP by the Asia Pacific Legal 500 (2001-2016), a "Leading Lawyer" by Asia Law & Practice (2004-2017), and a "Highly Recommended" attorney for IP by PLC (2005-2012). Seo is a member of the WIPO Arbitration and Mediation Center's Domain Name Panel, and also serves on the editorial board of Managing Intellectual Property. Seo also serves as the regional counsel for a number of multi-national clients with intellectual property programs in Asia.

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KIM & CHANG

Kye Sung Chung is a senior partner at Kim & Chang, and serves as the chair of the firm's Finance practice. He has been with the firm since 1976, and his practice focuses on banking regulations, corporate finance, securities law matters, and mergers and acquisitions. Mr. Chung has extensive transactional experience, representing publicly and privately-held multinational and Korean companies in cross-border acquisitions, mergers, joint ventures, securities offerings and financings. In addition, he advises foreign and domestic clients on commercial and investment banking issues, including regulatory matters.

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Nicholas Park is a senior foreign attorney and co-managing partner at Lee International IP & Law Group. He regularly advises both domestic and multinational clients on cross-border commercial transactions including M&A, JVs, financing, and real estate transactions. With considerable experience in the areas of general corporate, labor and employment, litigation and IP protection. Mr. Park has served as the lead attorney on transactions involving the sale and purchase of listed companies, creation of international JVs, and a multi-billion dollar licensing arrangement. In addition, Mr. Park has extensive experience in advising clients on customs and trade related matters involving rules of origin, transfer pricing, customs valuation, and the cross-border transfer of products and services. Mr. Park represents many of the top multinational aviation and defense manufacturers and component companies.

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Mr. Jae Hoon Kim is the managing partner and head of the IP Practice Group at Lee & Ko. He served as Vice-Chair for licensing and distribution committees of the International Bar Association and drafted Korean Fair Trade Commission guidelines for licensing. Throughout his professional career, Mr. Kim has been involved in numerous landmark cases, representing multinational companies, trademark owners, and foreign licensors in patent litigations, trademark disputes, and IP licensing. He has earned reputation as a brilliant IP litigation strategist, and was named a top IP practitioner by numerous evaluators, including Legal 500 and Chambers & Partners.

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SHIN & KIM

Sinseob Kang is the managing partner of Shin & Kim. Kang's practice focuses on litigation involving securities, derivative products, real estate, real estate investment trusts and project finance. Prior to entering private practice, Kang served 12 years in the Korean judiciary, as a judge of the Seoul District Court in 1986 and as a research judge of the Supreme Court of Korea. He has also taught civil law as an adjunct professor at the Judicial Research and Training Institute and was a member of the Policy Committee of the Ministry of Justice. He was named Managing Partner of the Year at the 2014 ALB Korea Law Awards.

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YOON & YANG

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Seung Soon Lim is the managing partner at Yoon & Yang LLC. Mr. Lim is recognized as one of the most prominent Korean lawyers in the tax area. Mr. Lim has successfully handled significant tax cases, including LS-Nikko Copper's tax evasion case which was named "South Korea Case of the Year" by International Tax Review in 2010. Mr. Lim has been selected as a leading tax lawyer in South Korea by Chambers & Partners Asia-Pacific, Asialaw Leading Lawyers and The International Who's Who of Corporate Tax Lawyers.

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YULCHON

Since cofounding Yulchon in 1997, Mr. Chang Rok Woo has been responsible for leading the company to success, managing more than 400 professionals that provide a full range of legal and business services.

Earlier this year, Chambers and Partners recognized Yulchon as "South Korea National Firm of the Year." An active supporter of pro bono efforts, Mr. Woo received the South Korean Presidential Citation for recruiting, hiring and retaining people with disabilities.

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C. F. Tsai is the first patent practitioner in this country who both has technological and law backgrounds and is qualified as a local attorney-at-law. Education: Bachelor of Marine Engineering in National Chiao Tung University (1980); National Taiwan University School of Law (LL.B., 1989); Soo Chow University (LL.M., 1996).

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Yu-Li Tsai owns electrical engineering bachelor degree and telecommunication master degree from NTU, the top local university. He also has an IP master degree from Franklin Pierce Center for Intellectual Property. He is both Taiwan Patent Attorney and US Patent Agent. Currently, Mr. Tsai leads the patent department of Deep & Far Attorneys-at-Law.

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Lu-Fa Tsai earned his LL.B and LL.M degrees from National Taiwan University (NTU). NTU is the top university in Taiwan. He is an attorney-at-law, and now leads the law department. With his expertise, he has been entrusted by local and foreign clients in civil and commercial litigation cases.

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CHANDLER MHM

Jessada is a Senior Partner at Chandler MHM Limited. He specializes in banking and finance, particularly project finance, with a focus on major, cross-border energy and natural resources, infrastructure and real estate projects. He acts for both lenders and borrowers, and has significant experience in representing syndicated lenders in infrastructure projects in Thailand, Laos and Myanmar. He has represented all major commercial banks in Thailand, leading international commercial banks, and multinational financial institutions. Jessada also has an extensive roster of Japanese clients.

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SCL
LAW GROUP

Chavalit Uttasart is managing and founding partner of SCL Law Group (formerly known as Chavalit Law Group). A longtime legal practitioner who is recognised by Chambers Asia as being "highly talented and respected in the IP community, managing partner Chavalit Uttasart has a distinguished profile in the field. His expertise includes M&A, e-commerce, telecommunications and corporate law". With over thirty years experience, his areas of specialisation include IP, IT, e-commerce, telecommunications and corporate law; as well as cases involving trade competition, corporate recovery and business reorganisation, foreign investment and mergers & acquisitions. Over the years Mr Uttasart has exceptional reputation in this region and is a leading authority in many practice areas.

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Weerawong Chittmittrapap is widely recognised as one of Thailand's most experienced lawyers in mergers and acquisitions, corporate governance, restructuring, banking and finance, and capital markets. He is renowned for advising clients on strategic transactions, including some of the largest mergers and acquisitions in Southeast Asia to date.

Weerawong is Special Advisor to the Association of Listed Companies of Thailand and has written two books on directors' roles and liabilities for the Bank of Thailand and the Stock Exchange of Thailand. Also, based on a recommendation from the Securities and Exchange Commission, he was retained by the World Bank to assist in its preparation of Corporate Governance Country Assessment of the Kingdom of Thailand.

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Chinnavat Chinsangaram is one of Thailand's most experienced lawyers in banking, debt restructuring, mergers and acquisitions, foreign investment and dispute resolution. He represents Thai and international clients in a wide range of industries and is renowned for his in-depth expertise in structuring complex transactions. Chinnavat has represented some of Thailand's largest banks and corporations in major financing and refinancing transactions.

He obtained an LL.B. degree from Chulalongkorn University, an M.C.L. degree from the University of Miami, and an LL.M. degree in Admiralty from Tulane University, USA.

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Ms. Veeranuch Thammavaranucupt leads the capital markets and corporate governance practice groups at Weerawong C&P. She has considerable experience in capital markets and mergers and acquisitions, particularly innovative transaction structures and telecommunications in both domestic and cross-border transactions.

Prior to joining the Firm, she was General Counsel at a major telecommunications and internet services company in Thailand. Veeranuch has an LL.B (Honors) from Chulalongkorn University and an LL.M. from the University of Bristol, UK.

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Mr Vecchi has over 35 years experience practicing law in Vietnam. His expertise includes Vietnamese corporate, commercial law with particular emphasis on foreign investment. He acts for numerous multinational and mid-size investors. Mr Vecchi holds degrees from the Wharton School of Finance and Commerce, University of Pennsylvania (BS in Economics); Temple University (LLB); and University of Rome (Certificate in International Commercial Law). He was an Associate Editor of the Temple Law Quarterly. Mr Vecchi taught contract and corporate law to members of the Vietnam bar association for several years. He has written and spoken extensively on Vietnamese legal issues. He is a member of the Board of Governors of the American Chamber of Commerce in Vietnam and is a member of the Council on Foreign Relations.

[See firm profile on page 152](#)**RUSSIN & VECCHI****Nguyen Huu Minh Nhut**
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Nhut has experience in international business and multi-jurisdictional transactions. His practice focuses principally on M&A, private equity, international finance, and inbound foreign investment in general. Nhut has been involved in a number of large, complex transactions in which he has acted for multinational clients to provide solutions, to structure and to implement the transaction. He has particular experience in structuring complex M&A deals that require creative structures of share acquisition in light of existing legal restrictions and ambiguities. He has practiced law in Vietnam for over 15 years. Nhut holds a Bachelor's Degree in Commerce with a major in Finance and an LLB from the University of New South Wales, Australia. He is a member of the American Chamber of Commerce in Vietnam.

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Duyen has been a Partner at VILAF since January 2001 and worked with two American law firms in Ho Chi Minh City and Washington DC prior to joining VILAF. She has extensive experience in negotiating joint venture agreements, share purchase agreements and shareholders' agreements in relation to private and public companies as well as resolving joint venture disputes. She advises on debt and equity capital market transactions and multinational banks in cross-border syndicated financing transactions, project financing and cross-border commodities structured financing transactions. Duyen advises a portfolio of multinational companies operating in the finance, infrastructure, banking, manufacturing, and trade industries.

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Recommended by international legal guides as offering broad expertise in commercial and construction-related work and high-value real estate projects, Hien advises many multiple-million real estate projects in Vietnam. Hien advises both employers and contractors in construction related contracts such as design/consultant, construction and turn-key contracts. She advises many investors in direct investment and M&A transactions and operational issues in many fields of operation, including retail, e-commerce, consumer goods, automobile, information technology, insurance and telecommunications, among others. She is also an excellent tax lawyer and her tax planning helps clients find the best tax-efficient structures for their transactions and business models.

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Tung is a founding and senior partner of VILAF. He has served as Managing Partner for 9 years and Chairman for 8 years. From an affiliate of Clifford Chance, VILAF, under Tung's leadership, became one of the most respected independent commercial law firm in Vietnam. He has assisted many multinational and foreign investors such as Coca Cola, Mercedes Benz, Jollibee, and Shell in business establishment since Vietnam opened its doors for foreign investment in the 1990s. Tung is active in the practice areas of M&A, maritime, litigation, corporate, and commercial. Aside from the legal practice, Tung is involved with UNICEF Vietnam as an advisory board member.

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Ha is a partner in VILAF Energy, Infrastructure and Natural Resources Group. He regularly advises and represents Fortune 500 companies and Vietnamese Government Agencies in many of the most complex matters in the country's energy, infrastructure, and natural resources sectors. He has been instrumental in drafting major regulations affecting Vietnam energy sector. Prior to private practice, Ha managed the Vietnam legal and compliance function of a World Bank/IFC project, Unilever, and Unocal (now Chevron). Ha has been consistently recognised by independent legal publications as a leading lawyer in Energy, Infrastructure and natural resources, and Corporate M&A.

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Quynh has worked with VILAF since 2000 and became partner in 2009. Quynh regularly advises leading multinational companies in Vietnam in various industries such as insurance, shipping, and real estate industries. He has also advised multinational real estate developers, pharmaceutical companies and oil & gas companies in cross-border M&A transactions. Expert in various practice areas including Corporate/M&A, Insurance, Shipping, Dispute Resolution, Real Estate and Commercial, Quynh is In-House Community Commended External Counsel 2016, recognized in ALB's List of 40 Under 40 in 2016, and an Asialaw Leading Lawyer 2017 in Corporate/M&A, Dispute Resolution & Litigation and Shipping, Maritime & Aviation.

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Kevin has fourteen years' experience as a registered foreign lawyer in Vietnam. Based in Ho Chi Minh City, Kevin advises clients on a variety of matters including business formation, oil, gas & power, education, trading & distribution, mining, mergers & acquisitions, property development, employment, corporate governance and international trade. Kevin is a US lawyer (admitted in Washington, DC) with significant project development experience in the US. In Vietnam, Kevin has advised on various M&A, property development, infrastructure, and energy-related projects. He is a frequent presenter at conferences on energy, M&A, global trade and employment in Vietnam.

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Mr. Dang Duong Anh is recommended as a Leading Lawyer for Finance, Corporate/M&A and Energy & Infrastructure by Legal500, IFLR1000 and AsiaLaw. Market described him as "very skilled and responsive".

His strength lays on Corporate/M&A, Infrastructure & Energy, Real Estate, Mining, Telecommunications and FDI. He has advised in many outstanding M&A deals, including SCG's acquisition of a group of cement production companies valued at \$440M and Prime Group valued at \$240M; S.A.C's acquisition of Hanacans valued at \$110M. In infrastructure & energy, his remarkable deals include the Vinh Tan 1 BOT project – IFLR and ALB's Project Finance Deal of the Year, Phu My 3 BOT project, Kien Luong 1 BOO project; and Ban Phuc Nickel Mining Financing.

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Phong is recommended as a top-tier lawyer in Banking & Finance, Capital Markets, Corporate/M&A and Infrastructure & Energy by many legal directories such as Chambers and Partners, Legal 500, IFLR1000 and AsiaLaw. Market declared Tran Tuan Phong is "very well-known for business law". His broad experience includes representing international sponsors and lenders in relation to large-scale projects in oil & gas, power, chemical, automobile, aircraft, sea-port, highway, telecommunication, insurance, real estate, retail and distribution, and consumer goods industries. Phong has been involved in the majority BOT and other high-profile infrastructure projects that have occurred in Vietnam. These include Nam Dinh 1, Nghi Son 2, Van Phong 1, Vinh Tan 3, Vinh Tan 1, and Kien Luong 1 power projects, and the Chevron - gas pipeline project. His banking clients include Citibank, HSBC, Standard Chartered, SMBC, and BTMU. He also advised in Vingroup's convertible bonds on the SGX, Vinacomin's international bonds issues and several overseas IPOs.

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Linh has been a Partner at VILAF since 2000 (before that he worked for 6 years for Sinclair Roche & Temperley, and Clifford Chance) and has intensive experiences in the corporate, commercial and dispute resolution practices, including insurance, leases, representative offices, contract laws, trading, distribution, and employment matters. He has assisted foreign investors and financiers in various corporate restructuring transactions and infrastructure projects. Linh has represented clients in a number of landmark litigation and arbitration cases.

He was recognized as a Leading Lawyer by AsiaLaw in Dispute Resolution and Litigation. Linh is an arbitrator of the Vietnam International Arbitration Centre.

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While being named in the International Who's Who of Capital Markets Lawyers from 2013 to 2015, Hung is also recommended as a leading lawyer in Banking & Finance by various international legal magazines, such as IFLR 1000, Legal 500, Chambers & Partners, AsiaLaw and ALB. A highly respected commercial and banking lawyer, Nguyen Quang Hung was nominated by clients as "someone we'd choose for financings in Vietnam."

Significant transactions on which he has advised include: the financing of \$800M by a group of Korean financial institutions for the Keangnam Landmark Tower, the tallest building in Vietnam; the first domestic syndication of \$225M by Vietnamese banks, led by PVFC for an energy offshore investment project; and the issue of \$200M high-yield bonds listed on the SGX-ST by Vingroup.

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With 22 years of practice and research, Ngoc Anh is a business lawyer with international expertise and local experience on Corporate/M&A, foreign direct investment, customs and WTO. He has advised clients on various complicated deals in a wide range of heavily regulated industries, such as automobile, telecom, oil and gas, real estate, trade, securities, manufacturing and services in Vietnam. Ngoc Anh's notable deals include advising JX Nippon Oil & Energy Corporation in acquiring 8% equity in Petrolimex to become its strategic foreign investor; ANA Holdings in acquiring 8.771% equity in Vietnam Airlines to become its strategic foreign investor.

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 ATTORNEYS AT LAW

10 years of
 quality
 legal services

Bun Youdy is a panel lawyer for numerous foreign banks operating in Cambodia. His expertise includes market entry for financial institutions, project finance, offshore financing as well as other complex financial products and regulatory matters in the financial sector. Youdy is one of the first commercial arbitrators admitted to the National Commercial Arbitration Center (NCAC), a Fellow at the Singapore Institute of Arbitrators (SIArb) and a board member of the European Chamber of Commerce in Cambodia. Youdy has been consistently ranked as a leading lawyer (first tier) in Cambodia by IFLR 1000, Asialaw and Chambers & Partners. In the Chambers & Partners' Asia Pacific 2014 guide, according to an interviewee, "Youdy is well qualified, and his broad experience and knowledge in the banking industry allow us to move efficiently in our financing transactions. He is extremely intelligent and his advice is always of high quality." He is fluent in Khmer, English and French.

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Mr. Mar had extensive legal experience representing multinational investment companies, corporations, banks, telecom companies, and equity funds prior to becoming a founder of the firm. He has worked as a senior associate of a major international consulting firm for more than 10 years. He served as a board member of the Arbitration Council Foundation for 8 years and is currently an active arbitrator on the employer side for collective disputes, since 2003. Mr. Mar acted as a vice chairman of the Legislation Council of the Ministry of Interior for more than 10 years and has now been appointed as a Legal Advisor of the Ministry Of Interior for matters related to Immigration and International Affairs and attorney at law attached to Ministry of Interior.

Mr. Mar is fluent in English, Khmer and Russian.

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Mr. Murakami is responsible for assisting and providing legal advice to the firm's partners in relation to investment within the Mekong region. Prior to his current role, he worked for a Japanese law firm in Japan for 4 years, where his areas of practice were corporate and commercial litigation. He has experience in commercial cases in Japan and has supported a wide range of legal matters including real estate, regulatory compliance, employment, corporate governance, investments, joint ventures and merger and acquisitions.

Mr. Murakami is fluent in both English and Japanese.

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MYANMAR LEGAL

Khin Cho Kyi, Managing Director of Myanmar Legal Services Limited (MLSL), is a seasoned and skillful practitioner with over 30 years of legal experience in the public sector as well as in private practice in Myanmar. Over the course of her career she has developed an extensive network of professional relationships in Myanmar and internationally. She has acted as legal advisor for many private Myanmar and international corporate entities as well as multilateral international foundations and financial institutions, foreign embassies, law firms, etc.

Admitted as Advocate of the Supreme Court, Myanmar Bar Council, 1977; University of Yangon, (B.A., Law, 1973; LL.B., 1974; LL.M., 1982); Lecturing tutor in Department of Law, University of Yangon, 1977-1984; Judicial Officer, Supreme Court, 1984-1989; Judge 1989-1995.

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Vira Kamme is a leading litigator with a broad practice encompassing criminal, civil, administrative, bankruptcy and business re-organisation, corporate, banking & finance, as well as land & property development and construction for various corporate clients. Over more than three decades of practice, he has also advocated on matters such as labour, administrative, intellectual property, civil and criminal laws. He appears frequently in the Court of Justice and the Administrative Court as lead counsel, and he has represented many local and foreign institutions in corporate and commercial dispute resolution matters. In addition to practicing law, Vira Kamme has gained considerable experience in teaching law students and supervising lawyers of the firm.

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Varavudh Meesaiyati

Cambodia and Lao PDR

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Varavudh Meesaiyati is a corporate and commercial lawyer with extensive experience in land & property projects, commercial and government contracts, and corporate services. He has practiced law for more than twenty years with nationally recognised law firms. Apart from providing a comprehensive and professional legal service, he is also a Lao PDR tax adviser. He has represented clients in a number of matters involving foreign business law issues, and has acted as a negotiator for joint venture matters and other contractual disputes. He has also represented, and currently represents, a number of multinational and local companies for corporate, real estate, banking/financial activities and labour matters.

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Dominic O'Neil

Partner

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Dominic O'Neil has been the Resident Managing Partner of our Bahrain office since 2001 (now 16 years). He was previously in Bahrain for four years in the early '90s, on secondment to the Bahrain Government. Dominic co-heads our firm's private equity practice and is viewed as something of an elder statesman in Bahrain and regionally. He has excellent relationships with private equity, public sector and institutional clients. Dominic is also the international partner responsible for managing the firm's participation in the Interlaw network of global independent law firms.

Dominic is acknowledged as a leader in the fields of Banking and Finance and Corporate/M&A by Global Chambers and Partners' Guide to the Legal profession. He is recommended in the European Legal 500 guide to "Law Firms in Europe and the Middle East" for his work in the Commercial and Finance sectors.

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Abdul-Haq Mohammed

Partner

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Abdul-Haq leads our International Real Estate team and is the International Managing Partner based in the Bahrain office. He remains heavily involved in advising on major transactions and is acknowledged across various publications as the leading real estate lawyer in Bahrain. He is responsible for advising on complex development projects and transactions, often managing large teams to deliver these projects. Abdul-Haq is regularly asked to provide strategic legal advice to clients. While continuing to advise on Bahrain's most prominent master-planned projects, such as Bahrain Bay and Durrat Al Bahrain and the recent successful restructuring of the Villamar stalled project, he is leading a number of UK property deals for Middle Eastern investors such as Rasmala plc (including its recent acquisition of Amazon's biggest distribution warehouse in the UK for £54m) and advises governments on strategic frameworks for the delivery of housing and other key elements of infrastructure.

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Tom Wigley
Partner

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Email: twigley@trowers.com



Tom is a partner at Trowers & Hamlin, having joined the firm in 2004, he is based in Oman but has worked in the firm's offices throughout the Middle East.

Tom specialises in the energy sector and heads up the firm's Energy and Natural Resources team. He specifically works on power generation and transmission, water and infrastructure development projects along with oil and gas work.

Tom is listed as a notable practitioner for Energy and Infrastructure work by Chambers Global.

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Jamie Gibson
Partner

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Jamie is a partner in Trowers & Hamlin's Oman office, which he joined in 2008 from a leading New Zealand's law firm. He heads up the Oman corporate team.

Jamie specialises in corporate and commercial law and advises international and local clients on a wide range of matters including mergers & acquisitions, corporate structuring, inward investment into Oman, corporate compliance and general advisory. He advises clients in many sectors including defence, construction, power & water, ports, engineering, FMCG, financial services, mining, oil & gas, real estate and manufacturing.

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Bashir Ahmed
Managing Partner

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Mr Ahmed joined the firm in 1988. He advises clients on cross-border transactions, general corporate and commercial, private equity, and banking matters including loan and credit facilities, syndications and regulatory matters. He has also advised on a number of mining, refinery and infrastructure projects. He was seconded to the regional office of an international bank, and acted as counsel for the Middle East and South Asia operations. Mr Ahmed heads the shipping and maritime practice and advises ship owners, P&I Clubs, dry docks and ship repair companies on disputes, shipbuilding contracts, arrest of vessels, and cargo claims. Mr Ahmed is member of the New York State Bar and the Lahore High Court Bar.

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Masood Afridi

Partner

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AFRIDI & ANGELL
LEGAL CONSULTANTS

Mr Afridi joined the firm in 1993. His practice focuses primarily on infrastructure and project finance. Acting in the capacity of project developer's lead counsel, he has concluded transactions with a cumulative value of over US\$4 billion spread over several project finance transactions. Mr Afridi also heads the firm's energy practice and has been a front-runner in Pakistan's energy sector for several years now. He has participated in the development of numerous thermal and hydel power projects in the country and advised, as lead counsel, on the first ever private sector hydel power plant in Pakistan and the first ever in the Kashmir region. Mr Afridi is member of the New York State Bar and the Pakistan Bar Association.

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Adv. Ali Al Zarooni

Partner

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HORIZONS & CO

Having practiced law for over 20 years, Adv. Ali is a highly accomplished, meticulous Lawyer and is chairman and founder of Horizons & Co Law Firm. His areas of specialisation are litigation and arbitration, with a proven track record of success in dispute matters. He has represented some of the region's most prominent companies, establishments and individuals before all levels of courts and various arbitration tribunals. He is a qualified arbitrator registered with Dubai International Arbitration Centre, and is licensed as a Private Notary Public by the Dubai Courts. Adv. Ali is a Member of the International Bar Association, London.

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Guy Danalis

Partner

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Guy Danalis is the Resident Managing Partner in our Abu Dhabi office; he has spent the last 10 years of his career in Abu Dhabi and understands the region and its needs. Guy specialises in corporate and commercial law and has extensive experience in mergers and acquisitions, due diligence, joint ventures, group restructuring, private placements and private equity work. Since 2012 Guy has been advising W.R. Grace on its joint venture for the establishment of a petrochemical plant in Abu Dhabi and he has also been appointed to advise on such high-profile matters as the sale of the Dimensions Healthcare business, a deal on which Guy received particular recognition.

Guy has been recognised and recommended by Legal500 2017 for UAE Corporate M&A matters.

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Martin Amison

Partner

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Martin Amison is a senior partner and Head of the UAE offices, based in Dubai. Martin Amison joined the firm in 1981, was seconded to the Bahrain Government between 1984 and 1987 and became a partner of the firm in 1988. He previously headed the firm's International Department and has more recently moved to Dubai where he heads the firm's UAE practice.

Martin's current workload is in energy sector projects. He supervises teams working on large scale projects around the world often associated with structured and limited recourse finance. He has recently been involved in high profile energy sector transactions in Jordan (LNG, natural gas, oil shale and pipelines) and currently leading energy sector projects from Dubai in the UAE, the GCC, Pakistan and Malaysia. Martin is continually recognised for his Energy and Power work by Legal 500 and Chambers Global legal directories.

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Mark Stinson

Partner & Leader Asia Pacific Group

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Mark is engaged in a general business law practice with an emphasis on mergers and acquisitions, joint ventures, corporate reorganizations, franchising, product distribution and supply and general corporate and commercial matters. Mark provides general counsel and transactional advice to a wide variety of the firm's clients including those involved in manufacturing and distribution, automotive, retailing, food and dairy.

Mark is the Practice Group Leader of the firm's Asia Pacific Practice Group and represents several leading Japanese and other Asian companies which involves frequent travelling to Asia. Mark is also a member of the firm's Automotive Practice Group and regularly advises automotive manufacturers, part suppliers, dealers and other industry participants. Mark is a past Leader of the firm's Retailing, Distribution and Franchising Practice Group and has an active practice in these areas.

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Tom Glasgow

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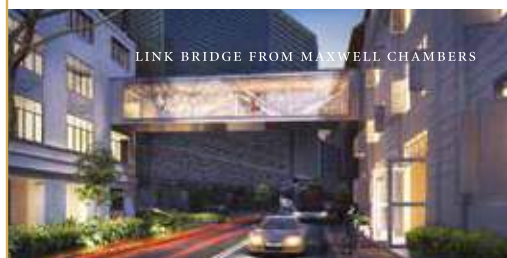


Tom Glasgow leads IMF Bentham's Asia office. He is responsible for assessing and managing funded cases throughout Asia, including arbitration, litigation and insolvency claims, as well as disputes portfolios for firms and corporates. Prior to joining IMF Bentham, Tom was a senior member of a tier-one international arbitration and disputes practice in Asia, where he handled complex multi-jurisdictional commercial matters for leading global businesses across a range of sectors. Tom has a strong interest in international disputes, litigation finance and the development of legal services. He frequently speaks and publishes on these topics.

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Maxwell Chambers is the world's first integrated dispute resolution complex, housing best-of-class hearing facilities, top dispute resolution institutions, arbitration chambers, law firms and ancillary legal services.

To meet growing demand, Maxwell Chambers is expanding its premises to occupy the adjacent conservation building at 28 Maxwell Road. When works are completed in 2019, the new building will add 120,000 square feet of floor space and triple Maxwell Chambers' current size. Refurbishment works will be directed by award-winning architect, Mr. Mok Wei Wei.

The expanded Maxwell Chambers will be an international dispute resolution complex comprising:

- About 50 new office spaces for international dispute resolution institutions, arbitration chambers, and law firms at 28 Maxwell Road, and
- World-class hearing facilities and ancillary services

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