20 years
1999-2018

In-House Community™

14th 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

2018/19 EDITION

AN Asian-mena Counsel PUBLICATION

www.inhousecommunity.com

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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

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 in 1998 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.

BIAC

Beijing Arbitration Commission
Beijing International Arbitration Center

Tel: +86 10 6566 9856
Fax: +86 10 6566 8078
Email: bjac@bjac.org.cn
Address: 16/F, China Merchants Tower,
No.118 Jian Guo Road,
Chaoyang District, Beijing 100022, China

Hearing Room

Structure and Service

- The BAC/BIAC is run by a Committee comprising of a Chairman and 11 members.
- The BAC/BIAC's office, headed by the Secretary General, has 30+ case managers.
- The BAC/BIAC has 500+ arbitrators, including 120+ international arbitrators in its Panel. Nominating arbitrators from outside the BAC/BIAC's Panel is 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 33,000 by 2017.
- Since 2013, the numbers of cases filed with the BAC/BIAC, on average per year, are 2,600+ in domestic cases, and 50+ in international cases.
- Since 2013, the disputed value, on average per arbitrated case, was 1.5+ million USD, and in 2016, 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 2018/19 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 fourteenth year, the *In-House Handbook* is an essential tool for assisting in-house lawyers and senior decision-makers in their selection of external counsel and consultants in the Asia Pacific and 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) 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

The publication also features some of the key findings from our exclusive eleventh annual *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 at the beginning of each relevant jurisdiction chapter.

Online with interactive data and our unique RFP 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: Find an Arbitrator: Firms of the Year:

20 years In-House Community™

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- Asian-mena Counsel Weekly Briefing

Organisers of the In-House Community 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.

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20 years 1999-2018

In-House Community™
Empowering In-House Counsel

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 20,000 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.

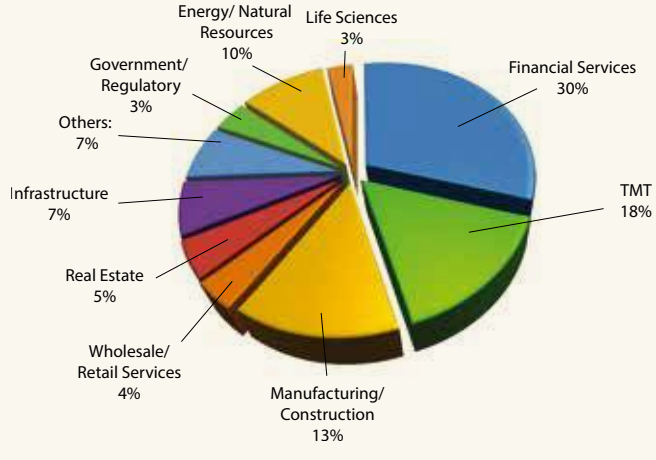
Over the last 20 years, the *In-House Community* has been built, maintained and supported through our 18 annual *In-House Congress* and *Symposium* events and Thought Leaders' Forums, *Asian-mena Counsel*™ magazine and *Weekly Briefing* e-update, and the online resources at www.inhousecommunity.com.

The In-House Community Forums

- Now in their 20th 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.

The 20,000+ strong In-House Community

Individuals by industry



- **www.inhousecommunity.com** is the online home of the In-House Community, *Asian-mena Counsel* and their associated forums.

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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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.

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China firms online here:

CHINA

In-House Community Survey
Representing Corporate China, 2017

KEY ISSUES AND CONCERNS

In-house lawyers in China have a broad range of concerns, but two of the most significant challenges are measuring the performance and value-add of the legal department, and working out the optimal departmental structure to ensure that it comprises the right people, with the right skill sets at the right level.

Another common issue that was raised was the desire among in-house counsel to change their non-lawyer colleagues' perception of the legal function from being a barrier to that of being a business partner.

However, such desires come with a caveat – be careful what you wish for. One respondent stated the goal of wanting to "provide more valuable assistance to the business", while at the same also "controlling the workload of the legal department". This is a delicate balancing act that some departments have not managed to get right in a market where costs are coming under greater scrutiny in many sectors. When asked about the biggest challenges faced by in-house counsel in China, another respondent answered simply: "more work, less budget".

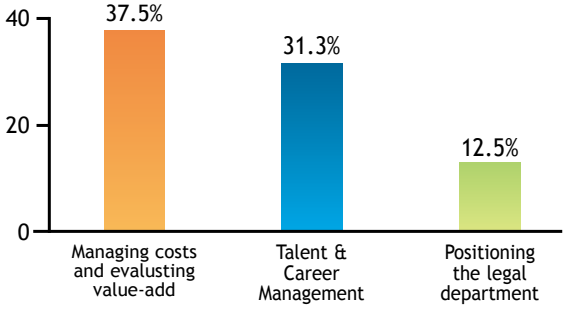
When it comes to what in-house lawyers want from external counsel, the overwhelming consensus was certainty of costs, responsiveness and industry knowledge.

It will come as no surprise that respondents in China were mostly from the manufacturing sector, though there was also good representation from financial services, energy and natural resources, and retail.

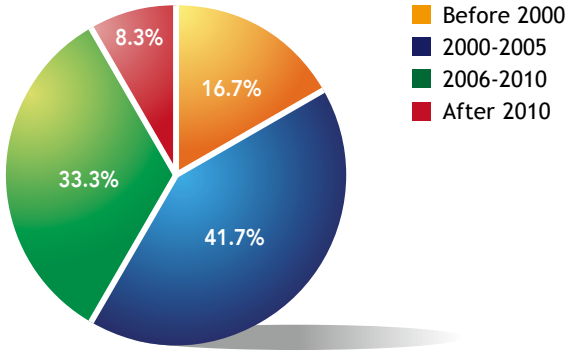
For the first time, we asked respondents this year to tell us how old their legal departments are. In China, the average age was around 15 years, which provides an idea of how mature the in-house community is in the country. There were outliers, of course, with some in-house departments being established in the mid-1990s.

Overwhelmingly, ethics and/or compliance is included in the legal department in China and the average team size among respondents to our survey was 16.

CHINA
The GC's 3 Prevailing Issues



Shenzhen
When was your legal department first established in China?



AT A GLANCE

Dominant industry: Manufacturing

Average team size: 16

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Akin Gump Strauss Hauer & Feld LLP	✓	✔		✓	✓	✔	✔		✔							✓			✓	✓		✓	4		
AllBright Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Allen & Overy LLP	✓	✓	✓	✔	✔	✓	✔		✓		✓	✓	✓	✓		✓	✔	✓	✔	✓	✓		✔	21	
Anjie Law Firm	✓	✔		✔	✓		✓	✓	✓			✔	✔	✓		✓	✔	✓	✓	✓	✓		✓	180	
Ashurst LLP	✓			✔	✔	✓	✔	✔	✓		✓		✓			✓			✔		✓		✓	17	
AWA Asia *											✔		✔			✔							✔	16	See Page 14
Bae, Kim & Lee LLC		✓		✔	✓	✔	✔	✓						✓		✓	✔		✓	✔	✓		✓	11	
Baker McKenzie FenXun (FTZ) Joint Operation Office MR	✓	✓	✓	✔	✓	✔	✔	✓	✓	✓	✓	✓	✔	✓		✓	✓		✓	✓	✓	✔	✓	73	
Baker Botts						✔	✔		✔										✔				✔	8	
Baohua Law Firm								✔																15	
Beijing Dentons Law Offices, LLP	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	5000+	
Beijing DHH Law Firm	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓		✓	N/A	
Beijing Rayyin & Partners		✓				✔	✔	✓				✔	✓	✓			✔					✔		30	
Beijing Rui Ba Law Firm	✓	✓	✔	✔	✓	✔	✔	✓					✔	✓			✓		✓		✓	✓	✓	24	
Beijing Run Ming Law Office			✓	✓	✓	✓	✓	✓					✓	✓			✓		✓	✓				N/A	
Beijing Tian Bo Law Firm							✓						✓	✓			✓	✓						N/A	
Bird & Bird	✓	✓	✓		✓	✓	✔	✔	✓			✓	✔	✓		✓	✔						✔	32	
Broad & Bright	✓	✔		✓	✓	✓	✔	✓	✓	✓		✓	✓			✓	✔		✓	✓			✓	100	
Chang Tsi & Partners		✔				✔	✔	✓					✔				✔						✓	210	
China Patent Agent (H.K.) Ltd.													✔				✔							300	

KEY

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Cleary Gottlieb Steen & Hamilton LLP	✓	✓		✓	✓	✓																	✓	10
Clifford Chance (MR)	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓		✓	✓	✓			✓	100
Clyde & Co. China				✓	✓	✓	✓	✓				✓	✓		✓	✓	✓	✓	✓	✓			✓	35
CMS, China	✓	✓		✓		✓	✓	✓	✓			✓	✓		✓	✓		✓	✓	✓	✓		✓	30
Covington & Burling LLP		✓				✓	✓	✓	✓			✓	✓		✓	✓							✓	N/A
Cuatrecasas							✓									✓					✓			13
DaHui Lawyers	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓		✓	✓		✓	✓	✓			✓	N/A
Davis Polk & Wardwell	✓	✓		✓	✓	✓				✓			✓			✓				✓			✓	13
Debevoise & Plimpton	✓		✓	✓	✓	✓		✓			✓		✓			✓		✓	✓		✓		✓	6
Diaz, Reus & Targ, LLP	✓		✓	✓	✓	✓	✓	✓				✓	✓	✓		✓		✓	✓	✓	✓		✓	4
DLA Piper UK LLP	✓			✓	✓	✓	✓	✓			✓	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	N/A
Dorsey & Whitney LLP Shanghai Office	✓	✓		✓		✓	✓	✓			✓		✓		✓	✓		✓	✓	✓				N/A
Duane Morris & Selvam LLP (Shanghai Office)	✓			✓	✓	✓	✓	✓			✓		✓		✓			✓	✓	✓			✓	15
East & Concord Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	400~ See Page 16
Eiger in association with Shanghai Runyi Law Firm		✓	✓	✓		✓	✓	✓		✓		✓	✓		✓	✓		✓	✓	✓	✓		✓	16
Eversheds Sutherland	✓	✓		✓	✓	✓	✓	✓				✓	✓					✓	✓	✓			✓	12
Fangda Partners	✓	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓		✓	✓	✓	✓		✓	480+
Finnegan, Henderson, Farabow, Garrett & Dunner, LLP														✓			✓							1
Freshfields Bruckhaus Deringer	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓		✓			✓	✓				✓	N/A

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FuJae Partners						✓	✔	✔					✔	✔			✓					✔		13	
Gibson, Dunn & Crutcher LLP	✔	✓		✓	✔	✔	✔		✓					✓		✓	✓		✔	✓	✓		✓	6	
Gide Loyrette Nouel	✓	✔		✓	✓	✓	✔	✓	✔	✓		✓	✓			✓	✓		✔	✓	✓	✔	✓	20	
Grandall Law Firm	✔	✓	✓	✔	✔	✓	✔		✓			✓	✓	✓			✔	✓	✓	✓	✓		✓	1800	
Guantao Law Firm	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔	✓	✓	✔	✓	✓	✓	887	
Haiwen & Partners	✔	✓		✓	✔	✓	✔	✓	✓			✓	✓			✓	✔			✓		✓	✔	190	
Han Kun Law Offices MR	✔	✓	✔	✓	✔	✓	✔	✓	✓		✓	✓	✓	✓		✓	✓		✓	✓	✓		✔	300~	
Herbert Smith Freehills	✓	✓			✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓		✓	✓	✓		✓	35	
HFW (Holman Fenwick Willan)				✓			✓		✓			✓		✔			✔	✔						15	
HHP Attorneys-At-Law	✓	✓		✔	✓	✓	✔	✔	✓		✓		✓	✓		✓	✔			✔			✓	20	See Page 20
Hogan Lovells International LLP	✓	✔		✓		✓	✔	✓	✓	✓	✓	✓	✔	✓		✔	✔		✓	✓		✓	✓	98	
Ince & Co International Law Firm				✓		✓	✓	✓	✓			✓	✓	✓			✓	✓		✓				N/A	
Jingtian & Gongcheng	✓	✓		✔	✔	✓	✔	✓	✓		✓	✓	✓	✓		✓	✔		✓	✔	✓	✓	✓	417	
Jones Day	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓		✓	✓		✓	✓	✓	✓		N/A	
JSM Rep' Offices (Beijing & Shanghai)		✓	✓	✔	✓	✓	✔	✓	✓	✓			✔	✓		✓	✔	✓	✓	✔	✓		✓	13	
JunHe LLP MR	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓	✓	✔	✓		✓	✔	✓	✓	✓	✓	✓	✓	735	See Page 22
JunZeJun Law Offices	✔		✓	✔	✔	✓	✓					✓	✓	✓			✓		✔	✓	✔		✓	345	
K&L Gates LLP	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A	
King & Wood Mallesons MR	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓	✓	✔	✓		✓	✔	✓	✓	✓	✓	✓	✓	1100+	
Kirkland & Ellis*	✔	✓		✔	✔	✓	✔		✓				✓	✓			✓			✓	✔		✓	115+	
Latham & Watkins	✔	✓		✔	✔	✓	✔		✓	✓			✓	✓		✓	✔		✓		✓		✓	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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Li & Partners	✓		✓	✓	✓	✓	✓					✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	47	
Lifang & Partners		✓				✓							✓			✓								N/A	
Linklaters	✓	✓		✓	✓	✓	✓	✓						✓		✓		✓		✓		✓		N/A	
Links Law Offices*	✓	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	✓	✓	✓	✓		✓		158	See Page 24
Marks & Clerk													✓											7	
MHP Law Firm	✓	✓		✓	✓	✓	✓				✓		✓	✓		✓	✓	✓		✓	✓	✓	✓	N/A	
Milbank, Tweed, Hadley & McCloy LLP				✓				✓																N/A	
Miller Canfield				✓		✓	✓						✓	✓		✓						✓		N/A	
MinterEllison					✓		✓	✓								✓		✓				✓		10	
MMLC Group		✓				✓	✓	✓		✓			✓	✓		✓	✓						✓	25	
Morgan, Lewis & Bockius	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓			✓	✓	✓		✓	✓			61	
Morrison & Foerster	✓	✓				✓	✓	✓		✓			✓	✓		✓	✓				✓	✓	✓	5	
Norton Rose Fulbright		✓	✓			✓	✓	✓		✓	✓		✓	✓		✓		✓		✓	✓	✓		27	
O'Melveny & Myers LLP	✓	✓			✓	✓	✓			✓			✓	✓		✓	✓			✓	✓	✓	✓	N/A	
Orrick, Herrington & Sutcliffe LLP	✓	✓				✓	✓	✓					✓	✓			✓				✓			17	
Paul Hastings LLP	✓	✓		✓	✓	✓	✓	✓					✓	✓		✓	✓			✓	✓		✓	28	
Paul, Weiss, Rifkind, Wharton & Garrison LLP	✓			✓	✓	✓	✓																✓	10	
Perkins Coie LLP				✓		✓	✓						✓									✓		N/A	
Pinsent Masons LLP				✓			✓	✓		✓				✓			✓			✓	✓		✓	29	
Proskauer*	✓			✓		✓	✓										✓					✓		13	
Reed Smith	✓	✓		✓	✓	✓	✓	✓		✓			✓	✓				✓					✓	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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Ropes & Gray	✔			✓	✔	✔							✔			✔	✓							✓ 22
Schulz Noack Barwinkel, German Attorneys-at-law		✓		✓		✓	✔	✓		✓			✓	✓		✓	✓		✓					N/A
Shanghai Everbright Law Firm	✓	✓		✓	✓	✓	✓	✓		✓			✓				✓		✓	✓			✓	N/A
Shanghai Pu Dong Law Office	✓	✓	✓	✓	✓	✓	✓					✓	✓	✓			✓		✓					N/A
Shanghai Xin Bai Law Firm	✓	✓			✔	✔	✔		✓							✓		✓	✓	✔	✓		✓	12
Shearman & Sterling LLP	✔	✓		✔	✓	✔		✓		✓			✔			✓	✓	✔					✓	N/A
Sidley Austin	✓	✓			✓	✓		✓								✓	✓		✓				✓	25
Simmons & Simmons	✓	✓		✔	✔	✓	✔	✓	✓	✓		✓	✓			✓	✔	✓	✓	✓			✓	19
Simpson Thacher & Bartlett LLP	✔			✔	✔	✓	✔			✓			✓			✓	✓	✔					✓	51
Sinowing LLP	✔	✓	✓	✔	✓	✔	✓	✓	✓		✓		✓	✓	✓	✓	✔	✓		✓	✓		✓	30
Skadden, Arps, Slate, Meagher & Flom and Affiliates				✔		✔							✔			✓							✓	23
Slaughter and May*	✓	✓		✓	✓	✓	✓	✓			✓	✓	✓			✓	✓	✓	✓	✓			✓	N/A
Sloma & Co.				✓							✓		✓			✓								N/A
Squire Patton Boggs (US) LLP		✔		✓	✓	✔	✓					✓	✓			✓			✓	✓		✔	✓	22
Stephenson Harwood*	✓	✓	✓	✔	✔	✔	✓			✓	✓		✓			✓	✔			✓	✓	✓	✓	120+
Steptoe & Johnson LLP	✓	✓		✓		✔	✓	✓	✓	✓	✔		✓				✔			✓			✓	10
Sullivan & Cromwell LLP	✓			✔	✓	✔		✔		✓	✓					✓		✔		✓			✓	4
Taylor Wessing		✓	✓		✔	✔	✔	✓					✔			✓				✓	✓	✓	✔	22
TransAsia Lawyers		✓		✔	✔	✔	✔						✓	✓			✓						✔	45

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Vivien Chan & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓			✓	✓	✓	✓	110	
Vovan Trocadelyo Group						✓	✔	✔					✔	✓		✓				✔		✔	✓	3	
Wang Jing & Co.		✓		✓	✓	✓	✓	✓	✓			✓	✓	✓			✓	✓	✓	✓	✓	✓		N/A	
Watson & Band		✔	✓	✓	✓	✓	✓	✓		✔			✔				✔				✓		✔	180	
White & Case	✔	✓	✓	✔	✔		✔		✔							✓	✓	✓	✓	✓	✓		✓	25	
Wilkinson & Grist Beijing													✓				✓							N/A	
Winston & Strawn	✓	✔			✓	✓	✔	✓	✓			✔	✔	✔		✓	✓			✓			✓	6	
W. K. To & Co.				✓		✔	✔	✔	✓			✓	✓	✓			✔			✔	✓		✓	1	See Page 26
WongPartnership LLP	✓	✓		✓	✔	✓	✔	✓	✓		✓		✓	✔			✔		✓	✔	✓		✓	14	
Woo Kwan Lee & Lo*				✓	✓		✓						✓				✓			✓	✓			N/A	
Yao Liang Law Offices				✓		✓	✓	✓				✓	✓	✓			✓	✓	✓	✓		✓		N/A	
Zhenghan Law Firm				✓			✓	✓					✓	✓			✓			✓	✓			N/A	
Zhong Lun Law Firm MR	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓		✓	✓	✓		✓	✔	✓	✓	✔	✓	✓	✓	1200+	
Offshore Firm:																									
Appleby*	✔		✓	✔	✔	✓	✔		✓		✓	✓					✔	✓	✓	✓	✓		✓	24	
The following firms advise on issues related to this jurisdiction from offices elsewhere:																									
Ella Cheong & Alan Chiu, Solicitors & Notaries						✔	✔						✔	✓			✔				✔			9	See Page 18
Ogier (offshore)																									
Vinson & Elkins LLP																									

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

AWA Asia

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Sectors of specialization

- Automotive
- Advertising & Marketing
- Building & Construction
- Cleantech
- Electronics
- Fashion
- FinTech
- 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

AWA Asia

- Strong value proposition consists of an East-meets-West approach, tapping on our 120-year heritage as a firm that specializes in all things IP
- Bilingual and bicultural team of IP professionals (lawyers and patent attorneys)
- Service delivery comes with deep local knowledge, is business minded, pragmatic and tailored
- Industry recognized and award-winning firm known for its innovative practices and leading individuals

What We Offer

- Strategic IP portfolio management through the entire corporate cycle and development
- Protection and enforcement of brands, patents, designs, copyrights, trade secrets and domain names
- Strategically assist in managing our clients' intellectual assets (ensuring that value is maintained and maximized, securing and sustaining a competitive advantage)
- Local knowledge with an international quality and perspective

On the Ground Experience

- Asia head office in Hong Kong, a location known for its successful business environment, world-class infrastructure and effective legal system
- Beijing office is also a licensed trademark agency, allowing us to file and enforce trademarks directly before the China Trademark Office and the administrative authorities, without the need to use agents

Our People

- The AWA Asia team comprises highly qualified regional and international patent attorneys and lawyers, with extensive experience in delivering intellectual property services to corporations of all profiles
- Legal backgrounds and qualifications from China, the UK, Hong Kong and Singapore
- PRC-qualified trademark and patent attorneys have the professional/ technical knowledge and experience to support and manage our client's IP needs through China's multifaceted legal environment

Work With Us

- The breadth of our coverage combined with our local business knowledge that spans two continents provides a seamless IP protection, enforcement and intellectual asset management capability for our clients

See **partner profile** on **page 204**

" We believe tomorrow is today's emerging business – rising up from untapped potential within established industries and disruptive start-ups alike. So for you who are redefining industries, we're redefining intellectual property (IP)."

AWA – Creating intellectual prosperity.

AWA Asia

AWA Asia provides local knowledge with an international quality and perspective through a strong value proposition of an East-meets-West approach and a team of bilingual and bicultural IP professionals.

For over 120 years AWA has been your partner in intellectual prosperity. We are a global IP firm and the first choice for clients as we develop the market – together.

- IP Advisory & Strategy
- IP Disputes
- IP Prosecution
- IP Due Diligence
- IP Transactions
- Patents / Trademarks / Designs / Copyrights / Domain Names
- TMT Law
- Consumer & Marketing Law

TALK TO US

Ai-Leen Lim
CEO and Principal Counsel
AWA Asia
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Partner
AWA Asia
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INDUSTRY RECOGNITIONS

Sweden | Denmark | China | Hong Kong | Germany

AWA
FOUNDED IN 1897

East & Concord Partners

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8 Dongsanhuan Beilu, Chaoyang District
Beijing 100004, P. R. China
Tel: (86) 10 6590 6639
Fax: (86) 10 6510 7030
Email: beijing@east-concord.com

Contact: Dajin Li
Number of Employees: 450
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 and Defense
- 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 almost 400 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 **pages 204**

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.

成功，始于助人成功。

> 关于我们

天达共和律师事务所系由原天达律师事务所与原共和律师事务所于2014年合并而成立的一家大型综合合伙制律师事务所。原天达律师事务所与原共和律师事务所分别成立于1993年及1995年，均系国内最早成立的，颇具实力和影响力的知名律师事务所。合并后的天达共和，总部位于北京，并在上海、深圳、武汉、杭州设有办公室。天达共和现有专业人士近400名。我们的合伙人及顾问结构成熟稳定，由逾30年执业经验的业界元老、拥有国家部委、法院、检察院、国际仲裁机构、国际知名律所工作经验的法律专家和相当数量曾在欧美、澳洲、日本、新加坡和港台等国家和地区接受法律教育或执业的中青年律师组成。中文、英语、日语、法语等多种语言是我们的日常工作语言。

> 业务领域

天达共和致力于为客户提供专业化法律服务，经过20多年的不断积累及锐意进取，已经在以下业务领域取得行业领先地位，赢得了客户的高度信任与赞誉，并连续多年被业界知名媒体如《钱伯斯》、《亚太法律500强》、《国际金融法律评论》、《律师杂志》、《亚洲法律评论》、《亚洲法律杂志》、《商法》、《中国法律与实务》等推荐或报道：

收购与兼并、资本市场与证券、争议解决、刑事诉讼、银行与金融、融资租赁与商业保理、反倾销反补贴、反垄断、知识产权、外商投资、海外投资、文化体育传媒、基础设施项目、房地产与建筑工程、能源与自然资源。

> Overview

The merger between the East Associates Law Firm and Concord & Partners in 2014 brought into being East & Concord Partners, one of the largest and the most comprehensive law firms in China. Briefly, East Associates Law Firm and Concord & Partners were established in 1993 and 1995 respectively, are among the earliest established law firms in China and both have nationwide influence and reputation. We are headquartered in Beijing and have branches in Shanghai, Shenzhen, Wuhan and Hangzhou. The firm has almost 400 professionals. And the structure of partners and consultants is mature and stable. In addition to experienced partners and consultants who have practiced law for more than 30 years, our firm is comprised of legal experts who have years of working experience in national ministries, courts, procuratorate, international arbitration institution and prestigious law firms and young and middle-aged attorneys who have gained qualifications and hands-on experience in law schools and firms throughout United States, Europe, Australia, Japan, Singapore, Hong Kong and Taiwan. Our working languages include Chinese, English, Japanese and French.

> Practice Areas

East & Concord Partners is committed to providing professional legal assistance to our clients and with 20 plus years of experience has gained a leading position and earned clients' trust and recognition and has been frequently recommended and reported by well-known international legal media such as *Chambers, Legal 500, IFLR1000, The Lawyer, Asialaw Profiles, ALB, China Business Law Journal, China Law and Practice* and so forth in the following practice areas:

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.

Ella Cheong & Alan Chiu, Solicitors & Notaries

26/F, The Hennessy, 256 Hennessy Road,
Wanchai, Hong Kong

Tel: (852) 3752 3852
Fax: (852) 3752 3850
Email: enquiry@ellalan.com
Website: www.ellalan.com

Contacts: Alan Chiu

Number of employees: 20+

Offices in Asia: Hong Kong, Singapore & Malaysia – At the invitation of the Singapore government, our Senior Partner Ella Cheong established Ella Cheong LLC in Singapore and a supporting office of Ella Cheong IP Services Sdn Bhd in Malaysia.

Year Established: 2005

Languages Spoken: English, Mandarin, Cantonese

Main Practice Areas

- Intellectual Property Enforcement & Dispute Resolution
- Franchising, Transactional and Commercial Intellectual Property
- Domain name, E-commerce and Internet-related issues
- Litigation and Dispute Resolution
- Corporate and M&A
- Entertainment and Media
- Data Protection and Privacy
- Notarization and China Attestation

Firm Profile

Ella Cheong & Alan Chiu, Solicitors & Notaries **(ELLALAN)** is a leading IP boutique in Hong Kong. The firm is led by two leading IP practitioners **Ella Cheong, JP** and **Alan Chiu**, both of whom are award winning lawyers in the Asian legal market.

Our firm is known as one of the Asia's leading IP law firms. Our service covers all sorts of IP issues including IP litigation, anti-counterfeiting and enforcement, IP strategies, IP licensing, franchising and related commercial transactions, advertising and trade descriptions, product labelling and safety, data privacy, computer forensic, internet security, e-commerce and IP mediation and arbitration.

Apart from the strong focus on IP law, our team is experienced in civil, criminal and commercial litigation, defamation, mediation and arbitration, technology and media, employment and real estate matters.

As well as being experienced IP lawyers, **Ella is a Notary Public** and **Alan is a China-Appointed Attesting Officer appointed by the PRC Ministry of Justice.** This extends the firms wide range of IP legal services to both notarising and attesting of all documentation for use throughout the world.

High quality work and flexible and competitive pricing are the two strong pull factors for clients to come to us. We are committed to delivering top-notch international firm quality at a competitive pricing. We keep clients' needs and concerns in mind and treat them as our top priority. We strive to explore creative and practical solutions and get things done in the most cost-effective manner.

Recognition and Awards

WTR 1000
- Silver Tier Law Firm of IP Enforcement and Litigation in Hong Kong – 2018

Managing IP
- 2017 Trademark Ranking – Trademark Contentious Table in Hong Kong

Chambers and Partners
- Featured in Leaders in Their Field – 2018
- Ranked in Chambers Global 2017

Asia IP Awards
- Trademark Firm of the Year 2017

Asialaw Profiles
- Highly recommended law firm for Intellectual Property – 2018

Global 100
- Law Firm of the Year – Franchise, Trademarks and Patents – Hong Kong and China 2017
- Commercial & Intellectual Property Law Firm of the Year for China/Hong Kong

Lawyer International – Legal 100
- Law Firm of the Year – Franchise, Trademarks and Patents – Hong Kong and China 2017, 2018
- Commercial & Intellectual Property Law Firm of the Year for China/Hong Kong 2018

Leaders in Law
- Recommended IP Expert in China 2017

and many more can be found at ***http://www.ellalan.com/#awards***

See **partner profile** on **page 205**

WE PARTNER WITH YOU

From Ideas To Growth, From IP To IPO.

***ELLALAN** is a Hong Kong based full service firm covering the Greater China Region with particular emphasis on Intellectual Property practice.*

Head Office:
26/F, The Hennessy, 256 Hennessy Road,
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ELLALAN

张 淑 姬 赵 之 威 律 师 行

Ella Cheong & Alan Chiu, Solicitors & Notaries

HHP Attorneys-At-Law

12F, 21st Century Tower,
210 Century Avenue,
Pudong New Area, Shanghai 200120, China
Tel: (86) 21 5047 3330
Fax: (86) 21 5047 0264
Email: office@hhp.com.cn

Contact: Mr. Yao RAO
Number of employees: 25
Offices in Asia: Shanghai
Year Established: 2003

Website: www.hhp.com.cn

Languages Spoken: Mandarin, English

Main Practice Areas

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

Firm Profile

Overview

HHP Attorneys-at-Law ("HHP") is a leading commercial law firm in China. We have a corporate culture with fully integrated team approach, under which specialist services are provided under a partner-hands-on working style. Adhering to the core value 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 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.

Professionals

All HHP lawyers graduate from prestigious Chinese or overseas law schools with each of our partners carrying over ten years' practice. With a seamless teamwork, HHP professionals have in-depth knowledge on both non-contentious and contentious legal matters. Our expertise on dispute resolution enables us to identify and minimize legal risks on corporate and transactional business. This is the foundation of our competitiveness. We are actively providing workable and innovative solutions to our clients under the fast changing legal environment in China.

Sector Expertise

HHP has developed a thriving commercial law practice and focused on M&A, corporate, financial services and dispute resolution since its establishment. We have attracted clients from all over the world, in different sectors of industry. We represent a broad spectrum of clients, including multinational corporations, large scale domestic companies, start-ups, non-profit organizations and governmental authorities. Our ample experience has directly contributed to our vast exposure in the fields of finance, real estate, machinery manufacturing, automobiles, environmental protection, chemical, pharmaceuticals, health service, medical instruments, pharmaceutical packaging, market research, logistics, consumer goods, information technology and advertising among others.

Office Network

We are affiliated with Meritas, one of the largest international alliances of law offices with strict member screening mechanism and continuous quality assessment, connecting to the leading independent law firms in 90 countries covering 244 legal markets worldwide. As a member of this vast legal network, we can support our client needs around the globe, providing the clients with innovative, cost-effective and efficient cross-border legal services.

Recognition and Awards

- Asialaw Profiles: ranked in Corporate and M&A, Dispute Resolution and Regulatory
- Asian Legal Business: 2018 China Firms to Watch Top 10 Boutique Firms
- Benchmark Litigation: ranked in Commercial and Transactions
- Chambers Asia Pacific: ranked in Corporate/Commercial Law
- IFLR 1000: ranked in M&A and Banking and Finance
- HHP lawyers have been ranked as recommended individuals by Asialaw Leading Lawyers, Asian Legal Business, Chambers & Partners, China Business Law Journal and other legal media.

See **partner profile** on **page 205**

汇衡律师事务所
HHP ATTORNEYS-AT-LAW

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PRACTICE AREAS

- *M&A and Restructuring*
- *Financial Services*
- *Dispute Resolution*
- *Corporate*
- *Foreign Direct Investment*
- *Labor and Employment*
- *Intellectual Property Right*
- *Construction*
- *Cross-border Legal Service*
- *Compliance*

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JunHe

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China Resources Building, 20th Floor
8 Jianguomenbei Avenue
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: 980+
Number of Professionals: 730+
Offices in Asia: Beijing, Shanghai, Guangzhou, Shenzhen, Dalian, Haikou, Tianjin, Qingdao, Chengdu, Hong Kong

Website: 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 twelve offices around the world and a team comprised of more than 730 professionals, including over 220 partners and legal counsel, as well as over 510 associates and legal translators.

JunHe 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.

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. While most of our lawyers are licensed in China, many are qualified to practice law in multiple jurisdictions, such as the US, UK, Australia, New Zealand and Hong Kong. Our attorneys are multilingual, with fluency in Chinese as well as English, German, Japanese and several other languages.

At the forefront of great movements, JunHe continues to forge ahead of our peers and continuously innovate, whether by advising on unprecedented foreign investment projects during the initial period of China's Reform and Open Campaign, on major transactions during the State-owned Enterprise Reform in the 1990s, on comprehensive debt and equity operations incorporating onshore and offshore capital markets in the new century, or on the continuous development of novel services and products in the Internet era. Growing with our clients, we have not only been honored with high praise, but have also achieved a leading position in the Chinese legal industry.

Recognition and Awards

ALB (Asian Legal Business) China Law Awards
- China Law Firm of the Year 2017, 2015, 2013, 2012
- Beijing Law Firm of the Year 2018, 2017, 2016, 2015

Chambers China Awards
- PRC Law Firm of the Year 2013

In-House Community Awards
- China most Responsive Firm of the Year, 2017 (and Multiple Previous Years)

Who's Who Legal
- China Law Firm of the Year 2018
- China Law Firm of the Year 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

Asialaw Asia-Pacific Legal Practice Awards
- China Law Firm of the Year 2017

See **partner profile** on **page 205**

China Expertise, Global Reach

Throughout China, JunHe delivers legal specialists who combine proven legal skills with a deep understanding of the Chinese market.

Throughout the world, JunHe builds on our network of leading local law firms to bring you an unparalleled experience.

PRC Firm Of The Year 2017

Asian Legal Business-ALB China Law Awards

International Legal Alliance Summit & Awards

Asialaw Asia-Pacific Legal Practice Awards

Who's Who Legal

China Law & Practice

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 twelve offices around the world and a team comprised of more than 730 professionals, including over 220 partners and legal counsel, as well as over 510 associates and legal translators.

www.junhe.com

JUNHE | 君合律师事务所

Llinks Law Offices

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Tel: (86) 21 3135 8666
Fax: (86) 21 3135 8600

Email: master@llinkslaw.com
Number of employees: 260+
Offices in Asia: Shanghai, Beijing, Hong Kong
Year Established: 1998

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 In-House Handbook, 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.

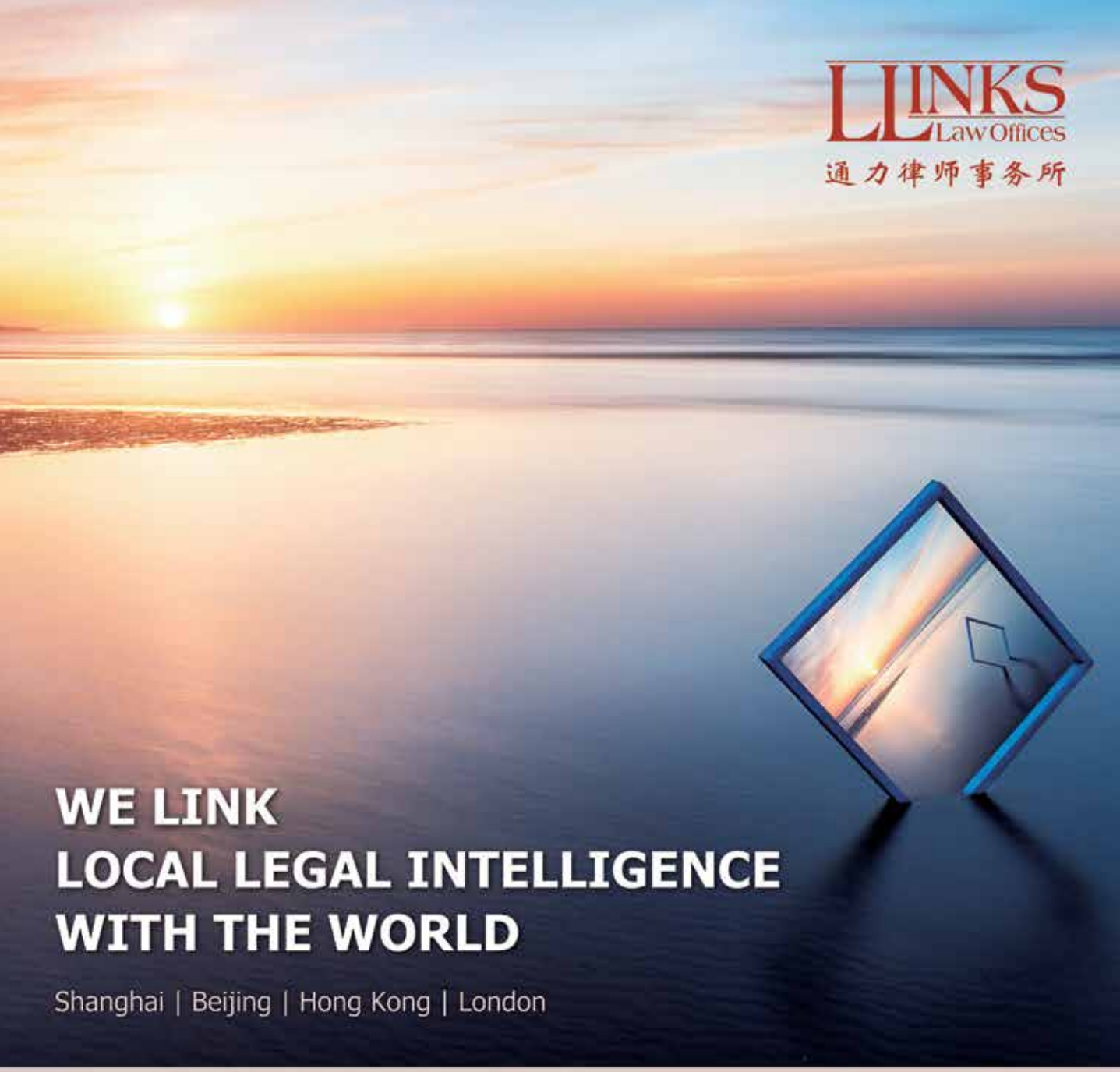
– **Interdisciplinary Approach**

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.

See **partner profile** on **page 206**



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WITH THE WORLD

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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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Email: wktoco@wktoco.com
Website: www.wktoco.com

Main Practice Areas

- Litigation and Dispute Resolution
- Corporate and Commercial
- China Trade and Investment
- Employment
- Insolvency and Restructuring
- Real Estate
- Family and Matrimonial
- Insurance and Personal Injuries
- Trust and Wealth Management
- Notarization and China Attestation

Firm Profile

"W. K. To & Co.'s competency level is above other leading firms in the region" – Legal 500

"Experts in their fields, and exhibit enthusiasm for their practice, while achieving the best possible results" – Legal 500

Founded in 1985, W. K. To & Co. is a leading full-service independent law firm in Hong Kong, advising some of the largest local and international corporations with business interests throughout Asia and beyond.

With our representative office in Beijing and head office in Hong Kong, we provide international and local clients with sound legal advice and practical solutions for handling issues arising in business and investment transactions in China. Our clients range from state-owned enterprises to start-up companies engaged in business in a variety of manufacturing, service and financial industry sectors.

Our China team is fluent in Mandarin and is capable of preparing Chinese language documents in accordance with Chinese customs and requirements. The team works with our other specialized practice groups in Hong Kong to ensure that industry expertise is fully utilized in relevant transactions.

Clients benefit from our understanding and knowledge of the China's political and social landscape as well as our solid working relationships with government authorities and institutions, which enable us to provide timely advice on the latest developments in government policies and regulations.

We have strong ties with legal practitioners worldwide and we are free and independent to recommend the most appropriate firm in a particular jurisdiction to meet our client's specific needs. We are the member of Inter-Pacific Bar Association (IPBA), Lawyers Associated Worldwide (LAW) and Elite Chinese Legal Alliance (ECLA), one of the largest cross-region legal networks in China.

See **partner profile** on **page 206**

"Experts in their fields, and exhibit enthusiasm for their practice, while achieving the best possible results."

Legal 500

- China Trade and Investment
- Litigation and Dispute Resolution
- Corporate and Commercial
- Employment
- Insolvency and Restructuring
- Real Estate
- Insurance and Personal Injury
- Family and Matrimonial
- Trust and Wealth Management
- Notarization and China Attestation

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Solicitors, Notaries, Agents for Trademarks & Patent

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IN-DEPTH FIRM PROFILES.....P.36

Hong Kong firms online here:

HONG KONG

Photo: Peter Yan

In-House Community Survey
Representing Corporate Hong Kong, 2017

KEY ISSUES AND CONCERNS

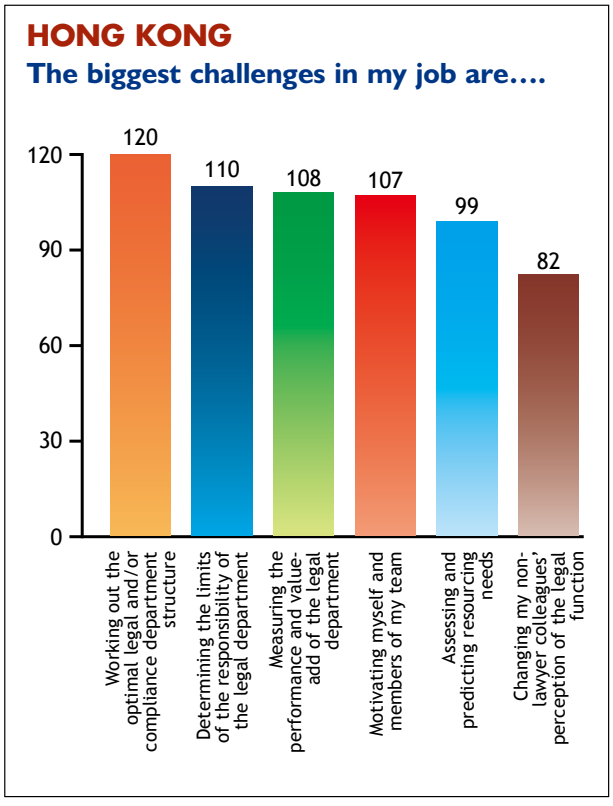
The pressure on legal resources remains a critical challenge for in-house lawyers in Hong Kong. While this is a common theme across the region, it is particularly acute in this financial services hub, where lawyers are increasingly being asked to perform non-advisory tasks as part of internal operational risk management frameworks, such as formal risk assessments and reporting, management updates, events monitoring and root cause analyses.

Meeting the challenge of "more responsibilities with no increase in resources" was frequently cited by in-house lawyers in the city, and much of the blame for this was placed on the growing burden of compliance. And "burden" is clearly how some lawyers see it, with one respondent complaining about "regulatory demands that are not necessarily relevant for our industry or specific products".

As well as coping with legal and regulatory developments, in-house teams in this dynamic city say they are also challenged with understanding and responding to the increasing role of technology. Fintech is the buzzword of the moment for many businesses in Hong Kong, but this is an area that can place additional and unfamiliar demands on the legal department, particularly in the form of data privacy rules.

The push by large financial institutions to be entrepreneurial and innovative requires in-house lawyers to be sensitive to the demands of the business and the need to provide valuable and meaningful guidance, bearing in mind the legal function's broader role in protecting the company's interests, "while not being a roadblock to business interests and turning into the 'Department of No'," as one respondent put it.

Doing all of this on a fixed or shrinking legal budget is clearly putting stress on some in-house teams in Hong Kong, with few signs of optimism for the outlook going forward.



AT A GLANCE

Dominant industry: Financial services
Average team size: 22

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Addleshaw Goddard	✔	✓			✔		✔	✔			✓			✓			✔							39	
Akin Gump Strauss Hauer & Feld	✔	✓		✓	✓	✔	✔		✓					✓			✔		✓	✓	✔		✓	23	
AllBright Law Offices	✓			✓	✓		✓						✓	✓			✓		✓	✓				N/A	
Allen & Overy MR	✓	✓		✔	✔	✔	✔		✓		✓	✓	✓	✓		✓	✔		✓	✓	✓		✓	122	
Angela Wang & Co				✓	✓	✔	✔	✓					✔	✓			✔			✓	✔		✓	11	
Arun Nigam Associates (Solicitors and Notaries)				✔	✔	✓	✔	✓					✓	✓			✔			✔	✓	✓		4	
Ashurst	✓	✓		✔	✔	✓	✔		✓		✓		✓				✔		✓	✓	✔		✓	63	
AWA Asia*											✔		✔			✔							✔	16	See Page 36
Bae, Kim & Lee LLC	✔			✔	✔	✔	✔				✓								✓					3	
Baker McKenzie MR	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓		✓	✔		✔	✓	✓	✓	✓	166	
Baker Botts							✔		✔										✔					5	
Bryan Cave Leighton Paisner	✓		✔			✓	✔		✓	✓	✓			✓		✓	✔	✔	✓	✔				37	
Bird & Bird	✓	✓	✓		✓	✓	✔	✔	✓		✓		✔	✓		✓	✔						✔	52	
Boase Cohen & Collins						✔	✔	✓				✔	✔	✓			✔			✓	✓	✓		20	
Cheung Tong & Rosa Solicitors					✔	✔	✔						✓	✓			✔			✓	✔			10	
China Patent Agent (H.K.) Ltd													✔											300	
Cleary Gottlieb Steen & Hamilton LLP	✔	✔		✔	✔	✓	✔		✓		✓			✓			✓						✓	34	
Clifford Chance MR	✔	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔	✓	✓	✓	✓	✓	✓	203	
Clyde & Co.				✓	✓	✓	✔	✓	✓		✓	✔		✓		✓	✔	✔	✓	✔	✓			44	
CMS Hong Kong			✔	✔			✔							✔			✓							27	

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	MR	✓	✓		✓	✓	✓							✓				✓						✓	80
Deacons	MR	✓	✓		✓	✓	✓	✓	✓			✓		✓	✓		✓	✓		✓	✓		✓	✓	350
Debevoise & Plimpton		✓			✓	✓	✓					✓		✓				✓						✓	27
Dentons Hong Kong LLP					✓	✓		✓										✓							29
DLA Piper		✓			✓	✓	✓	✓	✓			✓		✓	✓		✓	✓	✓	✓	✓		✓	✓	N/A
Ella Cheong & Alan Chiu, Solicitors & Notaries					✓		✓	✓	✓				✓	✓	✓		✓	✓					✓	✓	9
Ellen Au & Co., Solicitors		✓			✓	✓	✓	✓					✓				✓				✓				5
Elvinger Hoss Prussen[1]		✓			✓	✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	4
Eversheds Sutherland	MR	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓		✓	✓		✓	✓		✓	✓	74
Freshfields Bruckhaus Deringer		✓	✓		✓	✓	✓	✓	✓			✓	✓	✓			✓	✓		✓	✓		✓	✓	N/A
Gibson, Dunn & Crutcher		✓	✓		✓	✓	✓		✓					✓			✓	✓		✓	✓		✓		32
Haiwen&Partners		✓			✓	✓	✓																		10~
Hastings & Co.					✓		✓	✓	✓			✓	✓		✓			✓		✓	✓		✓		43
Herbert Smith Freehills	MR	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	✓		✓	✓		✓	✓	90
Hill Dickinson Hong Kong							✓	✓				✓		✓				✓			✓				13
H.M. Chan & Co. in association with Taylor Wessing		✓			✓	✓	✓	✓	✓															✓	13
Hogan Lovells		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓		✓	✓	99
HFW (Holman Fenwick Willan)			✓	✓	✓	✓	✓		✓	✓		✓	✓	✓			✓	✓		✓	✓		✓	✓	50
Howse Williams Bowers		✓	✓		✓	✓	✓	✓	✓			✓	✓	✓	✓		✓	✓		✓	✓				90
Ince & Co			✓	✓	✓	✓	✓	✓	✓	✓			✓	✓				✓		✓	✓			✓	30+

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Jones Day		✓		✓	✓		✓		✓				✓	✓		✓	✓		✓	✓				N/A
JunHe LLP	✓	✓	✓	✔	✔	✔	✔	✓	✓	✓		✓	✓	✓		✓	✔	✓	✓	✓	✓		✓	23
JunZeJun Law Offices				✔	✔								✔				✔							10
K&L Gates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓		✓		✓	✓	✓		✓	N/A
Keesal, Young & Logan												✓		✓				✓						N/A
Kennedys		✓	✓			✔	✔	✓			✓	✔	✓				✔	✓		✓			✔	36
King & Wood Mallesons MR	✔	✓	✓	✔	✔	✓	✔	✓	✓		✓		✓	✓			✔		✓	✓	✓		✓	200~
Kirkland & Ellis*	✔	✓		✔	✔	✓	✔		✓				✓	✓			✓			✓	✔		✓	115+
Kobre & Kim		✓				✓							✓	✓			✓				✓			N/A
Koh Vass & Co in association with Osborne Clarke	✔			✓		✓	✔	✔			✔		✓			✓					✓		✔	7
Latham & Watkins	✓	✓		✔	✔	✔	✔		✓		✓			✔		✓	✓		✓		✓		✓	94
Li & Partners	✓			✔	✔	✔	✔	✓				✓	✓	✓		✓	✔		✓	✓	✓	✓	✓	104
Linklaters MR	✓	✓		✓	✓	✓	✓	✓	✓					✓			✓		✓	✓	✓			N/A
Llinks Law Offices*	✔	✓		✔	✔	✓	✔	✓	✓		✓	✓	✓	✓		✓	✔		✓	✓	✓		✓	158
Locke Lord	✓				✔	✓	✔		✔		✓	✓	✓	✔			✔	✓			✓			10+
Luk & Partners in association with Morgan, Lewis & Bockius	✔				✔		✔	✔			✓			✓			✔							60
M.C.A. Lai & Co., Solicitors		✓				✓	✓	✓				✓		✓	✓		✓		✓	✓	✓			N/A
Marks & Clerk													✔											25
Mayer Brown MR	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓		✓	✔	✓	✓	✔	✓	✓	✓	183

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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			✓	✓		✓												✓						N/A
MinterEllison	✓			✓		✓		✓					✓			✓		✓	✓					40
Morrison & Foerster	✓	✓		✓	✓	✓		✓		✓		✓	✓		✓	✓			✓		✓		✓	40
Norton Rose Fulbright	✓	✓		✓	✓	✓		✓		✓		✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	70
O'Melveny & Myers LLP	✓			✓	✓	✓	✓			✓		✓	✓			✓				✓	✓			N/A
Oldham, Li & Nie						✓	✓			✓		✓	✓			✓						✓		40
Orrick, Herrington & Sutcliffe	✓	✓			✓	✓	✓	✓					✓			✓		✓		✓			✓	16
P. C. Woo & Co.				✓	✓	✓							✓			✓		✓		✓	✓			N/A
Paul Hastings	✓			✓	✓	✓	✓													✓			✓	44
Paul, Weiss, Rifkind, Wharton & Garrison LLP	✓			✓	✓	✓					✓												✓	22
Peter Yuen & Associates (in association with Fangda Partners)	✓	✓		✓	✓	✓	✓	✓	✓	✓			✓		✓	✓		✓		✓			✓	90~
Pinsent Masons	✓	✓			✓	✓	✓	✓		✓			✓			✓		✓					✓	38
Proskauer*	✓		✓		✓	✓										✓							✓	13
Reed Smith Richards Butler	✓	✓		✓	✓	✓	✓	✓			✓		✓	✓		✓	✓	✓		✓			✓	91
Robert Lee Law Offices						✓	✓						✓			✓								4
Ropes & Gray	✓			✓	✓	✓							✓			✓							✓	54
Rouse & Co International (Overseas) Limited							✓	✓				✓					✓						✓	16
RPC	✓			✓	✓	✓					✓	✓	✓				✓	✓						32

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 LLP	✔	✓		✓	✔	✓	✔		✓		✓			✔		✓	✓		✔		✓		✓	N/A	
Sidley Austin	✓	✓		✓	✓	✓	✓		✓			✓	✓	✓		✓	✓			✓	✓		✓	94	
Simmons & Simmons	✔	✓		✔	✓	✓	✔	✔			✓	✓	✓	✓	✓	✓	✔		✓	✓	✓		✓	50	
Simpson Thacher & Bartlett LLP	✔			✔	✔	✓	✔				✓			✓			✓		✓	✔			✓	48	
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates	✓	✓		✔	✔	✓	✔							✔		✓	✔						✓	73	
Slaughter and May*	✓	✓		✓	✓	✓	✓	✓	✓			✓	✓	✓			✓		✓	✓	✓		✓	N/A	
Squire Patton Boggs (US) LLP	✓	✓			✓	✓	✔	✓	✓		✓		✔	✓		✓	✔		✓		✓	✔	✔	21	
Stephenson Harwood*	✓	✓	✓	✔	✔	✓	✔	✓			✓	✓	✓	✓		✓	✔	✔		✓	✓	✓	✓	120+	
Sullivan & Cromwell LLP	✓			✔	✔	✓	✔		✔		✓	✓				✓			✔	✓			✓	23	
Tanner De Witt MR		✓		✓		✓	✓	✓					✓	✓			✓				✓			N/A	
Tiang & Co.	✓	✓	✓	✔	✔	✔	✔	✓	✓		✓	✓	✓		✓	✓		✓	✔	✓	✓	✓	✓	20	
Vinson & Elkins LLP														✔			✔							1	
Vivien Teu & Co. LLP (in association with Llinks Law Offices)	✔			✔	✔	✔	✔	✓														✓		20	See Page 40
Vivien Chan & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓			✓	✓	✓	✓	N/A	
Watson Farley & Williams	✓			✔	✔		✓		✔					✓			✓	✔	✔		✓			23	
Weil, Gotshal & Manges	✔			✔			✔				✓												✓	15	
White & Case	✔		✓	✔	✔	✓	✔		✓					✓		✓	✔	✓	✔	✓	✓		✓	42	
Wilkinson & Grist	✓	✓		✔		✓	✓	✓					✔	✓		✓	✔			✔	✔			55	
Winston & Strawn	✓	✔		✓	✓	✔	✔		✓		✓	✓	✔	✔		✓	✓		✓	✓	✓		✓	18	

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Woo Kwan Lee & Lo*				✓	✓		✓						✓				✓			✓	✓			N/A	
W. K. To & Co.				✓		✔	✔	✔	✓			✓	✓	✓			✔			✔	✓		✓	19	See Page 42
Zhong Lun Law Firm	✓	✓			✔	✓	✔	✓				✓	✓	✓			✔	✓		✔	✓	✔	✓	47	
Offshore Firms:																									
Appleby*	✔		✓	✔	✔	✓	✔		✓		✓	✓					✔	✓	✓	✓	✓		✓	24	
Conyers Dill & Pearman	✔			✔	✔		✔					✓					✔		✓		✓			31	
Harney Westwood & Riegels	✔		✓	✔	✓	✓	✔					✓					✔	✓			✔			49	
Maples and Calder (Hong Kong) LLP	✔		✓	✔	✔	✓	✔		✓					✓		✓	✔	✓	✓	✓	✓		✓	42	
Mourant Ozannes	✓		✓	✓	✓	✓	✓		✓								✓	✓	✓	✓	✓		✓	N/A	
Ogier	✔			✔	✔		✔							✓	✓		✔		✓	✓	✓	✓		32	
Walkers	✔		✓	✔	✔	✓	✔				✓			✓			✓		✓		✔			40	See Page 44

Footnote:

1 Elvinger Hoss Prussen's Hong Kong office provides inbound and outbound legal services only under Luxembourg law.

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
- FinTech
- 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

AWA Asia

- Strong value proposition consists of an East-meets-West approach, tapping on our 120-year heritage as a firm that specializes in all things IP
- Bilingual and bicultural team of IP professionals (lawyers and patent attorneys)
- Service delivery comes with deep local knowledge, is business minded, pragmatic and tailored
- Industry recognized and award-winning firm known for its innovative practices and leading individuals

What We Offer

- Strategic IP portfolio management through the entire corporate cycle and development
- Protection and enforcement of brands, patents, designs, copyrights, trade secrets and domain names
- Strategically assist in managing our clients' intellectual assets (ensuring that value is maintained and maximized, securing and sustaining a competitive advantage)
- Local knowledge with an international quality and perspective

On the Ground Experience

- Asia head office in Hong Kong, a location known for its successful business environment, world-class infrastructure and effective legal system
- Beijing office is also a licensed trademark agency, allowing us to file and enforce trademarks directly before the China Trademark Office and the administrative authorities, without the need to use agents

Our People

- The AWA Asia team comprises highly qualified regional and international patent attorneys and lawyers, with extensive experience in delivering intellectual property services to corporations of all profiles
- Legal backgrounds and qualifications from China, the UK, Hong Kong and Singapore
- PRC-qualified trademark and patent attorneys have the professional/ technical knowledge and experience to support and manage our client's IP needs through China's multifaceted legal environment

Work With Us

- The breadth of our coverage combined with our local business knowledge that spans two continents provides a seamless IP protection, enforcement and intellectual asset management capability for our clients

See **partner profile** on **page 206**

" We believe tomorrow is today's emerging business – rising up from untapped potential within established industries and disruptive start-ups alike. So for you who are redefining industries, we're redefining intellectual property (IP)."

AWA – Creating intellectual prosperity.

AWA Asia

AWA Asia provides local knowledge with an international quality and perspective through a strong value proposition of an East-meets-West approach and a team of bilingual and bicultural IP professionals.

For over 120 years AWA has been your partner in intellectual prosperity. We are a global IP firm and the first choice for clients as we develop the market – together.

- IP Advisory & Strategy
- IP Disputes
- IP Prosecution
- IP Due Diligence
- IP Transactions
- Patents / Trademarks / Designs / Copyrights / Domain Names
- TMT Law
- Consumer & Marketing Law

TALK TO US

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INDUSTRY RECOGNITIONS

Sweden | Denmark | China | Hong Kong | Germany

AWA
FOUNDED IN 1897

Ella Cheong & Alan Chiu, Solicitors & Notaries

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Tel: (852) 3752 3852
Fax: (852) 3752 3850
Email: enquiry@ellalan.com
Website: www.ellalan.com

Contacts: Ella Cheong

Number of employees: 20+

Offices in Asia: Hong Kong, Singapore & Malaysia – At the invitation of the Singapore government, our Senior Partner Ella Cheong established Ella Cheong LLC in Singapore and a supporting office of Ella Cheong IP Services Sdn Bhd in Malaysia.

Year Established: 2005

Languages Spoken: English, Mandarin, Cantonese

Main Practice Areas

- Intellectual Property Enforcement & Dispute Resolution
- Franchising, Transactional and Commercial Intellectual Property
- Domain name, E-commerce and Internet-related issues
- Litigation and Dispute Resolution
- Corporate and M&A
- Entertainment and Media
- Data Protection and Privacy
- Notarization and China Attestation

Firm Profile

Ella Cheong & Alan Chiu, Solicitors & Notaries **(ELLALAN)** is a leading IP boutique in Hong Kong. The firm is led by two leading IP practitioners **Ella Cheong, JP** and **Alan Chiu**, both of whom are award winning lawyers in the Asian legal market.

Our firm is known as one of the Asia's leading IP law firms. Our service covers all sorts of IP issues including IP litigation, anti-counterfeiting and enforcement, IP strategies, IP licensing, franchising and related commercial transactions, advertising and trade descriptions, product labelling and safety, data privacy, computer forensic, internet security, e-commerce and IP mediation and arbitration.

Apart from the strong focus on IP law, our team is experienced in civil, criminal and commercial litigation, defamation, mediation and arbitration, technology and media, employment and real estate matters.

As well as being experienced IP lawyers, **Ella is a Notary Public** and **Alan is a China-Appointed Attesting Officer appointed by the PRC Ministry of Justice**. This extends the firms wide range of IP legal services to both notarising and attesting of all documentation for use throughout the world.

High quality work and flexible and competitive pricing are the two strong pull factors for clients to come to us. We are committed to delivering top-notch international firm quality at a competitive pricing. We keep clients' needs and concerns in mind and treat them as our top priority. We strive to explore creative and practical solutions and get things done in the most cost-effective manner.

Recognition and Awards

WTR 1000
- Silver Tier Law Firm of IP Enforcement and Litigation in Hong Kong – 2018

Managing IP
- 2017 Trademark Ranking – Trademark Contentious Table in Hong Kong

Chambers and Partners
- Featured in Leaders in Their Field – 2018
- Ranked in Chambers Global 2017

Asia IP Awards
- Trademark Firm of the Year 2017

Asialaw Profiles
- Highly recommended law firm for Intellectual Property – 2018

Global 100
- Law Firm of the Year – Franchise, Trademarks and Patents – Hong Kong and China 2017
- Commercial & Intellectual Property Law Firm of the Year for China/Hong Kong

Lawyer International – Legal 100
- Law Firm of the Year – Franchise, Trademarks and Patents – Hong Kong and China 2017, 2018
- Commercial & Intellectual Property Law Firm of the Year for China/Hong Kong 2018

Leaders in Law
- Recommended IP Expert in China 2017

and many more can be found at ***http://www.ellalan.com/#awards***

See **partner profile** on **page 207**

WE PARTNER WITH YOU

From Ideas To Growth, From IP To IPO.

***ELLALAN** is a Hong Kong based full service firm covering the Greater China Region with particular emphasis on Intellectual Property practice.*

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Branch Office:
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ELLALAN

張 淑 姬 趙 之 威 律 師 行

Ella Cheong & Alan Chiu, Solicitors & Notaries

Vivien Teu & Co LLP

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Tel: (852) 2969 5300
Fax: (852) 2997 3385
Email: enquiry@vteu.co

Contact: Vivien Teu
Number of employees: 15 - 20
Offices in Asia: Hong Kong
Year Established: 2015
Website: www.vteu.co

Languages spoken: English, Mandarin, and Cantonese

Main Practice Areas

- Asset Management
- Banking and Financial Services
- Capital Markets
- Company Formation
- Compliance and Regulatory Advisory
- Corporate
- Financial Regulatory
- Investment Funds
- Licensing Advice
- Mergers and Acquisitions
- Private Equity
- Securities
- Structured Finance
- Succession Planning
- Trust Planning
- Taxation
- Wealth Management

Firm Profile

Vivien Teu & Co LLP is a boutique law firm focusing on the areas of asset management and financial services, corporate and securities.

Our **asset management practice** is aimed to serve local and international clients who are establishing or operating asset management platform in Hong Kong, or otherwise accessing the investors or investment opportunities in the Greater China region and beyond. With funds formation as a core area of our asset management practice, we also advise on and assist clients with structuring and establishing funds across different forms, jurisdictions and asset-classes. We advises clients with respect to product distributions or other alliances with third parties in establishing or accessing distribution network in Hong Kong, regionally or even internationally.

Our **financial services practice** is a distinct practice area but a complementary extension of our core asset management practice. With the unique and specialist knowledge, experience and understanding of our asset management and financial regulatory lawyers, we recognise the need and importance of providing holistic legal support and services to our clients in areas closely related to asset management, investment services, investment funds and products.

Our **corporate practice** areas cover advising and assisting clients with establishing companies or other business entities, in particular with selecting the appropriate corporate forms in appropriate jurisdictions for undertaking business activities and pursuing business opportunities in our part of the world. Together with our expertise in asset management, we are equipped to advise clients on issues in relation to investments and exits across a full spectrum of asset classes, including venture capital and private equity investments.

See **partner profile** on **page 207**

www.inhousecommunity.com

W. K. To & Co.

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Website: www.wktoco.com

Main Practice Areas

- Litigation and Dispute Resolution
- Corporate and Commercial
- China Trade and Investment
- Employment
- Insolvency and Restructuring
- Real Estate
- Family and Matrimonial
- Insurance and Personal Injuries
- Trust and Wealth Management
- Notarization and China Attestation

Firm Profile

"W. K. To & Co.'s competency level is above other leading firms in the region" – Legal 500

"Experts in their fields, and exhibit enthusiasm for their practice, while achieving the best possible results" – Legal 500

Founded in 1985, W. K. To & Co. is a leading full-service independent law firm in Hong Kong, advising some of the largest local and international corporations with business interests throughout Asia and beyond.

With our representative office in Beijing and head office in Hong Kong, we provide international and local clients with sound legal advice and practical solutions for handling issues arising in business and investment transactions in China. Our clients range from state-owned enterprises to start-up companies engaged in business in a variety of manufacturing, service and financial industry sectors.

Our China team is fluent in Mandarin and is capable of preparing Chinese language documents in accordance with Chinese customs and requirements. The team works with our other specialized practice groups in Hong Kong to ensure that industry expertise is fully utilized in relevant transactions.

Clients benefit from our understanding and knowledge of the China's political and social landscape as well as our solid working relationships with government authorities and institutions, which enable us to provide timely advice on the latest developments in government policies and regulations.

We have strong ties with legal practitioners worldwide and we are free and independent to recommend the most appropriate firm in a particular jurisdiction to meet our client's specific needs. We are the member of Inter-Pacific Bar Association (IPBA), Lawyers Associated Worldwide (LAW) and Elite Chinese Legal Alliance (ECLA), one of the largest cross-region legal networks in China.

See **partner profile** on **page 207**

"W. K. To & Co's competency level is above other leading firms in the region."

Legal 500

- Litigation and Dispute Resolution
- Corporate and Commercial
- China Trade and Investment
- Employment
- Insolvency and Restructuring
- Real Estate
- Insurance and Personal Injury
- Family and Matrimonial
- Trust and Wealth Management
- Notarization and China Attestation

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Partner
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Walkers

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18 Chater Road, Central, Hong Kong
Tel: (852) 2284 4566
Fax: (852) 2284 4560
Email: info@walkersasia.com
Website: www.walkersglobal.com

Contact: Mr. Andy Randall
(Hong Kong Office Managing Partner)
Number of employees: 700+
Number of legal professionals: 300+
Offices in Asia: Hong Kong and Singapore
Year Established: 1964

Languages Spoken: English, Mandarin, Cantonese, Japanese

Main Practice Areas

Corporate, Finance, Investment Funds,Insolvency, Restructuring & Dispute Resolution, Private Equity, Regulatory

Firm Profile

Walkers' Hong Kong and Singapore offices have specialist Finance, Investment Funds & Corporate, and Insolvency, Restructuring & Litigation and Regulatory practice groups with dedicated professionals that have a broad range of experience gained from some of the world's leading onshore law firms and financial institutions.

Finance

Our Finance Group advises on capital markets, structured finance, asset finance and all aspects of general banking and finance. The capital markets and structured finance practice covers the full range of debt and asset-backed securities, derivatives and structured products. The asset finance practice is regularly instructed by leading financial institutions, airlines and shipping companies on financings involving sale, purchase or leasing of aircraft, ships, rolling stock and other "big ticket" items. We provide advice on Bermuda, British Virgin Islands and Cayman Islands law aspects of secured and unsecured financings, subordinated and syndicated lending, security issues, leveraged and acquisition finance, project and cross-border real estate finance.

Investment Funds & Corporate

Our Investment Funds Group is internationally recognised as being one of the leading offshore fund practices covering hedge funds, private equity and distressed funds. We advise most of the world's best known names in the investment funds world, including administrators, asset managers, fund promoters, institutional investors, private equity houses and onshore law firms. We advise on all aspects of fund formation and capitalisation of investment vehicles, buyout, and downstream spend transactions.

Our lawyers also have extensive experience advising on mergers and acquisitions, takeovers, joint ventures, and equity offerings including IPOs on major exchanges in the world.

Insolvency, Restructuring & Dispute Resolution

Our Insolvency, Restructuring and Dispute Resolution Group regularly advises international investment banks, hedge funds, private equity funds, financial institutions, companies, directors and insolvency practitioners on corporate and financial restructuring and insolvency issues arising as a matter of Bermuda, British Virgin Islands and Cayman Islands law. We have also played a leading role in developing techniques to assist distressed companies to refinance and/or restructure themselves. We regularly advise companies and insolvency practitioners on the use of schemes of arrangement to effect the refinancing and/or reconstruction of a company's affairs.

We also regularly advise our clients in relation to all corporate, commercial, trusts and insolvency litigation and alternative dispute resolution issues with a particular emphasis on shareholder and boardroom disputes, applications for urgent interim relief and enforcement, including the appointment of liquidators and provisional liquidators.

Regulatory

Our regulatory team offers Bermuda, British Virgin Islands and Cayman Islands, law advice on regulatory matters. We regularly advise non-regulated and regulated financial institutions including a wide range of businesses in the banking, insurance, investment fund, fiduciary and securities investment sectors on all regulatory applications and notifications, regulatory implications of mergers, acquisitions and reorganisations, all required policies, procedures and compliance monitoring programmes, anti-money laundering and counter-terrorist financing, corporate governance and directors' duties, fitness and propriety, regulatory aspects of transactional documentations and service provider agreements, beneficial ownership and other issues.

See **partner profile** on **page 208**

WALKERS

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Walkers would like to thank all our friends and valued clients for their support over the past fifteen years.

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Alexandra House
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Central, Hong Kong
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info@walkersasia.com

Walkers works in exclusive association with Taylors in Bermuda, a full service commercial law firm providing advice on all aspects of Bermuda law.

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IN-DEPTH FIRM PROFILES.....P.52

India firms online here:

INDIA

In-House Community Survey
Representing Corporate India, 2017

KEY ISSUES AND CONCERNS

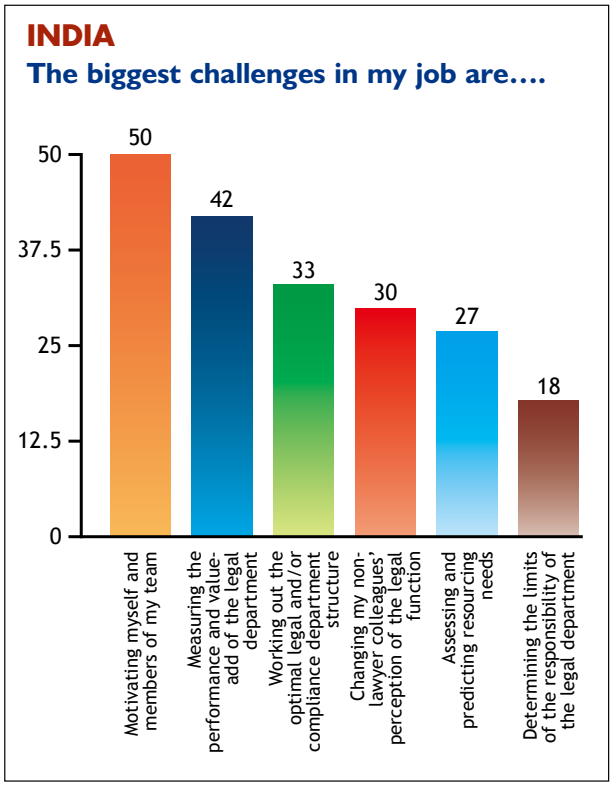
While lawyers are generally regarded highly in India, this degree of respect does not necessarily extend to in-house lawyers, which might help to explain why one of the biggest challenges cited by respondents at our Mumbai event was "motivating myself and members of my team".

The "lack of recognition" cited in the survey also contributes to attrition within legal teams and a struggle to retain talented lawyers, who are apt to move to positions that afford them greater respect — but also more challenging roles. "Many young, talented lawyers want to think differently and do things differently," said one respondent.

India's legal landscape is not traditionally seen as fast-moving, but the current government has been more active in introducing new rules and regulations, which has added to the difficulties in-house teams face as they are charged with keeping pace with changing laws. While this is a common problem across the region (and the world), it is a particularly challenging task with a legal team that is constantly changing.

In terms of what Indian in-house teams want from external lawyers, it is perhaps not surprising that responsiveness is the main quality they are looking for.

Another issue, peculiar to India, is the requirement under the country's Advocates Act that lawyers working full-time in an in-house role should surrender their licences and be deemed "non-practising". While many in-house lawyers do not bother to notify the bar council, this status does raise some potential issues. In particular, worried one respondent, what is the nature of attorney-client privilege between India's non-practising in-house lawyers and their internal clients?



AT A GLANCE

Dominant industry: Financial services
Average team size: 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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 & Company									✔	✓				✔		✓	✔	✔	✔	✓	✓		✓	15	
Advaya Legal	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓		✓	✓		✓	✓	✓		✓	N/A	
ALMT Legal, Advocates & Solicitors	✓		✓	✓	✓	✓	✓	✓					✓	✓			✓	✓	✓	✓	✓	✓	✓	100	
Anand and Anand		✓											✔			✓	✔						✓	100+	See Page 52
Ara Law	✓			✓	✓	✓	✓		✓	✓		✓	✓	✓			✓		✓	✓	✓		✓	N/A	
Archer & Angel		✓				✓	✓	✓					✓	✓			✓			✓		✓	✓	N/A	
ARSS Legal				✓		✓	✓	✓		✓		✓	✓				✓		✓	✓	✓	✓	✓	N/A	
Ashu Thakur & Associates							✓	✓		✓			✓	✓		✓	✓			✓	✓			5	
AZB & Partners MR	✔	✔	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✔	✓	✓	✓	400+	
Boazz Law Chambers LLP						✔	✔						✔				✔						✔	4	
Chitale Legal	✔	✓		✓	✓	✔	✔					✓	✓	✓	✓				✓	✓	✔	✔		7	
Clasis Law			✓	✓		✔	✔	✔				✓	✓	✓			✔	✓	✓	✓	✔		✓	30	
Cyril Amarchand Mangaldas MR	✓	✓		✔	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔		✔	✓	✓	✓	✓	650	
Dave & Girish & Co.	✓		✓	✔	✔	✓	✔				✓	✓	✓	✓		✓	✔		✓	✓	✔	✓		22	
Economic Laws Practice	✓	✔		✓	✓	✓	✔	✓		✓			✓			✓	✔		✔	✓	✓	✔	✓	178~	
Finsec Law Advisors	✓			✔	✔	✔	✔				✔	✓					✓							10	
Fox Mandal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Gandhi & Associates	✔	✓				✓	✔						✓	✔			✔					✓	✔	10	
HSA Advocates			✓	✔	✓	✔	✔	✓	✓	✓	✓			✓		✓	✔		✔	✓	✓	✓	✓	90+	
IndusLaw	✓	✓		✓	✓	✓	✓	✓	✓				✓			✓	✓		✓	✓	✓		✓	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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 & Bilimoria & Daruwalla													✔			✔								12
Juris Corp	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓		✓		✓	✓	✓	✓			✓	N/A
Kanga & Co.	✔		✓	✔	✓	✔	✓				✓		✓			✔			✔		✓	✓	✓	50
Khaitan & Co. MR	✓	✓	✓	✔	✓	✔	✓	✓	✓		✓		✓			✓	✓	✓	✔	✓		✔	✓	500
KK Sharma Law Offices		✔			✔						✔		✔			✓						✔		10
Kochhar & Co.	✓	✓	✓	✓	✓	✓	✓	✓			✓		✓			✓	✓	✓	✓	✓		✓	✓	200
L.S. Davar & Co.													✔											50
Lakshmikumaran & Sridharan	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓			✓	✓		✓	✓		✓	✓	N/A
LawCept Partners	✔			✓	✓	✔							✔				✓						✔	10
Link Legal India Law Services	✓	✓	✔	✔	✓	✔	✓	✓	✓				✓	✓		✓	✔	✓	✓	✓			✓	149
L&L Partners Law Offices	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓			✓	✓		✓	✓		✓	✓	N/A
Majmudar & Partners	✓	✔		✓	✓	✔	✓	✔	✓	✓	✓		✓			✓	✓		✓	✓		✔	✓	100
Mulla & Mulla & Craigie Blunt & Caroe		✓		✓	✓		✓	✓	✔		✓		✓			✓	✔	✓	✓	✓		✓	✓	71
Mundkur Law Partners	✓				✓		✓	✓					✓			✓	✓			✓			✓	N/A
Nishith Desai Associates	✓		✓		✓	✓	✓	✔				✓	✓			✓	✔			✓		✔	✓	89
Phoenix Legal	✓	✓	✓	✔	✓	✔	✓	✓	✓		✓	✓	✓			✓	✔	✓	✓	✔		✓	✓	80
PSA		✓				✓	✓	✓					✓			✓	✓						✓	N/A
R.K. Dewan & Co		✔					✔						✔			✔								70
RNCLegal/Rajinder Narain & Co.		✓		✓		✓	✓						✓			✓						✓		N/A
Seth Dua & Associates		✓	✓	✓	✓	✓	✓	✓	✓				✓			✓			✓	✓		✓	✓	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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Shardul Amarchand Mangaldas & Co	✓	✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔	✓	✔	✓	✓	✓	✓	520
Spice Route Legal	✓	✓		✓	✓	✓	✔	✓			✔		✔				✔						✔	24
Suman Khaitan & Co.	✓	✔	✓	✔	✓	✓	✔	✓	✓	✓		✓	✓	✔		✓	✔		✓	✓	✓	✓	✓	6
Talwar Thakore & Associates	✓	✓		✓	✓	✓	✓		✓			✓							✓				✓	N/A
Trilegal	✓	✔		✓	✓	✓	✔	✓	✓		✓	✓		✓		✓	✔		✔	✓	✓	✓	✔	292
Tuli & Co.						✓	✓					✓		✓			✓							N/A
Vaish Associates, Advocates	✓	✓		✓	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔		✔	✔	✓	✔	✓	100
Wadia Ghandy & Co.	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓		✓	✓		✓	✓	✓		✓	N/A

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

Allen & Overy (MR)	Ashurst LLP	Baker McKenzie (MR)	Cleary Gottlieb Steen & Hamilton
Davis Polk & Wardwell	Debevoise & Plimpton	Gibson Dunn & Crutcher LLP	Hogan Lovells International LLP
Reed Smith (MR)	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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Anand and Anand

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

Languages: English and Hindi

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

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 208**

ANAND & ANAND

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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

MIP - Firm of the Year 2015, 2016 & 2017
India - Contentious

Chambers Asia Pacific Band 1 Firm (India) 2017
Intellectual Property
Chambers Asia Pacific Band 1 Firm (India) 2017
Life Sciences

WTR 1000 - Gold Band 2015, 2016 & 2017

IAM Patent 1000 - Gold band 2015 & 2016

Asia IP – Firm of the Year
Patents 2016

IBLJ - Law Firm of the Year
Intellectual Property 2015 & 2016

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IN-DEPTH FIRM PROFILES.....P.60

Indonesia firms online here:

INDONESIA

In-House Community Survey
Representing Corporate Indonesia, 2017

KEY ISSUES AND CONCERNS

While we have listed manufacturing as the dominant industry of respondents in Indonesia, the breadth of sectors represented was actually quite diverse, with significant representation from financial services, energy and natural resources, retail, real estate, technology and metals.

The maturity of the legal teams attending the Jakarta In-House Community Congress was also relatively diverse. On average, respondents were working in legal departments that were roughly 15 years old, but some departments dated back to the 1980s.

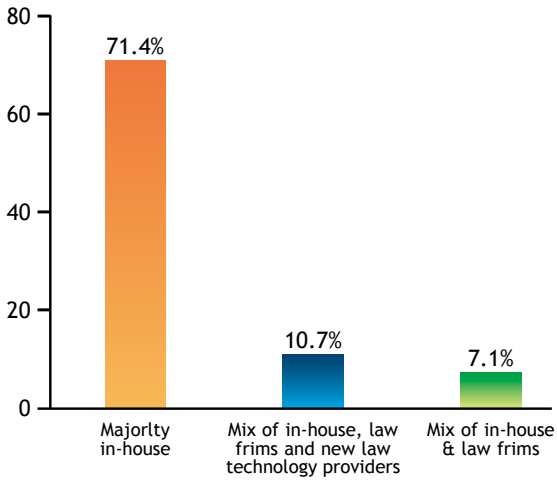
The mix of domestic and multinational companies was slightly different to the average In-House Community event, with 42% of respondents working at local corporations, compared to an average of one-third. More than half of the people answering the survey said they worked in teams of five or fewer, and the overall average team size was roughly eight.

Just 61% of respondents said that ethics and/or compliance was included within their legal department, slightly less than the overall average of 72%. The majority of legal work in Indonesia, according to the survey responses, is handled in-house, with very few in-house teams saying that they work with legaltech providers. Analysing the responses, roughly one-third of Indonesian legal spend goes to external counsel.

AT A GLANCE
Dominant industry: Manufacturing
Average team size: 8

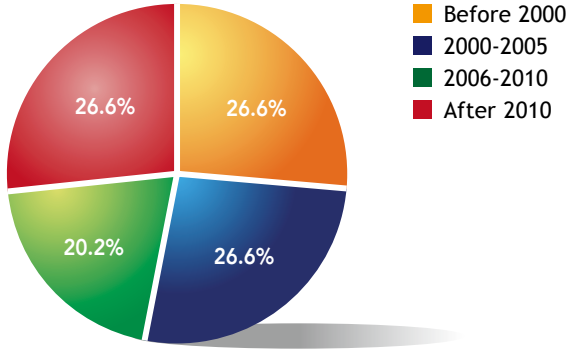
INDONESIA

The way I am project managing legal work is...



Jakarta

When was your legal department first established in Indonesa?



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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				✔	✓	✓	✔	✓	✓	✓	✔	✓					✔	✓	✔	✓	✓		✓	N/A	
Ali Budiardjo, Nugroho, Reksodiputro	✓	✓	✓	✔	✔	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓		✓	✓	✔	✓	✓	✓	✓	99	See Page 60
Assegaf Hamzah & Partners MR	✓	✔	✓	✔	✔	✓	✔	✓	✓	✓	✓		✓	✓	✓	✓	✔	✓	✓	✓	✓	✓	✓	136	
Bahar		✓	✔	✓	✓	✓	✔	✓	✓				✓	✓	✓		✓	✔	✔	✓	✓		✔	26	
Budidjaja & Associates	✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓		✓	N/A	
Dewi Negara Fachri & Partners (DNFP) – Hogan Lovells' associated office	✓	✓		✔	✓	✓	✔	✓	✓					✓	✓		✔		✔	✓	✔		✓	16	
DFDL in association with Mataram Partners				✔			✔		✔										✓	✔		✔		11	
DK & Situmorang Lawyers	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓		✓	✓	✓	✓		✔	✓	✓	✓	✓	✓	✓	20	
DNC Advocates at Work	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	N/A	
Hadiputranto, Hadinoto & Partners (HHP) (member firm of Baker & McKenzie International) MR	✓	✓		✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓	✔		✓	✓	✓	✔	✓	90	
Hanafiah Ponggawa & Partners (HPRP)	✓		✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	N/A	
Hiswara Bunjamin & Tandjung in association with Herbert Smith Freehills	✓	✓		✓	✓	✓	✓	✓	✓				✓	✓			✓		✓	✓	✓		✓	74	
Iman Sjahputra & Partners	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	N/A	
Imran Muntaz & 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-mena Counsel* **Most Responsive Firm of the Year 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Iskandarsyah & Partners	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓		✔	✓	✔	✓	✓		✔	20	
K&K Advocates – intellectual property		✓				✓	✓						✓				✓						✓	N/A	
KarimSyah Law Firm				✓	✓	✓	✓	✓	✓			✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	N/A	
Kudri & Djamaris							✔	✔						✔			✔					✔		10	
Leks&Co				✓			✓		✓			✓	✓				✓		✓	✓	✓			N/A	
Lubis Ganie Surowidjojo MR		✔	✓	✓		✓	✔	✓	✓		✓	✔	✓				✔	✓	✔	✓	✓			115	See Page 62
Lubis, Santosa & Maramis	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓		✓	N/A	
Makarim & Taira S.	✓	✓	✓	✔	✓	✓	✔	✔	✓	✓	✓	✓	✓	✓		✓	✔	✓	✔	✓	✓	✓	✓	59	See Page 64
Makes & Partners Law Firm	✓			✔	✔		✔		✓	✓				✓	✓		✓		✔	✓	✔		✓	35	See Page 66
Melli Darsa & Co.	✓			✓	✓	✓	✓	✓				✓					✓		✓	✓	✓		✓	N/A	
Mirandah Asia (Indonesia) Pt													✓											N/A	
Mochtar Karuwin Komar		✓	✔	✓	✓	✓	✔	✓	✔	✓	✓	✓					✔	✓	✔		✓	✓	✓	50	See Page 68
Nasoetion & Atyanto	✓			✔	✔		✔		✓		✔										✓		✔	10	See Page 70
Oentoeng Suria & Partners in association with Ashurst LLP MR	✓			✔	✓	✓	✔	✓	✔			✓		✓			✔		✔		✓		✓	20	
Rakhmat Suroso Adinugraha (RSA) Advocates				✔		✔	✓	✔						✔	✓		✔				✓		✓	7	
Roosdiono & Partners (a member of ZICOlaw)		✓	✔	✔		✓	✔	✓	✔	✓	✓		✓	✓	✓	✓	✓		✔	✓			✓	34	
Schindler Law Firm	✔	✓	✓	✓	✓	✓	✔	✔	✓	✓		✓	✓	✓			✔	✓	✓	✔	✓	✓	✓	15	
Soemadipradja & Taher		✓		✓	✓	✓	✔	✓	✔	✓	✓	✓			✓		✔	✓	✔	✔	✓		✓	50	
SSEK Legal Consultants		✓	✓	✔	✓	✓	✔	✓	✔	✓	✓	✓		✓		✓	✓	✔	✓	✔	✓	✓	✓	60	See Page 72

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Suhardiman Kardono Swadiri Hazwar (SKSH)	✓	✓		✔	✔	✓	✔	✓	✓			✓	✓		✔		✔		✓		✓			14
Tilleke & Gibbins						✔							✔			✔							✔	7
TNB & Partners in association with Norton Rose Fulbright Australia		✓	✔	✔		✓	✔	✓	✔			✓		✓		✓	✔	✓	✓	✓			✓	13
Tumbuan & Partners	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓		✓		✓	✓	✓		✓	N/A
VDB Loi			✓	✓	✓	✓	✓	✓	✓				✓	✓			✓		✓	✓	✓	✓	✓	20+
Witara Cakra Advocates				✔	✔		✔		✔															10
Wiyono Partnership	✓			✓	✓	✓	✓	✓	✓			✓		✓	✓			✓	✓	✓	✓		✓	N/A

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

Cleary Gottlieb Steen & Hamilton

Davis Polk & Wardwell

Gibson, Dunn & Crutcher LLP

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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Email: info@abnrlaw.com

Website: www.abnrlaw.com

Contacts: Emir Nurmansyah, Nafis Adwani & Agus Ahadi Deradjat
Number of employees: 149
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/M&A • Banking & Finance • Capital Markets • Project Finance • FDI • Energy & Natural Resources • Restructuring & Insolvency • IP • Maritime Law • Aviation Law • Labor Law • Real Estate• TMT • Disputes • Competition & Trade

Contacts
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Nafis Adwani: nadwani@abnrlaw.com
Agus Ahadi Deradjat: aderadjat@abnrlaw.com

Overview

Established in Jakarta in 1967, ABNR Counsellors at Law (ABNR) pioneered the development of international commercial law in Indonesia after the reopening of the country's economy to foreign investment following a period of isolationism in the late 1950s and early 1960s.

With over 100 lawyers, we are the largest independent, full-service law firm in Indonesia and one of the country's top-three law firms by number of fee earners, which makes us one of the few local law firms with the scale required to simultaneously handle large and complex transnational deals across a range of practice areas.

We continue to value the personal touch and are proud of our reputation for responsiveness. Our lawyers are business savvy and fully understand that -- alongside expertise and experience -- timeliness and value for money are of the utmost importance to our clients.

ABNR is the exclusive Lex Mundi member firm for Indonesia, and was named "Indonesia National Law Firm of the Year" in 2013, 2016 and 2017 by International Financial Law Review (IFLR).

Key Practice Areas

- **Banking & Finance** – We are particularly proud of our pioneering role in the development of Indonesia's new 3-tier bank acquisition structure that allows foreign investors to sidestep the 40% foreign ownership cap in the country's banking sector. We have applied the structure in 3 separate bank-acquisition deals over the last 2 years.
- **Project Finance & Development** – With more than 50 years' experience in supporting the delivery of key infrastructure across all sectors in Indonesia, we believe we are second to none for project finance & development. In 2017-2018, we handled project finance deals worth some USD 30 billion in the power and transportation sectors alone.
- **Mergers & Acquisition** – played key roles in 2 of the largest M&A deals of 2017/2018: Uber's merger with Grab in Southeast Asia, the largest deal ever of its kind in the region; and Global Infrastructure Partners USD 5 billion acquisition of Equis Energy's Southeast Asia assets, the largest acquisition ever in the renewables sector worldwide.
- **FDI** – As the country's longest established commercial law firm, we have unrivalled experience in guiding foreign investors through the various hazards that can await the unwary in the Indonesian market.
- **Aviation / Shipping** – one of the few Indonesian law firms with across-the-board expertise (contentious/non-contentious) in these highly specialized practice areas.

See **partner profiles** on **pages 208 – 209**

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.

ABNR
COUNSELLORS AT LAW

Ali Budiardjo, Nugroho, Reksodiputro

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Jl. Jenderal Sudirman Kav. 58 Jakarta 12190, Indonesia
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Fax: (62) 21 831 5015, 831 5035
Email: lgs@lgslaw.co.id

Contacts: Dr. M. Idwan Ganie
ganie@lgslaw.co.id
Year Established: 1985
No. of Employees: 115

Website: www.lgslaw.co.id

Languages Spoken: Indonesian, English.

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
- 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 9001:2015 for Quality Management systems and ISO 14001:2015 for Environmental Management systems to ensure the quality of the firm's operations.

Recognition and Awards

- In-House Community Commended External Counsel of the Year Legal Awards 2017;
- Indonesia Commercial Litigation Lawyer of the Year;
- Indonesia Innovative Lawyers 2017 - Corporate Finance Law Firm of the Year;
- In-House Community Commended External Counsel of the Year;
- Global Awards 2017 - Best Overall Law Firm of the Year;
- Financial and Corporate 2017 by IFLR1000;
- In-House Community Asian Mena Counsel - Indonesia Maritime & Shipping Firm of The Year 2016;
- In-House Community Asian Mena Counsel - Indonesia Litigation and Dispute Resolution Firm of The Year 2016;
- ACQ Global Awards 2016 - Indonesia Litigation Law firm of the Year;
- InterContinental Finance & Law - 2016 Global Awards Winner - Best Overall Law Firm 2016 Indonesia;
- Deal Makers Country Awards 2016 - Best Overall Law Firm of the Year – Indonesia;
- InterContinental Finance & Law - ICFM - 250 Leading Firms 2016;
- Corporate INTL Global Awards Winner 2016 - Project Finance Law Firm of The Year – Indonesia;
- Corporate INTL Global Awards Winner 2016 - Commercial Litigation Law Firm of the Year – Indonesia;
- Corporate INTL Global Awards Winner 2016 - Full Service Law Firm of the Year – Indonesia;
- Corporate INTL Global Awards Winner 2016 - Tax Law Firm of the Year – Indonesia;
- Worldwide Financial Advisor - Continent Awards 2016 - Arbitration & Litigation Advisor of the Year – Indonesia;
- Lawyer Worldwide - Super Lawyer 2016;
- Euromoney Asia 2016 - Asialaw-Banking & Finance, Dispute Resolution, Energy & Natural Resources, Restructuring & Insolvency.

See **partner profile** on **page 209**

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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

MAKARIM & TAIRA S.

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Jakarta 12190, Indonesia
Tel: (62) 21 5080 8300, 252 1272
Fax: (62) 21 252 2750, 252 2751, 252 1830
Email: info@makarim.com

Contact: Lia Alizia, Managing Partner
Number of employees: 104
Offices in Asia: Jakarta, Indonesia
Year Established: 1980

Website: www.makarim.com

Languages Spoken: Indonesia, English, German, French, Chinese

Main Practice Areas

- Aviation
- Banking & Finance
- Capital Markets
- Construction
- Employment
- Fintech
- Foreign Investment
- Franchise
- Hotels & Tourism
- Insolvency & Restructuring
- Intellectual Property
- IT & Telecommunications
- Litigation & Dispute
- Mergers & Acquisitions
- Mining & Energy
- Power & Infrastructure Projects
- Real Estate
- Transportation

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 have been here for almost 38 years and remained independent, and many international law firms trust us when they need people who know Indonesia, and a team that delivers. We're here for good and our heritage is proof.

Recognitions

- Named by IFLR1000 as a Top Tier Law Firm in 2018 for Project Finance, and a Recommended Law Firm in Indonesia for Banking, Capital Markets, Energy and Infrastructure, Project Development, Restructuring and Insolvency, and M&A
- Acknowledged by Asialaw Profiles 2018 as Outstanding Firm for its Labor and Employment Practice; as Highly Recommended Indonesian Law Firm for Banking and Finance, Capital Markets, Competition and Antitrust, Construction and Real Estate, Corporate/M&A, Energy and Natural Resources, Projects and Infrastructure; as Recommended Indonesian Law Firm for Dispute Resolution and Litigation, and Restructuring and Insolvency
- The Legal 500 Asia Pacific 2018 named Makarim & Taira S. as a Top Tier Law Firm for Labour and Employment, Projects and Energy, and Real Estate; and as a Recommended Law Firm for Aviation, Banking and Finance, Capital Markets, Corporate and M&A, IT and Telecoms, and Restructuring and 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**

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.
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Makes & Partners

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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
- Corporate/M&A
- Banking and Finance
- Infrastructure
- Litigation and Dispute Resolution
- Real Estate
- 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

Independence - Innovation - Creativity

KEY CONTACTS

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

Fee Earners: 50

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.

Recognition and Awards

- *IFLR* 'Recommended Financial and Corporate Firm', 2017
- *AsiaLaw* has awarded MKK the title of 'Outstanding Law Firm', 2017.
- *Acquisition International* has named MKK 'Corporate Law Firm of the Year - Indonesia', 2017
- *Corporate Insider* awards MKK 'Excellence in Employment Law', 2017.
- *Leading Adviser* names MKK 'Leading Mergers and Acquisitions Law Adviser of the Year, Indonesia', 2018.

See **partner profiles** on **page 210-211**

Firm Profile

Established in 1971, in the early stage of the modernisation of Indonesian'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 may 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

Recognition and Awards

- *IFLR* 'Recommended Financial and Corporate Firm', 2017
- *AsiaLaw* has awarded MKK the title of 'Outstanding Law Firm', 2017.
- *Acquisition International* has named MKK 'Corporate Law Firm of the Year - Indonesia', 2017
- *Corporate Insider* awards MKK 'Excellence in Employment Law', 2017.
- *Leading Adviser* names MKK 'Leading Mergers and Acquisitions Law Adviser of the Year, Indonesia', 2018.

14th Floors, World Trade Center 6
Kav. 31 Jl. Jend. Sudirman
Jakarta 12920
P.O. Box 2844 Jakarta 10001
Tel: (62) 21 571 1130
Fax: (62) 21 571 1162 or 570 1686
Email: mail@mkklaw.net
Website: www.mkklaw.net

Nasoetion & Atyanto

Equity Tower, 26th Floor
Sudirman Central Business District
Jl. Jend Sudirman Kav 52-53
Jakarta 12190 - Indonesia

Tel: (62) 21 5140 0311, (62) 21 5140 0312
Fax: (62) 21 5140 0313

Email: Genio Atyanto: atyanto@nacounsels.com
Nadia Nasoetion: nasoetion@nacounsels.com
Contact: Genio Atyanto and Nadia Nasoetion
Number of employees: 10
Offices in Asia: 1
Year Established: 2013
Website: www.nacounsels.com

Languages Spoken: Indonesian, English

Main Practice Areas

Capital Markets and Securities; Corporate and M&A; Banking and Finance; Corporate & Commercial; Foreign Direct Investments; Private Equity/Venture Capital

Firm Profile

Nasoetion & Atyanto was established in June 2013 by Nadia Nasoetion and Genio Atyanto. We are known as a young, energetic and ambitious legal boutique, and have established a corporate law practice in Indonesia. Currently we have ten lawyers (and growing) who look forward to serving the interests of international and domestic clients.

We focus on our strong areas of practice including in capital markets, M&A, banking, finance and projects. Our lawyers have been involved in various complex and high profile transactions assisting major Indonesian and international corporations and across a broad range of industries.

Recognition

- Debt Market Deal of the Year (Premium) – Bumi Resources' Global Debt Restructuring at Asian Legal Business 14th SEA Law Awards
- Asian-mena Counsel Deals of the Year 2017 – Bumi Resources Restructuring
- Firms To Watch 2018 – Asian Legal Business
- Notable Indonesian Law Firm in M&A – IFLR1000
- Notable Indonesian Law Firm in Capital Markets – IFLR1000

See **partners profiles** on **page 211**

NASOETION&ATYANTO

Enterprising businessmen ready to invest abroad need legal counsel. This is true for a joint venture or when establishing a stand-alone enterprise. There are different laws and rules, along with uncertainties, in today's emerging markets.

Different countries have unique legal systems. To navigate Indonesian executive summary corporate law requires skill, experience and intelligence.

The investor and his legal counsel should be linked with a firm base of trust and intelligence. The law firm must be ready and able to establish and defend the interests of the investor.

N&A can be of assistance to you and support your operations in Indonesia, handling corporate legal aspects, contracts and related issues. To date we managed a wide variety of legal aspects of business. We look toward to serving the interests of international and domestic clients.

Capital Markets & Securities
Mergers & Acquisitions
Corporate & Commercial
Finance

Equity Tower 26th Floor
Jl. Jend. Sudirman Kav. 52-53
SCBD, Jakarta 12190
P/ +62 21 5140 0311/5140 0312
F/ +62 21 5140 0313
www.nacounsels.com

SSEK Legal Consultants

Mayapada Tower I, 14th Floor
Jl. Jend. Sudirman Kav. 28
Jakarta 12920, Indonesia
Tel: (62) 21 521 2038
Fax: (62) 21 521 2039
Email: info@ssek.com

Contact: Denny Rahmansyah, Managing Partner
Email: dennyrahmansyah@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
- FinTech
- Infrastructure & Project Finance
- IT & Telecoms
- Litigation
- Oil & Gas
- Restructuring & Insolvency
- Shipping & Logistics
- Arbitration & Dispute Resolution
- Capital Markets & Securities
- Environment
- Forestry & Plantations
- Insurance
- Labor & Employment
- Mergers & Acquisitions
- Real Estate
- Risk Management & Compliance
- Tax Law

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
- In-House Coummunity Firm of the Year in numerous categories 2009-2017 - Asian-mena Counsel
- China Business Law Journal Deal of the Year 2017 - China Hongqiao Group alumina refinery development and financing
- Asian-mena Counsel Deal of the Year 2016 for Alibaba-Lazada acquisition - Corporate M&A

See **partner profile** on **page 212**

SSEK

Indonesian Legal Consultants

TOP RANKED ASIA PACIFIC CHAMBERS 2018 SSEK LEGAL CONSULTANTS

IFLR 1000 TOP TIER FIRM 2018

an In-House Community Asian-mena Counsel Firm of the Year 2017

An Asian-mena Counsel Deal of the Year 2016

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

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

Managing Partner
Denny Rahmansyah

Mayapada Tower I, 14th Floor - Jl. Jend. Sudirman Kav. 28, Jakarta 12920, Indonesia
Tel +62 21 5212038 Fax +62 21 5212039 Email info@ssek.com
Web www.ssek.com Blog blog.ssek.com Twitter @ssek_lawfirm
Linkedin company/ssek-legal-consultants

Find a Law Firm.....P.76

Japan firms online here:

JAPAN

In-House Community Survey
Representing Corporate Japan, 2017

KEY ISSUES AND CONCERNS

Japan's economy grew by 1.7 percent during 2017 as the country experiences one of its longest periods of continuous growth on record. The central bank's continued accommodative policy, robust labour market conditions and a construction boom related to the Tokyo Olympics are all driving growth under the economic agenda of prime minister Shinzo Abe.

Risks to growth include rising trade and geopolitical tensions in the region, which could strengthen the yen and harm economic conditions in Japan's major trading partners of the US and China.

Japan ranks ninth in the World Economic Forum's Global Competitiveness Index, largely driven by high-quality physical and digital infrastructure, a healthy and educated workforce, and a fertile innovation ecosystem. The most problematic factors for doing business cited in the report are restrictive labour regulations, tax rates and insufficient capacity to innovate.

While its troubled public finances, shrinking population and low growth are all frequently cited as major problems, Japan remains a prosperous society with low levels of inequality and effective institutions. It is ranked 34th among 190 economies for ease of doing business, according to the latest World Bank annual ratings. It is the 20th least corrupt nation out of 180 countries, according to the 2017 Corruption Perceptions Index reported by Transparency International.

A highly controversial work reform bill currently being considered in Japan would limit the country's infamously long working hours and raise the incomes of temporary and part-time workers who do not receive the benefits that regular company staff do.

KEY

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

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Adachi, Henderson, Miyatake & Fujita	✓	✓				✓						✓												N/A
Allen & Overy Gaikokuho Kyodo Jigyo Horitsu Jimusho			✓		✔		✔		✔				✔					✔				✓		23
Anderson Mori & Tomotsune	✔	✓		✔	✓	✓	✔	✓	✓		✓	✓	✓	✓	✓	✔		✓	✔	✓	✓	✓	✓	469
Ashurst Horitsu Jimusho Gaikokuho Kyodo Jigyo			✔		✓	✓	✔	✓	✔		✓		✓			✔	✓	✔	✓	✓				20
Atsumi & Sakai	✓	✓	✓	✔	✓	✔	✓	✓	✓		✓		✓		✓	✔	✓	✔	✔	✓		✓	✓	150~
Baker McKenzie (Gaikokuho Joint Enterprise)	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓				✔	✓	✓	✔	✓	✔	149
City-Yuwa Partners	✓	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓		✓		✓	✓	✓	✓	✓	✓	✓	N/A
Clifford Chance	✔	✓	✓	✔	✓	✔		✔	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓			✓	63
Davis Polk & Wardwell	✓				✔	✔								✔			✔						✓	7
Debevoise & Plimpton	✔			✓	✓	✔		✔			✓		✓				✓	✔	✓				✓	3
DLA Piper Tokyo Partnership	✓	✓	✓		✓	✓	✓				✓		✓		✓		✓		✓	✓	✓	✓	✓	N/A
Finnegan, Henderson, Farabow, Garrett & Dunner, LLP													✓				✔							2
Freshfields Bruckhaus Deringer	✓	✓	✓	✓	✓	✓	✓	✓			✓		✓				✓	✓	✓	✓		✓	✓	N/A
Herbert Smith Freehills		✓				✓	✓	✓						✓	✓		✓	✓	✓				✓	55
Hogan Lovells Horitsu Jimusho Gaikokuho Kyodo Jigyo	✓			✓			✔	✓					✔					✔	✓			✓	✓	46
Jones Day		✔		✓	✓	✔	✓	✓					✔	✓		✔	✓	✓	✓	✓		✓	✔	40

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
K&L Gates Gaikokuho Joint Enterprise	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
King & Spalding	✔	✓	✓	✓		✔		✔				✓	✔			✓	✓	✔	✓					8
Kitamura & Makiyama					✓	✓		✓	✓			✓	✓		✓								✓	N/A
Kojima Law Offices					✓	✓						✓	✓		✓									N/A
Latham & Watkins	✓	✓		✓	✓	✓		✓					✓		✓			✓	✓		✓		✓	N/A
Linklaters				✓	✓	✓		✓			✓							✓	✓		✓		✓	N/A
Mayer Brown GJBJ	✔			✔	✓		✔	✔										✔						6
Milbank, Tweed, Hadley & McCloy LLP				✓			✓	✓										✓						N/A
Mitsui Company	✓			✔	✓	✓	✔	✓				✓	✓		✓		✔	✓	✓		✓	✓	✓	7
Morgan, Lewis & Bockius LLP	✔	✔		✓	✔	✓	✔	✓					✔			✓	✓	✓	✓		✓		✓	15
Mori Hamada & Matsumoto	✓	✓		✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	N/A
Morrison & Foerster LLP Registered Associated Offices of Ito & Mitomi	✓	✓		✓	✓	✔		✓		✓		✔	✓		✓	✔	✔		✓	✔			✔	120
Nagashima Ohno & Tsunematsu	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✓	✓	✓		✔	✓	403
Nakamura & Partners		✔				✔	✓						✓		✓	✔							✓	82
Nishimura & Asahi	✓	✔	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓	✔		✓	✓	✓	✓	✓	✔	✓	✓	✓	594
Norton Rose Fulbright	✓	✔	✓	✔		✓		✔					✓			✓	✔			✓		✓		17
O'Melveny & Myers LLP	✓	✓		✓		✓	✓	✓					✓			✓	✓			✓				N/A
Oh-Ebashi LPC & Partners	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A
Orrick, Herrington & Sutcliffe LLP	✓	✓		✓		✓	✔	✓	✔		✓	✓	✓		✓	✓	✓	✓	✓	✔	✓	✓	✓	31
Paul Hastings Foreign Law Joint enterprise		✓		✔			✔						✔				✓						✓	9

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	✓			✔	✔	✔	✔									✔							✓	10
Ropes & Gray LLP	✔	✔		✔			✔						✓			✔	✓						✓	8
Shearman & Sterling LLP	✔	✔			✔	✓	✔		✓								✓		✔					N/A
Sidley Austin Nishikawa	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓			✓	✓					✓	✓	10
Simpson Thacher & Bartlett LLP	✔	✔		✓	✔		✔				✓			✓			✔			✓				✓	12
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates	✓	✔		✓	✔	✓	✔							✔			✔							11
Squire Gaikokuho Kyodo Jigyo Horitsu Jimusho			✔	✓		✓	✔	✓						✓		✔	✔							✔	35
Sullivan & Cromwell LLP				✓	✔	✓	✔		✓			✓				✔				✔				✔	7
TMI Associates					✓		✓						✓				✓								N/A
Ushijima & Partners		✓		✓		✓	✓	✓	✓	✓		✓	✓	✓		✓	✓			✓		✓	✓	N/A
White & Case LLP – White & Case Law Offices (Registered Association)	✓	✔	✓	✔	✓	✓	✔	✓	✓	✓		✓	✓	✓		✓	✓	✓	✔	✔	✓		✓	46
Yamasaki & Partners	✓	✓				✓	✓	✓	✓	✓		✓	✓	✓		✓	✓			✓	✓	✓	✓	N/A

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

Cleary Gottlieb Steen & Hamilton

Ogier (offshore)

Reed Smith

Simmons & Simmons in association with TMI Associates

Vinson & Elkins LLP

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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www.inhousecommunity.com

20 YEARS

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1

ANNUAL
IN-HOUSE Congress
CIRCUIT

"The future of legal services lies very much in the hands of in-house counsel. To bring change, it is imperative that they form themselves, globally, into professional networks. The *In-House Community* provides one such forum"

Professor Richard Susskind, OBE

2 **Asian-mena Counsel** *and the* **Weekly Briefing**

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www.inhousecommunity.com

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Malaysia firms online here:

MALAYSIA

In-House Community Survey
Representing Corporate Malaysia, 2017

KEY ISSUES AND CONCERNS

Although banks and insurers comprise the biggest industry group among our respondents in Malaysia, energy and natural resources players are a close second. Local companies are represented more strongly than in any other market, with a majority 57% domestic participation.

More than 90% of in-house respondents in the country said that they worked in legal teams of between two and 20 lawyers, with just a handful of respondents saying they worked in bigger teams. Surprisingly, the average age of legal teams was less than 10 years among respondents who answered the question, with the oldest dating back to just 1995.

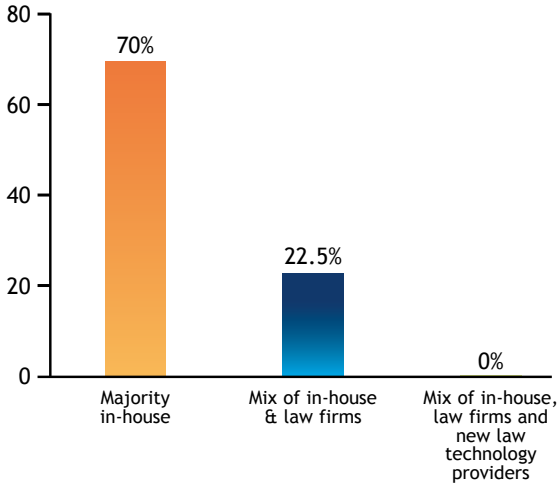
Slightly less than 55% of respondents said that ethics and/or compliance was included within their legal department, well below the overall average of 72%. The majority of legal work in the country, according to the survey responses, is handled in-house, though working with external counsel is relatively common, with roughly 40% of legal spend going to external counsel.

AT A GLANCE

Dominant industry: Financial services
Average team size: 8

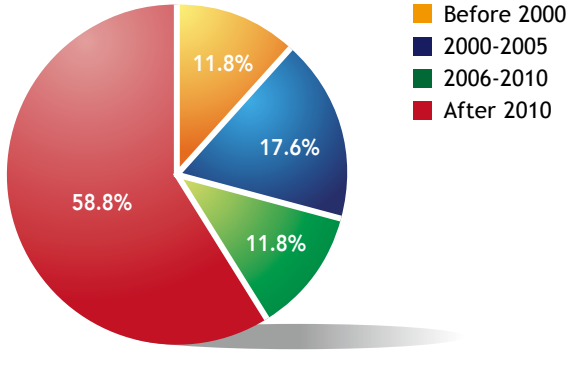
MALAYSIA

The way I am project managing legal work is...



Kuala Lumpur

When was your legal department first established in Malaysia?



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 (a.k.a. ARSA Lawyers)				✓	✓	✓	✓						✓		✓		✓	✓	✓	✓	✓		✓	N/A	
Abdullah Chan & Co	✔		✔	✔	✓	✓	✔								✓				✓	✔				11	
Albar & Partners MR	✓		✓	✔	✔	✓	✔		✓			✓			✔		✔	✓	✓	✓	✓		✓	36	
AmerBON, Advocates					✔			✔	✔								✔				✔			8	
Azim, Tunku Farik & Wong	✓			✓	✓	✓	✓	✓				✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	N/A	
Azmi & Associates MR	✓	✓	✓	✔	✔	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✓	✓	✓	70	
Chellam Wong		✓		✓	✓	✓	✓						✓	✓			✓	✓	✓	✓	✓			N/A	
Chooi & Company + Cheang & Ariff	✓	✓	✓	✔	✔	✓	✔	✓	✓			✓	✓	✓	✓		✔	✓	✔	✓	✓	✓	✓	80	
Christopher & Lee Ong – Member of Rajah & Tann Asia Network MR	✓	✓		✓	✓	✓	✓	✓	✓			✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	N/A	
Chua Associates	✓			✓	✓	✓	✓		✓					✓	✓		✓		✓	✓	✓		✓	N/A	
Deol & Gill, Advocates & Solicitors	✔	✓		✓	✔	✓	✔	✓	✔		✓		✓		✓	✓	✔		✓	✓	✓		✓	12	
Ella Cheong IP Services Sdn Bhd						✔	✔						✔				✔						✔	16	See Page 86
Foong & Partners			✓	✔	✔	✔	✔	✓											✓	✔				17	
Herbert Smith Freehills MR							✓							✓	✓		✓		✓		✓			7	
Jayadeep Hari & Jamil		✓		✓	✓		✓	✓	✓	✓		✓			✓		✓		✓	✓	✓		✓	N/A	
Jeff Leong, Poon & Wong				✔	✔	✓	✔	✓				✓	✓				✔			✔	✓		✓	34	
Kadir Andri & Partners MR	✓			✓	✓	✓	✓		✓					✓	✓		✓		✓	✓	✓		✓	N/A	
Lee Hishammuddin Allen & Gledhill MR	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✔	✓	✓	✓	✔	✓	✓	✓	✓	✔	✓	115	
Lee, Perara & Tan				✓	✓		✓								✓					✓				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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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			✓	✓		✓						✓		✓	✓		✓	✓		✓				N/A	
Marks & Clerk (Malaysia) Sdn Bhd													✓											5	
Mirandah Asia (Malaysia) Sdn Bhd													✓											N/A	
Putri Norlisa Chair	✓	✓	✓		✓	✓	✓	✓				✓		✓	✓		✓	✓		✓			✓	13	
Rahmat Lim & Partners MR	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓		✓	✓		✓				73	
Raja, Darryl & Loh MR		✓	✓	✓	✓	✓	✓	✓		✓		✓	✓		✓		✓	✓		✓			✓	66	
Ravindran				✓									✓	✓		✓	✓			✓				2	
Sedgley & Co	✓			✓		✓	✓	✓	✓			✓	✓		✓			✓		✓		✓		4	
Seow & Associates						✓	✓					✓			✓									N/A	
Shearn Delamore & Co. MR	✓	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓			✓	N/A	
Shook Lin & Bok, Kuala Lumpur	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓			✓	70	
Skrine MR	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓			✓	N/A	
Tan Rajah & Cheah						✓	✓	✓				✓	✓				✓			✓			✓	27	
T S Oon & Partners				✓		✓	✓	✓				✓		✓		✓								N/A	
Tay & Partners	✓	✓	✓	✓	✓	✓	✓	✓					✓	✓	✓		✓			✓			✓	29	
Thomas Philip							✓				✓			✓			✓							N/A	
Trowers & Hamlins MR	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓	✓		✓	✓		✓			✓	7	See Page 88
Wong & Partners (member firm of Baker & McKenzie International) MR	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	79	
Wong Beh & Toh	✓	✓		✓	✓	✓							✓		✓			✓						19	
Wong Jin Nee & Teo													✓											10	

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Zaid Ibrahim & Co (a member of ZICOlaw)	MR	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓		✓	163
Zain & Co					✔	✓		✔	✓	✔				✓		✓		✓		✔	✔			✓	26
Zul Rafique & Partners	MR	✓	✓		✔	✔	✓	✔	✓	✓			✓	✓	✓	✓		✔		✔	✓	✓		✓	95

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

Allen & Overy	MR
Ashurst LLP	
Cleary Gottlieb Steen & Hamilton	
Davis Polk & Wardwell	
Gibson, Dunn & Crutcher LLP	
Norton Rose Fulbright	MR
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.

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Ella Cheong IP Services Sdn. Bhd.

A-31-3, Level 31, Menara UOA Bangsar No 5 Jalan Bangsar Utama 159000 Kuala Lumpur, Malaysia

Tel: (60) 3 2201 1976
Fax: (60) 3 2282 2327

Email: mail@ellacheong.asia

Contacts: Mr. Soh Kar Liang

Number of employees: 10
Offices in Asia: Singapore and Malaysia
Year Established: 2012

Website: http://www.ellacheong.asia/

Languages spoken: English, Mandarin, Cantonese

Main Practice Areas

- Intellectual Property
- Corporate and M&A
- Telecommunications, Media & Technology
- Litigation and Dispute Resolution
- Compliance/Regulatory

Firm Profile

Ella Cheong IP Services is part of the Ella Cheong family of firms that specialises in intellectual property (IP) in the region. We protect the fruits of creativity with effective solutions to meet diverse needs.

Apart from its regional IP practice focusing on Southeast Asia and South Asia, (ie, Malaysia Singapore, Brunei, Indonesia, the Philippines, Thailand, Vietnam, Cambodia, Laos, Myanmar, India, Pakistan, Sri Lanka, Bangladesh and Nepal). Ella Cheong family firm provides a comprehensive scope of services, including IP commercialisation, enforcement and strategy development.

Our professionals are experienced in delivering effective solutions, involving IP across a broad spectrum of industries, to a wide range of setups: individuals, small to medium sized businesses and multinational corporations alike. We embody a track record of providing strategic business advice, addressing complex legal issues and helping clients navigate risks, regulatory issues and the diverse challenges of a competitive marketplace in the boardroom or the courtroom.

We believe that IP is critical to commercial success. We care about what's happening with our clients' businesses and work hard to understand our clients' needs, expectations and concerns. Our client-driven culture is personalised, innovative and responsive. Our team strives to provide quality and cost-effectiveness targeted at meeting IP and commercial needs. We take pride in our ability to think "out of the box", and our commitment to finding the best approach for each individual case.

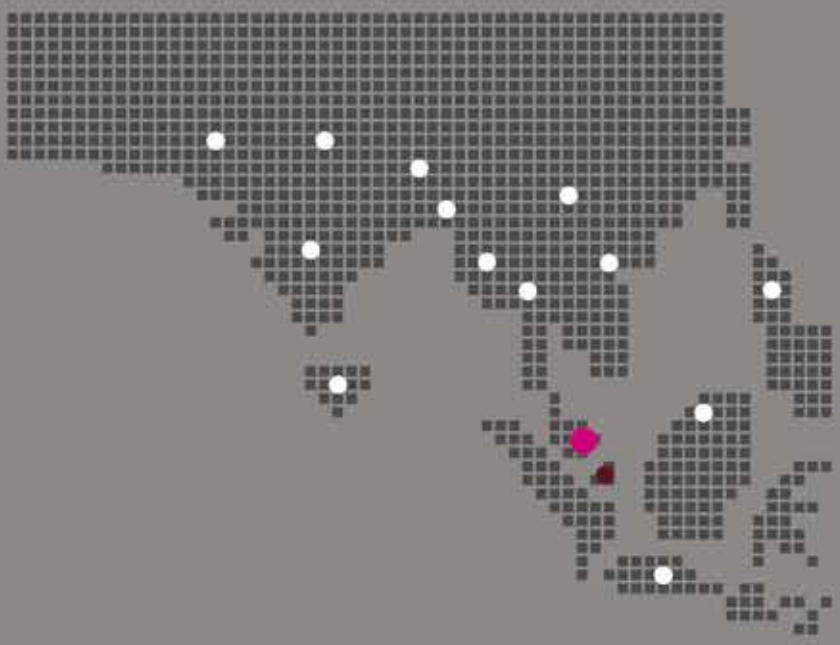
What matters most is what works.

See **partner profile** on **page 212**

Ella Cheong

Our insight is your advantage

Dedicated to meeting your IP needs from the hub of South East Asia, as always



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Advocates & Solicitors | Notaries Public | Commissioners for Oaths | Intellectual Property Agents
A-31-3, Level 31, Menara UOA Bangsar No 5 Jalan Bangsar Utama 1, 59000 Kuala Lumpur, Malaysia
T +60 3 22011976 F +60 3 22822327 E mail@ellacheong.asia

Trowers & Hamlins LLP

Level 45, Menara Maxis
Kuala Lumpur City Centre
50088 Kuala Lumpur, Malaysia
Tel: (603) 2714 6200
Fax: (603) 2714 6214

Website: www.trowers.com

Contacts: Nick Edmondes, Partner
nedmondes@trowers.com
Tom Reynolds, Partner
treynolds@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

See **partners profiles** on **page 212-213**

th trowers & hamlins
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.
"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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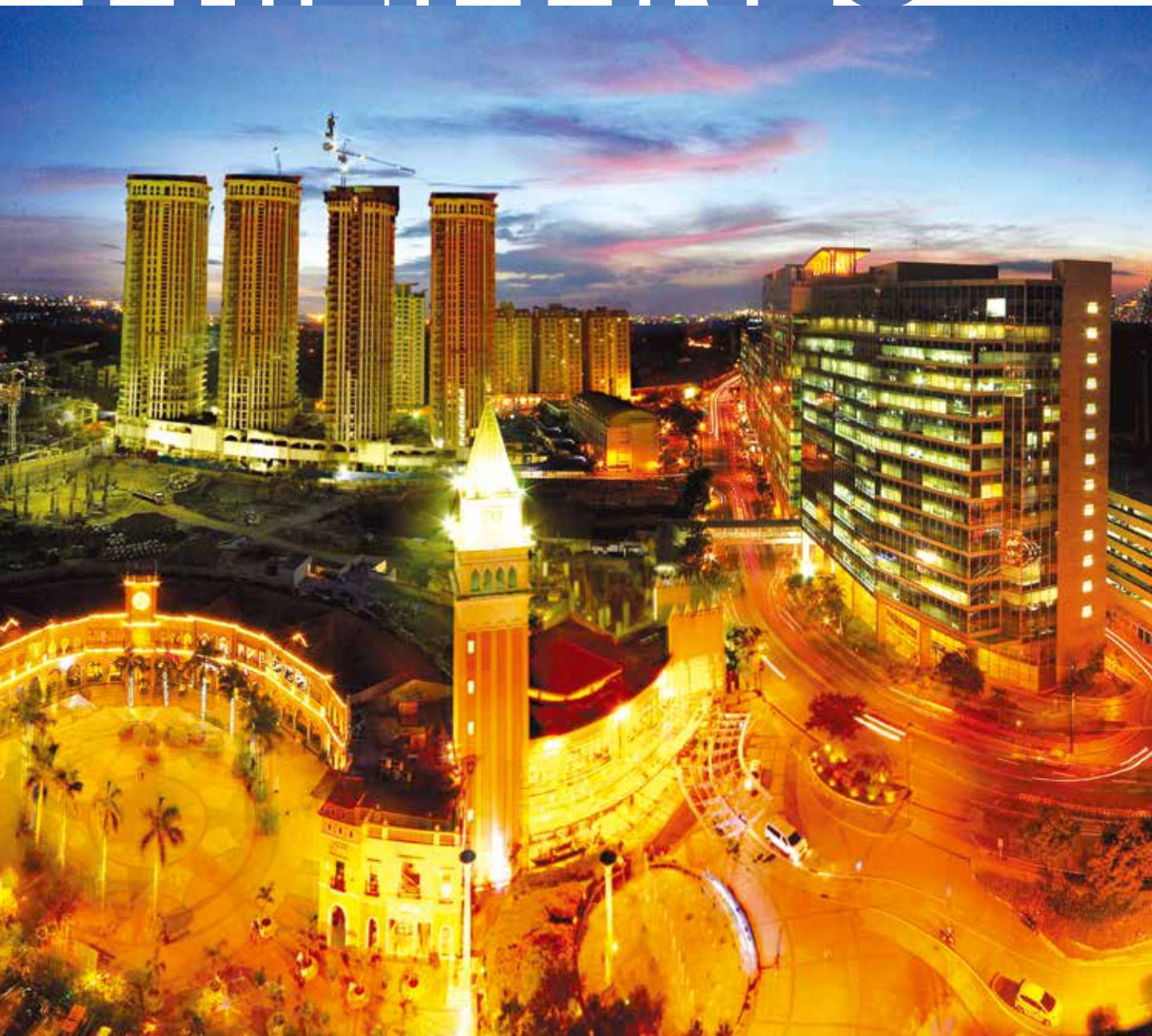
PHILIPPINES



In-House Community Survey

Representing Corporate Philippines, 2017

KEY ISSUES AND CONCERNS

The Philippines In-House Community gathering reflected a diverse selection of industries. While financial services dominated, as in most markets, there was strong participation from energy and natural resources players, manufacturing, retail, real estate, infrastructure, business process outsourcing and government. Almost all of the respondents said they worked in legal departments of fewer than 20 people, with an average team size of 10. One-fifth said they expected the team size to grow during the next year.

Unlike the situation in some of its emerging market neighbours, legal departments in the Philippines are well-established, with an average age of almost 20 years among respondents to the survey. The oldest date cited for the first establishment of a legal team was 1937.

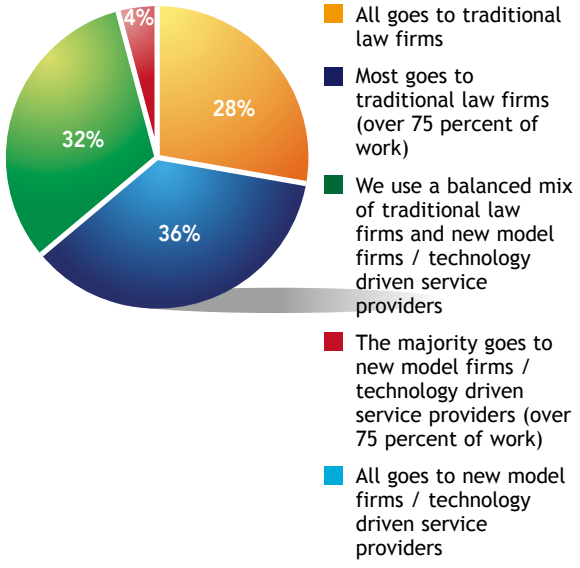
Slightly more than 57% of respondents said that ethics and/or compliance was included within their legal department. In terms of how departments project-manage their legal work, half of respondents said they employed a balanced mix of in-house and outsourcing. Most of the external spend is directed to traditional law firms, although one-third said they also used new model legal providers, which is perhaps not surprising in a market that has long been home to legal process outsourcers.

AT A GLANCE

Dominant industry: Financial services
Average team size: 10

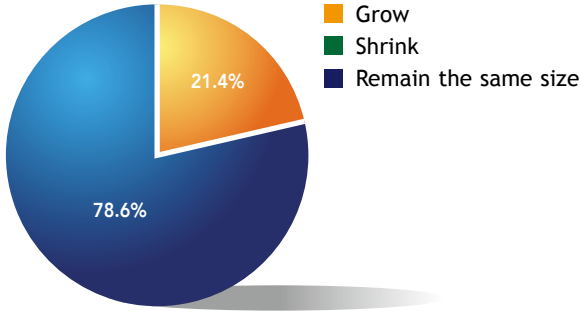
PHILIPPINES

Of the work we outsource:



Manila

In the coming twelve months, do you think your in-house legal team will:



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Angara Abello Concepcion Regala and Cruz Law Offices (ACCRALAW) MR	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓		✓	✔	✓		✓	✔	✓	✓	✓	✓	✔	✓	165	See Page 94
Baniqued & Baniqued							✓												✓			✓		N/A	
Carag Jamora Somera & Villareal Law Offices		✓				✓	✓	✓	✓				✓				✓	✓				✓	✓	10	
Esguerra & Blanco				✓		✓	✓	✓					✓	✓			✓	✓	✓	✓		✓		N/A	
Fortun Narvasa & Salazar		✓					✔	✔	✔	✓			✔				✔		✓	✓		✓		30	
Gatmaytan Yap Patacsil Gutierrez & Protacio (C&G Law)		✓		✓		✓	✔	✓	✔	✓	✓	✓		✓			✔		✔	✓	✓	✔	✓	35+	
Gulapa Law		✓	✓			✓	✔	✓	✓				✓	✓			✔		✔	✔	✓	✓	✔	13	
Hechanova Bugay Vilchez & Andaya-Racadio						✓	✓	✓	✓				✓				✓					✓		N/A	
Insights Philippines Legal Advisors	✓	✓	✓	✔	✔	✓	✔	✓	✓			✔		✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	5	
Kapunan & Castillo Law Offices		✓				✓	✓	✓		✓			✓				✓				✓	✓		N/A	
Mirandah Asia (Philippines) Inc													✓											N/A	
Morales & Justiniano				✔	✔	✔	✔	✓	✓				✓				✔		✓	✓		✓		8	See Page 96
NISCE Mamuric Guinto Rivera & Alcantara Law Offices						✔	✔	✓				✔	✓				✔		✔	✓	✓	✓	✓	16	
Ocampo & Manalo Law Firm	✓	✓	✔	✓		✔	✔	✓	✓			✓	✓			✓	✔	✓	✔	✓	✓	✓	✓	20	
Ocampo and Suralvo Law Offices		✓				✓	✔	✓	✔		✓		✓				✓		✔			✔	✔	10	
PJS Law	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓		✓	✓	✓	✓	✓	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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Poblador Bautista & Reyes Law Offices	✓	✔		✓			✔	✓	✓				✔	✔			✔				✓	✓	✓	36	
Puno and Puno Law Offices	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓		✓	✔	✓	✔	✓	✓	✔	✓	58	
Quisumbing Torres (member firm of Baker & McKenzie International) MR	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✔	✓		✓	✔		✓	✓	✓	✔	✓	56	
Romulo Mabanta Buenaventura Sayoc & de los Angeles MR	✓	✓	✓	✔	✔	✓	✓	✓	✓	✓	✓	✓	✓	✔		✓	✔	✓	✔	✓	✓	✓	✓	101	
RP De Vera Law Office						✔	✔	✓	✓	✔		✓					✔			✔				4	
Siguion Reyna Montecillo & Ongsiako	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✔	✓		✓	✔	✓	✓	✓	✓	✔	✓	50	
SyCip Salazar Hernandez & Gatmaitan MR	✓	✓	✓	✔	✓	✓	✔	✔	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	136	See Page 98
Tan Acut Lopez & Pison Law Offices							✓	✓	✓	✓		✓	✓				✓			✓		✓		N/A	
Villaraza & Angangco Law Offices (V&A LAW)		✓		✓	✓	✔	✔	✓	✓	✓	✓	✓	✔	✓		✓	✔		✓	✓	✔	✓	✓	57	See Page 100

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

Allen & Overy	Ashurst LLP	Cleary Gottlieb Steen & Hamilton
Davis Polk & Wardwell	Gibson, Dunn & Crutcher LLP	Latham & Watkins
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)

ACCRALAW TOWER,
22-26/F, 2nd Avenue corner 30th Street
Crescent Park West, Bonifacio Global City
1635 Taguig, Metro Manila, PHILIPPINES
Tel: (632) 830 8000
Fax: (632) 403 7007; 403 7009
Email: accra@accralaw.com

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 165; Non-Legal Staff over 160
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 The 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**

ACCRA

Angara Abello Concepcion Regala & Cruz

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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 Geraldez.

PRACTICE AREAS

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

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Avelino V. Cruz
Jose C. Concepcion

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Franklin M. Drilon

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Morales & Justiniano

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Legaspi Village, Makati City 1229		(632) 833 8534
Metro Manila, The Philippines	**Contact:**	Rafael A. Morales
		Managing Partner
Website: www.primuslex.com	Email:	ramorales@primuslex.com

Languages Spoken: English and Filipino

Practice Areas

Morales & Justiniano 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 is a partnership of lawyers with a collective legal experience of over 100 years.

The commitment of Morales & Justiniano 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.

See **partner profile** on **page 213**

First in Legal Service

MORALES & JUSTINIANO

ATTORNEYS-AT-LAW

Commercial Law and Corporate Services | Litigation and Dispute Resolution
Banking, Finance and Securities | Employment and Immigration
Special Projects and Tax | Investments, Mergers and Acquisitions
Intellectual Property

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SyCip Salazar Hernandez & Gatmaitan

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Philippines 1226
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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
Year Established: 1945

Website: www.syciplaw.com

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

Main Practice Areas

Banking and Finance; Capital Markets; Securities Regulation; Mergers and Acquisitions; Investment; Corporate Services; Private Commercial Transactions; Government Contracts; Privatization; Energy and Power; Infrastructure; Mining and Natural Resources; Real Estate; Insurance; Employment and Immigration; Intellectual Property; Litigation and Arbitration; Tax; Telecommunications, Media and Technology.

Firm Profile

SyCip Salazar Hernandez & Gatmaitan (SyCipLaw), founded in 1945, is the premier Philippine law firm. We are a full-service firm with expertise and experience in all principal areas of legal practice, and across a wide range of industries. Our reputation for excellent, responsive, and innovative lawyering is founded on decades of experience, and our unparalleled institutional history includes complex, landmark, and cutting-edge projects and cases.

We count among our clients, global and domestic enterprise leaders, conglomerates and start-ups, all forms of business entities, and non-profit institutions as well as high net worth individuals and their families. We counsel international organizations as well as governments.

Our practice areas include: advertising and entertainment; banking, finance and securities; construction and infrastructure; corporate services; dispute resolution (including domestic and international arbitration, litigation and mediation); employment, labor relations and immigration; energy and power; environmental law; food and drug; general business law; government contracts; insurance; intellectual property, franchising, licensing, and distribution; investments, mergers and acquisitions; mining and natural resources; privatization; real estate; tax; telecommunications, media and technology; privacy; trade law and customs regulation; and transportation (including aviation and maritime law).

We regularly counsel clients in cross-border transactions and matters. Our experience and established institutional presence in the Philippines, together with our relationships with foreign firms and memberships in various international legal networks, enable us to assist clients in implementing their regional and international strategies. We provide legal solutions grounded on local expertise and context and informed by cross-border experience and insight.

Recognition

- Philippine Law Firm of the Year, Chambers Asia-Pacific Awards 2018
- Philippine Law Firm of the Year, ALB Philippine Law Awards 2017
- Philippine Law Firm of the Year, Asialaw Asia-Pacific Legal Practice Awards 2017
- Top Tier Firm, Chambers Asia-Pacific Rankings 2018
- Top Tier Firm, Chambers Global Rankings 2018
- Top Tier Firm, Asia-Pacific Legal 500 Rankings 2018
- Top Tier Firm, IFLR1000 Rankings 2018
- Outstanding Firm, Asialaw Profiles 2018
- An In-House Community Firm of the Year 2017

See **partner profile** on **page 214**

SyCip Salazar Hernandez & Gatmaitan

www.syciplaw.com

Philippine Law Firm of the Year, *Chambers Asia Pacific Awards 2018*

Philippine Law Firm of the Year, *ALB Philippine Law Awards 2017*

Philippine Law Firm of the Year, *1st asialaw Asia-Pacific Legal Practice Awards*

Top Tier Firm, *Chambers Global 2018*

Managing Partner: Hector M. de Leon, Jr.
Email: hmdeleon@syciplaw.com

Main Areas of Practice:

Banking, Finance & Securities

SyCipLaw has represented clients in all types of lending, securities offerings, financing and credit transactions, as well as in restructurings and financial workouts. We provide advice on regulatory matters affecting banking and other financial institutions. We have acted as counsel in several and in major bank acquisitions and mergers. We have represented owners, lenders and advisors in major project finance transactions.

Key Contact: Marievic G. Ramos-Añonuevo
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Corporate Services

The firm assists both domestic and foreign clients in setting up business vehicles in the Philippines, such as subsidiaries, branches, representative offices, and regional headquarters. We also render corporate services and provide advice on corporate governance, business law, and compliance with reporting and other requirements of the Securities and Exchange Commission.

Key Contact: Simeon Ken R. Ferrer
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Employment & Immigration

The firm has extensive experience in all aspects of employment relations, and in the labor- related aspects of corporate mergers and acquisitions. Our ability to provide comprehensive and exceptional legal service and representation in the field oflabor law springs from a uniquely vast experience in a broad range of adversarial, bargaining, compliance and transactional settings, involving a wide, often complex, variety of players.

Key Contact: Luisito V. Liban
Email: lvliban@syciplaw.com

Intellectual Property

SyCipLaw assists clients in the registration and maintenance of their intellectual property rights with the Intellectual Property Office and provides advice on IP laws, technology, transfer rules and franchising. We act for clients in seeking protection and other reliefs in *inter partes* cases, as well as infringement and unfair competition cases.

Key Contact: Vida M. Panganiban-Alindogan
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Litigation and Dispute Resolution

SyCipLaw has a wide-ranging litigation practice in all court levels-from the municipal trial courts and the regional trial courts, to the Court of Appeals and the Supreme Court, as well as in various administrative agencies. The firm also has a very extensive arbitration practice, being involved in foreign arbitration, international commercial and other domestic arbitration, and construction arbitration.

Key Contact: Ricardo Ma. P.G. Ongkiko
Email: rmpgongkiko @sy ciplaw.com

Special Projects *(mergers and acquisitions, investments, commercial transactions, industry specific projects)*

SyCipLaw's Special Projects group undertakes the firm's project and transactional work, which constitutes the firm's traditional focus and largest practice area. This includes M&A, privatization, power and energy, mining and natural resources, environmental law, infrastructure, construction, real estate and property development, telecommunications, aviation, shipping, and transportation.

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Tax

SyCipLaw provides structuring and other advice on the tax aspects of various business transactions. We handle tax litigation and refund claims, anti-dumping cases, and other tax-related disputes. We also provide specialized advice on estate planning and on employee compensation and retirement benefits.

Key Contact: Rolando V. Medalla, Jr.
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Villaraza & Angangco Law Offices (V&A Law)

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Contact: Franchette M. Acosta
fm.acosta@thefirmva.com

Number of Employees: 130+
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**

V&A LAW
Villaraza & Angangco
The Firm • Founded in 1980

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Singapore firms online here:

SINGAPORE

In-House Community Survey
Representing Corporate Singapore, 2017

KEY ISSUES AND CONCERNS

The range of challenges cited by respondents in Singapore reflect the nature of the city as a modern, regional financial hub. In-house lawyers discussed issues relating to high workload, high staff turnover, a rapidly changing environment and operating efficiently in a multi-jurisdictional region.

In terms of the profile of respondents, close to 90% worked at multinational companies, across a wide range of industries, including TMT, manufacturing, financial services and energy and natural resources.

Similar to almost all markets, respondents also complained of challenges relating to cost management in a declining economy and problems associated with revamping the legal department to be positioned as a critical partner to the business side, while preserving good legal practices.

Although there was also the usual discussion of external legal costs and the justification of such expenses, there was also a complaint that most of the requests coming into the legal team could not be easily or efficiently outsourced to external counsel. More than half said they were using external counsel less.

As in-house lawyers looked into their crystal balls to forecast which challenges they expected to occupy their limited resources in the future, many cited the Personal Data Protection Act, cyber security and disruptive technologies.

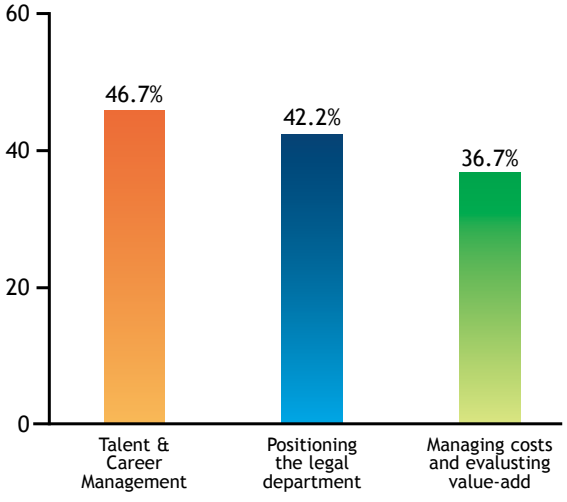
There was also a recognition that vigilance is especially necessary when businesses are struggling, with one respondent saying that the biggest challenge going forward would be "ensuring that our business people do the right thing, despite the challenging economic climate".

AT A GLANCE

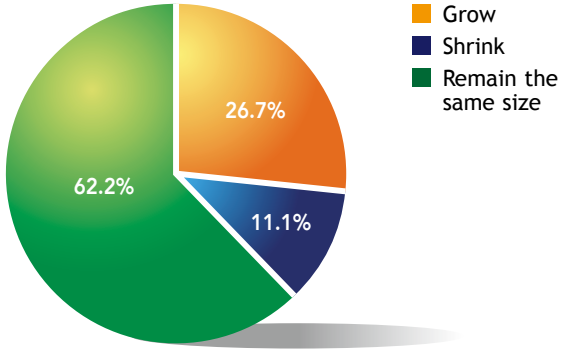
Dominant industry: Technology, media and telecoms
Average team size: 15

SINGAPORE

The GC's 3 Prevailing Issues



In the coming twelve months, do you think your in-house legal team will:



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Acton Law LLC				✔		✓	✔	✓					✔	✓		✓	✔				✔		✓	5
Addleshaw Goddard														✔			✔							1
Advocatus Law LLP				✓			✔	✔						✓			✔				✔			12
Aequitas Law LLP	✓			✓		✔	✔	✓					✓	✔			✔			✔	✓	✓		12
Akin Gump Strauss Hauer & Feld LLP	✔			✓		✓	✓		✔									✓	✔		✓			7
Aldgate Chambers LLC														✓			✓							N/A
Allen & Gledhill LLP MR	✓	✓	✓	✔	✔	✓	✔	✓	✓		✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	391
Allen & Overy	✓	✓	✓	✔	✔	✓	✔		✓		✓	✓	✓	✔	✓	✓			✔	✓	✓		✓	67
Ashurst LLP				✔	✓	✓	✔	✓	✔			✓		✔			✓		✔		✓			30
AsiaLegal LLC		✓	✓	✓		✓		✓	✓			✓		✓			✓	✓			✓			N/A
Baker McKenzie.Wong & Leow MR	✓	✓		✔	✓	✓	✔	✓	✓		✓	✓	✔	✓	✓	✓	✔	✓	✓	✓	✓	✔	✓	124
Bryan Cave Leighton Paisner			✔				✓		✔					✔			✓	✔	✔	✓				22
Bird & Bird ATMD LLP MR	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✔	✓		✓	✔		✓	✓	✓		✔	50~
Clifford Chance MR	✓	✓	✓	✔	✔	✓	✔		✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓		✓	133
Clyde & Co Clasis Singapore MR			✔			✓	✓	✓	✓		✓	✔		✓			✔	✔	✓	✔	✓			46
Colin Ng & Partners LLP	✓			✓	✔	✓	✔	✔			✓		✓	✔		✓	✔		✓	✓	✓	✓	✓	40
Dentons Rodyk & Davidson LLP	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	200
DFDL[1]				✔			✔	✔	✔										✓	✔		✓		1
DLA Piper Singapore Pte. Ltd.	✓	✓		✓	✓	✓	✓	✓	✓			✓	✓	✓	✓		✓		✓	✓	✓		✓	N/A
Drew & Napier LLC MR	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
Duane Morris & Selvam LLP	✓			✔	✔	✓	✔	✓	✔		✓	✓	✓	✓		✓	✔	✓	✓	✓	✓		✓	30

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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						✔	✔						✔				✔						✔	13	See Page 108
Eversheds Harry Elias LLP	✓	✓	✓	✓	✓	✓	✔	✓	✓			✓	✓	✔	✓		✔	✓	✓	✔	✔		✓	70	
Fortis Law Corporation	✔			✓	✔		✔	✓				✓	✓	✔			✔		✓	✓	✓		✓	21	
Freshfields Bruckhaus Deringer					✓	✓	✓		✓					✓			✓		✓				✓	N/A	
Gibson, Dunn & Crutcher LLP	✓	✓	✓	✔	✓	✓	✔	✓	✔		✓			✓					✔	✓	✔		✓	14	
Herbert Smith Freehills				✓	✓	✓	✓	✓	✓					✓	✓		✓		✓	✓	✓		✓	55	
Hill Dickinson LLP																✓	✓							12	
Hogan Lovells Lee & Lee	✓		✓	✔	✔	✓	✔	✓	✓					✔	✓	✓	✓		✔	✓	✓		✓	40	
HFW Singapore LLP			✔	✓	✓		✔		✔			✓		✔			✓	✔	✓					33	
Jones Day				✓	✓	✓	✓	✓	✓					✓			✓	✓	✓	✓				N/A	
Joseph Tan Jude Benny LLP							✓	✓				✓	✓	✓			✓	✓		✓	✓			N/A	
Joyce A. Tan & Partners LLC						✓	✔	✔			✓		✔	✓			✔						✔	9	See Page 110
K&L Gates	✓	✓	✓	✓	✓	✓	✓		✓	✓				✓			✓	✓	✓	✓	✓		✓	N/A	
Kelvin Chia Partnership	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	N/A	
Kennedys Legal Solutions			✓		✔		✓					✔					✔	✔		✔				39	
King & Spalding							✔		✔					✔					✔	✔				28	
King & Wood Mallesons	✔				✓		✔		✔							✓			✔	✓			✔	5	
Latham & Watkins	✓			✓	✓	✓	✓	✓	✓				✓		✓				✓	✓	✓		✓	N/A	
Linklaters	✓			✓	✓	✓	✓	✓	✓						✓				✓		✓		✓	N/A	
Mayer Brown (Singapore) Pte Ltd	✓			✔			✔		✓		✓	✓		✔			✓	✓	✔		✓	✔		18	
Milbank Tweed Hadley & McCloy LLP			✓	✓	✓		✓		✓										✓		✓		✓	N/A	
Mirandah Asia (Singapore) Pte Ltd													✓											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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 Stamford LLC	✔	✓		✓	✔	✓	✔	✓	✓		✓	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓		✓	42
Morrison & Foerster LLP	✓	✓		✔		✔	✔		✓		✓	✓		✔		✓	✓			✓			✔	15
Nabarro LLP	✓						✓		✓	✓				✓					✓	✓				N/A
Norton Rose Fulbright MR	✓		✓	✔	✓	✓	✔	✓	✓		✓	✓		✔	✓	✓	✓	✔	✔	✓	✓	✓		✓	56
O'Melveny & Myers LLP	✓	✓		✓	✓	✓	✓		✓					✓			✓		✓					✓	N/A
Oon & Bazul LLP				✓			✓	✓				✓		✓			✓	✓	✓		✓				N/A
Pinsent Masons MPillay LLP					✓	✓	✓	✓	✔		✓		✓	✓			✔		✔	✔		✓	✔	38
Providence Law Asia LLC								✔						✔			✔			✔	✔				12
Rajah & Tann Singapore LLP MR	✓	✓	✓	✓	✓	✓	✔	✓	✓	✓	✓	✓	✓	✔	✓	✓	✔	✔	✓	✓	✔	✓	✓	340+
Reed Smith in Alliance with Resource Law	✓	✓		✓	✓	✔	✔	✓	✔	✓		✓	✓	✓		✓	✔	✔	✓	✓	✓		✓	36
RHTLaw Taylor Wessing	✓			✔	✔	✓	✔	✓	✓		✓	✓	✔	✓		✓	✔		✓	✓	✓	✓	✓	63
RPC Premier Law	✓						✔					✔	✓	✔			✔	✔	✓	✓	✓		✓	16
Shearman & Sterling LLP	✓				✔		✔		✔					✔	✓		✓		✔					N/A
Shook Lin & Bok LLP	✔			✔	✓	✓	✔	✓	✓		✓			✔		✓	✔	✓	✓	✓	✓		✓	100
Sidley Austin LLP	✔			✓	✔	✔	✔		✓					✓		✓			✔	✓	✓		✓	30+
Simmons & Simmons JWS	✔			✔	✓	✓	✓	✔	✓	✓	✔			✓	✓	✓	✔			✓	✓		✓	21
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates	✓	✓		✔	✔	✔	✔		✓					✔		✓	✓		✓				✓	9
Squire Patton Boggs (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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Stephenson Harwood (Singapore) Alliance	✓	✓	✔	✔	✓		✔	✓	✓		✓		✓	✓		✓	✓	✔	✓		✔		✓	55
Straits Law Practice LLC	✓			✔	✓	✓	✔	✓	✓			✓		✓	✓		✔		✓	✔	✔	✔			40
Tan Kok Quan Partnership				✔								✔					✔		✓	✔	✔				40
Tan Rajah & Cheah							✔	✔				✓	✓	✔			✔			✔	✓	✓	✓	✓	27
Watson Farley & Williams LLP	✓		✓	✔	✓		✔		✔					✓	✓	✓	✔	✔	✓	✓	✓				29
White & Case	✓		✓	✔	✔		✔		✓					✔			✓		✔	✓	✓	✓	✓	✓	31
Withers KhattarWong	✓			✓	✓	✓	✔	✓	✓		✓	✓	✓	✓		✓	✔		✓	✔	✔	✔	✓	✓	84
WongPartnership LLP MR	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓	✔		✓	✔	✓	✓	✔	✓	✓	✓	✓	300+
ZICO Insights Law LLC	✓			✔	✔	✔	✔	✓			✓		✓		✓						✔				11
Offshore Firms:																								
Conyers Dill & Pearman	✔			✔	✔		✔					✓					✓				✓				4
Harney Westwood & Riegels	✔		✓	✔	✓	✓	✔								✓		✔	✓	✓	✓	✔				11
Maples and Calder (Singapore) LLP	✔		✓	✔	✔	✓	✔		✓							✓	✔		✓	✓	✓			✓	6
Walkers	✔		✓	✔	✔	✓	✔				✓			✓			✓		✓		✔				16

1 DFDL's Singapore office provides outbound legal and tax services only

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

Cleary Gottlieb Steen & Hamilton

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.

Ella Cheong LLC

300 Beach Road #31-04/05 The Concourse
Singapore 199555

Tel: (65) 6692 5500
Fax: (65) 6298 0818

Email: mail@ellacheong.asia

Contacts: Mr. Soh Kar Liang

Number of employees: 45
Offices in Asia: Singapore and Malaysia
Year Established: 2012

Website: http://www.ellacheong.asia/

Languages spoken: English, Mandarin, Cantonese

Main Practice Areas

- Intellectual Property
- Corporate and M&A
- Telecommunications, Media & Technology
- Litigation and Dispute Resolution
- Compliance/Regulatory

Firm Profile

Ella Cheong LLC is a law firm that specialises in intellectual property (IP) in the region. We protect the fruits of creativity with effective solutions to meet diverse needs.

Apart from its regional IP practice focussing on Southeast Asia and South Asia, (ie, Singapore, Malaysia, Brunei, Indonesia, the Philippines, Thailand, Vietnam, Cambodia, Laos, Myanmar, India, Pakistan, Sri Lanka, Bangladesh and Nepal) Ella Cheong LLC provides a comprehensive scope of legal services, including IP commercialisation, enforcement and strategy development.

Our professionals are experienced in delivering effective solutions, involving IP across a broad spectrum of industries, to a wide range of setups: individuals, small to medium sized businesses and multinational corporations alike. We embody a track record of providing strategic business advice, addressing complex legal issues and helping clients navigate risks, regulatory issues and the diverse challenges of a competitive marketplace in the boardroom or the courtroom.

We believe that IP is critical to commercial success. We care about what's happening with our clients' businesses and work hard to understand our clients' needs, expectations and concerns. Our clientdriven culture is personalised, innovative and responsive. Our team strives to provide quality and costeffectiveness targeted at meeting IP and commercial needs. We take pride in our ability to think outofthebox, and our commitment to finding the best approach for each individual case.

What matters most is what works.

The firm takes its name from Ella Cheong, an internationally well-respected intellectual property practitioner who started professional practice in Hong Kong in the 70's. In 1986, Ella Cheong set up the initial form of our practice in Singapore to meet the intellectual property demands of international businesses in this region and the rapidly evolving IP needs of local businesses.

The practice has grown and adapted to the changing IP landscape in the region over the years. The practice has come full circle as a wellknown brand in IP services in Asia and represents the culmination of a significant wealth of knowledge, experience and capability in IP services which our clients can count on.

Recognition and Awards

- **2018 Managing Intellectual Property – IP Stars**
  IP Star Firm – Trade Mark Prosecution (Singapore)
- **2018 APAC Insider Singapore Business Awards**
  Best IP Law Firm & IP Transactions Specialist of the Year
- **2017 Managing Intellectual Property – IP Stars**
  IP Star Firm – Trade Mark Prosecution (Singapore)
- **2017 Corporate LiveWire Global Awards**
  IP Law Firm of the Year
- **2017 Corporate LiveWire Innovation & Excellence Awards**
  IP Law Boutique of the Year (Asia & Australasia)
- **2017 Asian Legal Business IP Rankings 2017**
  Tier 3 – Copyright / Trademark Law Firm
- **2016 APAC Insider Legal Awards**
  Best IP Law Firm – Singapore
- **2016 Acquisition International**
  Best IP Practice – South Asia
- **2016 Global Law Experts Annual Awards**
  Peer Choice – Intellectual Property Law Firm of the Year in Singapore

and many more...

See **partner profile** on **page 214**

Ella Cheong

Our insight is your advantage

Dedicated to meeting your IP needs from the hub of South East Asia, as always

SINGAPORE
Malaysia
Brunei
Bangladesh
Cambodia
India
Indonesia
Laos
Myanmar
Nepal
Pakistan
Philippines
Sri Lanka
Thailand
Vietnam

ELLA CHEONG LLC
www.ellacheong.asia

Advocates & Solicitors | Notaries Public | Commissioners for Oaths | Intellectual Property Agents
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Joyce A. Tan & Partners LLC

8 Temasek Boulevard, #15-04 Suntec Tower Three,
Singapore 038988

Tel: (65) 6333 6383
Fax: (65) 6333 6303

Email: all@joylaw.com

Contacts: Joyce A. Tan

Number of employees: 17
Offices in Asia: 1
Year Established: 1998

Website: www.joylaw.com

Languages spoken: English, Malay and Mandarin

Main Practice Areas

- Corporate & Commercial
- Business Financing
- Intellectual Property
- Information Technology
- Personal Data Protection & Cybersecurity
- Telecommunications
- Digital Media, Advertising & Entertainment
- Employment & Corporate Immigration
- Dispute Resolution
- Private Client & Wealth Management
- Matrimonial & Family

Firm Profile

Joyce A. Tan & Partners is an award-winning Singapore law practice founded in 1998, with a business-centric and commercial law focus with particular strengths in intellectual property, technology, media and telecommunications and a strong international outlook. The practice is renowned for its legal excellence and has been active in cutting edge cross-border legal transactions involving new and significant business trends. Its industry-sensitised approach enables the firm to combine in-depth industry experience with sophisticated legal skills to provide its clients with a unique and informed perspective. The practice has earned a solid reputation for thorough and insightful legal representation. The practice offers business-driven premium legal services with a personal touch. Its service philosophy is to make each client experience seamless and uncomplicated. The pre-emptive, holistic, thoughtful and commercial approach that characterises its work and strategies underpins its mission to be lawyers who lead, in the business needs of its clients and in its field.

Recognition and Awards

The achievements of the Firm and its practitioners have been acknowledged in numerous circles over the years, having been voted as being among the top in Singapore by many legal forums including the following:

- Chambers and Partners – Asia's Leading Lawyers for Business, 2010–2018
- Legal 500 – The Guide to Asia's Commercial Law Firms, 2001–2018
- AsiaLaw Profiles, A Guide to the World's Law Firms and Legal Markets, 2007–2016, 2018
- AsiaLaw Leading Lawyers, Intellectual Property Section, 2000–2002, 2005–2018
- AsiaLaw Leading Lawyers, IT, Media & Telecommunications Section, 2006–2011, 2016, 2018
- AsiaLaw Leading Lawyers, IT & Telecommunications Section, 2002–2005
- ALB IP Rankings, Asia's Best Law Firms for Intellectual Property – Singapore, 2018
- World Trade Mark Review 1000 – The World's Leading Trademark Professionals, 2015–2017
- World Trade Mark Review 1000 – The World's Leading IP Professionals, 2016
- Who's Who Legal: Data, 2018
- Who's Who Legal: Telecommunications, Media & Technology 2015–2017
- Who's Who Legal: Patents, 2016
- Corporate Intl Global Award – Boutique Multi Disciplinary Law Firm in Singapore, 2018, 2016
- Corporate Intl Global Award – Patent Law Firm of the Year in Singapore, 2018, 2016

See **partner profile** on **page 215**

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South Korea firms online here:

SOUTH KOREA

In-House Community Survey
Representing Corporate South Korea, 2017

KEY ISSUES AND CONCERNS

Respondents in Korea said that, as buyers of legal services, the most important quality they want from external counsel is responsiveness and industry knowledge. Overall, one-third said that they are using external counsel less, though this figure was slightly higher among lawyers working at multinational companies than for those at local companies.

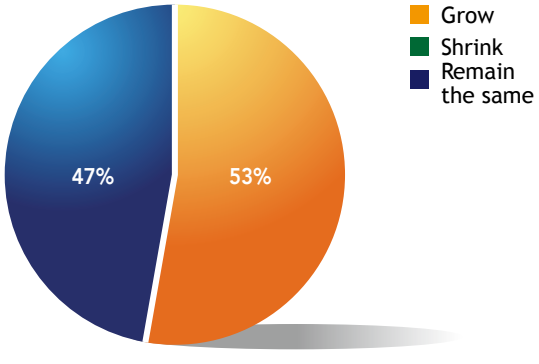
The willingness to use new model legal providers is relatively high, with almost 90% saying that they either have used or would be willing to use such services.

Slightly more than half of respondents said that they intend to grow their team during the subsequent 12 months.

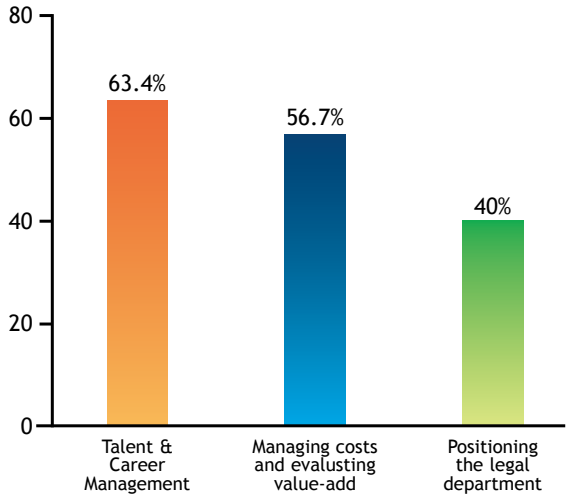
AT A GLANCE

Dominant industry: Financial services
Average team size: 10

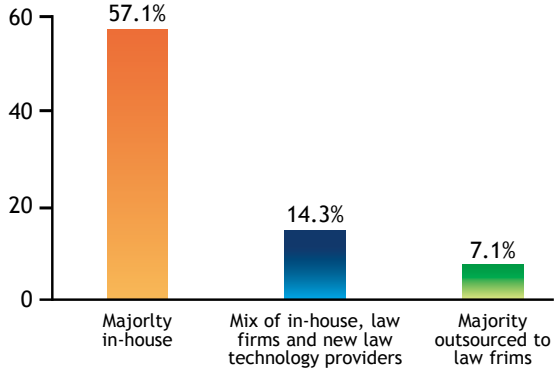
In the coming twelve months, do you think your in-house legal team will:



SOUTH KOREA
The GC's 3 Prevailing Issues



Seoul
The way I am project managing legal work is...



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Ahnse Law Offices		✓		✓	✓	✓	✓	✓					✓				✓		✓	✓		✓		N/A	
Allen & Overy LLP Foreign Legal Consulant Office[1] MR				✔	✓		✔		✔				✓	✔					✔					6	
Aurora Law Offices			✓				✓					✓						✓						N/A	
Bae, Kim & Lee LLC MR	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✔	✓	✓	✔	✓	✓	✔	✓	✓	✓	600+	See Page 116
Baker McKenzie LLP Foreign Legal Consultant Office[1] MR							✔		✔					✔					✔				✔	6	
Barun Law LLC	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Cho & Partners													✔				✔							18	
Cleary Gottlieb Steen & Hamilton LLP[1]	✔	✔		✓	✔	✓	✔		✓					✔									✓	16	
Clifford Chance[1]				✔	✔		✔										✔		✔					4	
DLA Piper[1]	✓			✓	✓	✓	✓		✓				✓	✓			✓		✓	✓				N/A	
DR & AJU LLC	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓		✓	✓			✔	✓	✓	✔	✔	✓	✓	173	
Finnegan, Henderson, Farabow, Garrett & Dunner, LLP[1]													✔				✔							1	
Herbert Smith Freehills[1] MR							✓	✓	✓					✓			✓		✓	✓			✓	11	
HMP Law	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✔	✓	✓	✓		✔	✓	✓	✔	✓	✓	✓	✓	95	See Page 118
Jipyong	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	
K&L Gates[1] MR	✓			✓		✓	✓		✓				✓	✓			✓		✓		✓		✓	N/A	
Kim & Chang MR	✓	✔	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓	✓	✔	✓	✓	✓	✓	✓	✓	1500+	See Page 120
Lee & Ko MR	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓	✓	✔	✓	✓	✓	✓	✔	✓	570	

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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Lee International IP & Law Group	✓	✓		✓	✓	✓	✔	✓					✔	✔		✓	✔	✓	✓	✔	✓	✓	✓	110	See Page 122
Milbank, Tweed, Hadley & McCloy LLP[1]			✓	✓			✓		✓									✓						N/A	
O'Melveny & Myers LLP[1]	✓	✓			✓		✓		✓					✓			✓		✓					N/A	
Paul Hastings[1] MR		✓			✔		✔						✓	✓			✔						✓	8	
Ropes & Gray LLP[1]	✓	✔				✓	✔		✓				✔	✓		✓	✔			✓			✔	4	
SEUM Law	✔			✔	✓	✔	✔	✓			✓		✓				✓						✔	17	See Page 124
Shin & Kim MR	✓	✔		✔	✓	✓	✔	✓	✓	✓		✓	✓	✓		✓	✔		✓	✔	✓	✓	✓	500+	
Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates[1] MR	✓	✓		✓	✔	✔	✔							✔			✔							3	
Squire Patton Boggs[1]						✔	✔					✓		✔		✔	✔							3	
White & Case[1]			✔				✔							✔		✓	✔	✔		✓				7	
Yoon & Yang LLC MR	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓	✓	✓	✔	✓		✓	✔	✓	✓	✓	✓	✔	✓	407	See Page 126
Yulchon LLC MR	✓	✔	✓	✓	✓	✓	✔	✓	✓		✓	✓	✔	✓	✓	✓	✔	✓	✓	✓	✓	✔	✓	440+	See Page 128

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

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

Ashurst LLP	Davis Polk & Wardwell	Gibson, Dunn & Crutcher LLP
Norton Rose Fulbright	Reed Smith	Shearman & Sterling LLP
Sidley Austin	Simpson Thacher & Bartlett LLP	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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Seoul, 06133,
Republic of Korea
Tel: (82) 2 3404 0000
Fax: (82) 2 3404 0001
Email: bkl@bkl.co.kr

Website: www.bkl.co.kr

Contact: prteam@bkl.co.kr
Number of employees: +1200

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

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 600 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

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 Copyright Work at "MIP Global Awards 2018"; and won the "Competition & Antitrust Firm of the Year" award at Asialaw Asia-Pacific Legal Practice Awards 2017. BKL also received 6 awards at ALB Korea Law Awards 2017 including "Overseas Practice Law Firm of the Year", "International Arbitration Law Firm of the Year", "Korea Deal of the Year", and "Dealmaker 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' 2018 report and received "Asian Pro Bono Initiative of the Year" at The Asia Legal Awards 2018 by The American Lawyer.

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

- Unilever's acquisition of Carver Korea
- Kakao's US$1 billion GDR issuance and listing on Singapore Exchange
- K-water's Issuance of Asia's First Water Bond
- Korea Land & Housing Corporation launches South Saad Al Abdullah New Town Development

See **partner profile** on **page 215**

swift practical resourceful

Bae, Kim & Lee LLC offers comprehensive services for businesses and investors in Korea and abroad.

A firm of over 500 professionals, BKL is able to deliver swift, focused advice in every area of commercial interest. Specialized practice groups regularly advise on a wide span of cross-border transactions for our clients, among them many multi-national enterprises and investor groups.

Core practice areas include Corporate/M&A, Finance, Capital Markets, Dispute Resolution, 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

bkl BAE, KIM & LEE LLC

HMP Law

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20 Sejong-daero-9gil, Jung-gu, Seoul, 04513
Tel: (82) 2 772 2700
Fax: (82) 2 772 2800
Email: desk@hmplaw.com

Contact: Mr Kyun Je Park
Number of employees: 160 (95 fee earners)
Offices in Asia: 3
Year Established: 1993
Website: www.hmplaw.com

Languages Spoken: English, Korean, Chinese, Japanese, Italian, French, Dutch

Main Practice Areas

- Compliance/Regulatory
- Corporate and M&A
- New Technology & Communications
- Life Sciences/Healthcare
- Projects and Project Financing

Firm Profile

Since 1993, HMP Law has demonstrated its superior legal skills in all areas of international practice, focusing on cross-border transactions, general corporate affairs, M&A and healthcare. As a full-service law firm, HMP Law has also shown excellent performance in IP protection and litigation, tax accounting, CPA and franchising.

In the last year, we established a new Tech & Comms team to handle matters related to disruptive technologies such as drones, driverless cars, Blockchain, cryptocurrencies, the sharing economy and so on. In September 2017, our firm advised on the first ICO undertaken pursuant to Korean law in Korea.

Our founding partners, JM Hwang, KS Mok and SI Park have excellent reputations as among the best attorneys and litigators in Korea. They are strong team leaders and mentors to the excellent cadre of young associate attorneys that our firm recruits from the nation's top law school each year.

We have always been a Korean law firm with a global mindset, and now more than 60% of our business comes from international clients. Thanks to our global cooperative alliance with multinational law firm Bird & Bird, we are able to assist clients not only in Korea, but also overseas.

At HMP Law we continue to maintain our commitment to providing domestic and foreign clients with premium legal counsel by cultivating a corporate culture that strives for excellence and innovative thinking, while holding fast to our core values of principles and trust. The reward for this is the fact that over half of our clients have been with us for more than ten years.

As well as over 90 partners and associates who speak second languages, we also have a number of foreign lawyers to assist in matters requiring international expertise and a deeper understanding of other cultures.

Contact us today at no obligation to see how we can help you to succeed in your business ventures in Korea and around the world.

Recent deals

(1) SK Global Chemical's cross border M&As in 2017

A. Acquisition of Dow Chemical's global acid co-polymers business and ionomers businesses (two factories in USA and Spain). Size: USD 370 million

B. Acquisition of Dow Chemical's polyvinylidene chloride ("PVDC") resin business (manufacturing facilities in Michigan, USA). Size USD 75 million

(2) Metaps Plus's PlusCoin initial coin offering in 2017

PlusCoin is a cryptocurrency used as a mobile payment and cash in various platforms. This ICO is Korea's first ever reverse ICO undertaken by a Korean company in accordance with Korean law within Korean jurisdiction. Its launch raised USD 11 million globally.

See **partner profile** on **pages 215**

HMP LAW | 법무법인 충정

We return your trust with
Business Solutions & Legal Excellence

Strategic alliance with global law firm
Bird & Bird

Clients who stay with us for a decade or more
over 50%

Percentage of clients from outside Korea
over 60%

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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 1,500
Offices in Asia: Seoul, Hong Kong and Ho Chi Minh
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 and customs; tax; 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 1,500 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, 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-Pacific Firm of the Year" – Asialaw Asia-Pacific Legal Practice Awards (2017)
"Asian Law Firm of the Year" – ALM Asia Legal Awards (2015)
"Best Asian Law Firm: Gold Award" – International Legal Alliance Awards (2017)
"South Korea National Law Firm of the Year" – Chambers Asia-Pacific Awards (2018)
"Country and State Awards: Korea" – Who's Who Legal Awards (2018)
"National Law Firm of the Year: Korea" – IFLR Asia Awards (2018)
"Korea Law Firm of the Year" – ALB Korea Law Awards (2017)
"Band 1" in all 8 practice areas – Chambers Global (2018)
"Band 1" in all 19 practice areas – Chambers Asia-Pacific (2018)
"Tier 1" in all 16 practice areas – The Legal 500 Asia Pacific (2018)
"Tier 1" in all 6 practice areas – IFLR1000 (2018)
"Tier 1" in all 18 practice areas – Asialaw Profiles (2018)

See **partner profile** on **page 216**

THE FIRM IN KOREA

During the past 10 years, we have been recognized 55 times as the Korean law firm of the year

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

ASIA'S LEADER

Recognized as Asian Law Firm of the Year

- ALM Asia Legal Awards
- Asialaw Asia-Pacific Legal Practice Awards
- International Legal Alliance Summit & Awards

KOREA'S PREMIER LAW FIRM

KIM & CHANG

In-House Community Asian-mena Counsel Firm of the Year 2017

Most Responsive Domestic Firm of the Year: South Korea

- Asian-MENA Counsel In-House Community Firms of the Year 2017

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 50 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**

Lee International
IP & LAW GROUP

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

Your Unrivaled Choice
For Complete Solutions

SEUM Law

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Gangnam-gu, Seoul, Korea
Tel: (82) 2 562 3115
Fax: (82) 2 562 3393
Email: info@seumlaw.com
Website: www.seumlaw.com

Contact: Steve Ahn (Partner)
(steve.ahn@seumlaw.com)

Number of employees: 15
Number of professionals: 17
Offices in Asia: Seoul
Year Established: 2012

Languages Spoken: Korean, English

Main Practice Areas

General Corporate, Inbound/Outbound Investment, M&A, Venture Capital, Private Equity, Data Privacy, Fintech, Commercial Litigation, Criminal Defense, Employment & Labor, Blockchain/Cryptocurrency

Firm Profile

SEUM is a boutique law firm founded by attorneys from Korea's top firms. We provide general corporate and litigation legal services in a variety of practice areas and we are the leading Korean law firm with respect to startup companies, technology companies and venture capital funds.

SEUM works with Korean and international clients on a regular basis, handling a broad range of local and cross-border matters, to provide clear and practical advice regarding the Korean market. Many of SEUM's clients take innovative approaches to tackle difficult challenges arising in this constantly evolving information age. The Korean legal profession struggles to keep pace with the rapid speed of technology and to understand modern companies and entrepreneurs. SEUM takes a different approach by embracing change and striving to be at the forefront of innovation both in Korea and globally. Not only does SEUM enjoy working with technology and startup clients to advise on novel legal issues and create new precedents, but like many of our clients, aims to create a firm culture that is innovative, inclusive and more in-line with the international community in the 21st century.

Recognition

Asian Legal Business
- "Firms to Watch" 2017
- "Best Boutiques" in Asia 2017

See **partner profile** on **page 216**

WE ARE **DIFFERENT**

SEUM is Korea's premiere tech boutique law firm providing general corporate advisory and commercial litigation services for clients desiring traditional law firm services without traditional law firm problems.

One of the "Best Boutiques" in Asia for 2017
- Asian Legal Business

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SEUM

Yoon & Yang LLC

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Seoul 06164 Korea
Tel: (82) 2 6003 7000
Fax: (82) 2 6003 7800
Email: yoonyang@yoonyang.com

Contacts: Jinsu Jeong; Junsang Lee; Myung Soo Lee
Number of Professionals: 407
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, Spanish, 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 400 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 in Ho Chi Minh City, Vietnam in November 2016 and in Hanoi, Vietnam in July 2017. The two offices in Vietnam are fully equipped to provide effective and specialized legal services suitable for the globalized corporate environment. The firm's new Ho Chi Minh City and Hanoi office 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.

Recognition and Awards

- "Band 1" in International Trade, Chambers & Partners Asia-Pacific 2018
- "Litigation Law Firm of the Year," Korea Law Awards 2017 (ALB)
- "2017 Asia Tax Policy Firm of the Year," International Tax Review (ITR)
- "Emerging Markets Experts 2017," Asian Legal Business (ALB)
- "2018 Regional Firm of the Year-Asia-Pacific, Middle East and Africa," Global Competition Review (GCR)
- Recognized as one of Korea's elite law firms in the field of competition law by Global Competition Review for ten consecutive years (2009 to 2018)
- "Korea Law Firm of the Year" in the areas of Compliance/Regulatory, Employment, Intellectual Property and Litigation & Dispute Resolution by Asian-mena Counsel's In-House Community Survey 2016
- Tax Disputes and Litigation Firm of the Year in South Korea, International Tax Review(ITR)'s Asia Tax Awards 2016

See **partner profile** on **page 217**

FINDING WAYS

"Very fast turnaround on deliverables, without sacrificing the quality of work."
- Legal 500 Asia-Pacific 2016

Legal Services of the Highest Caliber

Yoon & Yang LLC is a leading full-service law firm in Korea with more than 400 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.

an In-House Community Asian-mena Counsel Firm of the Year 2017

Firm of the Year in Korea

- Asian-Mena Counsel In-House Community Survey 2017

www.yoonyang.com

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YOON & YANG
법무법인(유) 화우

Yulchon LLC

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Email: mail@yulchon.com
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Contacts: Chang Rok Woo, Chairman
Sai Ree Yun, Managing Partner
Year Established: 1997
Other Offices in Asia: Shanghai, Hanoi, Ho Chi Minh City, Jakarta, Moscow, and Yangon
Number of Employees: 750
Website: www.yulchon.com

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

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 LLC was founded in 1997 by a group of top legal professionals to create "a village of lawyers combining their talents", which is the literal meaning of the Chinese characters for Yulchon. In the two decades since its founding, Yulchon has grown rapidly without any mergers or acquisitions and has become an acknowledged market leader among Korean law firms.

With our extensive experience and our core values that include commitment to provide excellent service and innovation, Yulchon provides comprehensive and cutting-edge solutions in all our practice areas – corporate and finance, overseas investment, human resources, antitrust regulations, intellectual property, real estate and construction, securities regulation, criminal and civil litigation, international dispute resolution, and more.

Based on the diverse expertise of Yulchon's professionals and our unique collaborative problem-solving culture, Yulchon is currently at the forefront of Korean business growth and legal market development.

We have also expanded our capabilities into overseas markets by establishing local offices in China, Russia, Japan, Myanmar, and Indonesia. In addition, our long-established relationships with reputable local law firms around the world, has enabled Yulchon to have global legal capabilities for our clients.

Recognition and Awards

- 2018 Visionary Client Service Law Firm of the Year – Asian-mena Counsel, In-House Community Counsels of the Year Awards
- 2018 Most Innovative Asia Pacific Law Firm – The Financial Times, FT Asia Pacific Innovative Lawyers Awards
- 2018 Innovation in the Business of Law: New Products and Services – The Financial Times, FT Asia Pacific Innovative Lawyers Awards
- 2018 Innovation in Legal Expertise: Dispute Resolution – The Financial Times, FT Asia Pacific Innovative Lawyers Awards
- 2018 Asian Technology and Innovation Initiative of the Year – The Asian Lawyer, The Asia Legal Awards
- 2017 Most Innovative Law Firm in Dispute Resolution – The Financial Times, FT Asia Pacific Innovative Lawyers Awards
- 2017 South Korea National Firm of the Year – Chambers and Partners, Chambers Asia-Pacific Awards
- 2015-2016 Most Innovative Law Firm in Korea – The Financial Times, FT Asia Pacific Innovative Lawyers Awards
- 2016 Asian Law Firm of the Year – The Asian Lawyer, The Asia Legal Awards
- 2009-2018 Employer of Choice – Asian Legal Business

See **partner profile** on **page 217**

YULCHON, YOUR CHOICE

COMMITMENT • INNOVATION • EXCELLENCE

FT FINANCIAL TIMES
INNOVATIVE LAWYERS2018
ASIA-PACIFIC WINNER
Most Innovative Law Firm

WINNER ASIA PACIFIC AWARDS CHAMBERS 2017
LAW FIRM OF THE YEAR
SOUTH KOREA
CHAMBERS ASIA-PACIFIC AWARDS

Parnas Tower 38F, 521 Teheran-ro, Gangnam-gu, Seoul 06164, Korea

YULCHON 律村 YULCHON
Attorneys at Law
YULCHON

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IN-DEPTH FIRM PROFILES.....P.134

Taiwan firms online here:

TAIWAN

In-House Community Survey

Representing Corporate Taiwan, 2017

INTRODUCTION

Taiwan's economy grew by 2.9% during 2017, marking the fastest growth in three years as improved global economic conditions and stronger domestic demand helped drive exports and consumption. However, trade tensions between the US and China threaten to act as a brake on growth in 2018.

In the World Economic Forum's Global Competitiveness Index it ranks an impressive 15th overall, scoring strongly for macroeconomic environment, innovation and goods market efficiency. Institutions remain the weakest pillar of Taiwan's economy, while the biggest obstacles to doing business are cited as policy instability, restrictive labour regulations, insufficient capacity to innovate and inefficient government bureaucracy.

Taiwan is ranked 15 among 190 economies for ease of doing business, according to the latest World Bank annual ratings, down four places from 2016, scoring poorly for access to credit, cross-border trade, taxes and protection of minority shareholders. It is the 29th least corrupt nation out of 180 countries, according to the 2017 Corruption Perceptions Index reported by Transparency International.

One of the jurisdiction's most significant reform efforts in 2017 was aimed at improving its anti-money laundering regime and bringing Taiwan's system in line with international standards, including amendments to the Criminal Code and the Code of Criminal Procedure, the passage of an act to prevent terrorist financing and amendments to the Money Laundering Control Act. The Executive Yuan also established an Anti-Money Laundering Office as the coordinator of national anti-money laundering efforts.

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Asian Pacific Int'l Patent & Trademark Office		✔				✔	✔						✔				✔							70	
Baker McKenzie	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓		✓	✔	✓		✓	✔	✓	✓	✓	✓	✓	✓	74	
Chen & Lin Attorneys-at-Law	✓	✓		✓	✔	✓	✔	✔	✓			✓	✔	✓		✓	✔	✓			✓		✓	30	
Deep & Far Attorneys-at-law		✔					✔	✓					✔	✓		✔	✔							36	See Page 134
Duane Morris & Selvam Taiwan		✔				✔	✔						✔			✓	✔							3	
Eiger		✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✔			✓	✔	✓	✓	✓	✓	✓	✔	21	
Fei Han Foreign Legal Affairs Law Firm (Finnegan, Henderson, Farabow, Garrett & Dunner, LLP)													✔				✔							3	
Formosan Brothers Attorneys-at-Law	✓	✓	✓	✓	✓	✔	✔	✓		✓	✓	✓	✔			✓	✔	✓	✓	✔	✓	✓	✓	47	
K&L Gates LLP	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	N/A	
LCS & Partners	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	N/A	
Lee and Li, Attorneys-at-Law	✓	✓	✓		✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Lee, Tsai & Partners Attorneys-at-Law	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Lin and Partners, Attorneys-at-Law	✓	✓	✓	✔	✔	✓	✓	✓	✔			✓	✓	✓			✔	✓	✓	✔	✓			20	
Orrick, Herrington & Sutcliffe							✔						✔										✔	2	
Russin & Vecchi	✓	✓	✓	✓	✓	✓	✓	✓					✓				✓		✓	✓	✓		✓	N/A	
Tai E International Patent & Law Office		✓					✓						✓	✓		✓	✓							N/A	
Tsar & Tsai Law Firm		✓		✓	✓	✓	✓	✓	✓				✓	✓		✓	✓						✓	N/A	

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Winkler Partners						✓	✔	✔				✔	✔				✔							✓	30
Yangming Partners		✔		✓	✔	✓	✔	✓				✓	✓				✔		✓	✓		✓	✔	✔	15

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

Davis Polk & Wardwell

Gibson, Dunn & Crutcher LLP

Simpson Thacher & Bartlett LLP

Vinson & Elkins LLP

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 Attoneys-at-law

13 Floor, 27 Sec. 3, Chung San N. Rd.,
Taipei 104, Taiwan

Tel: (886) 2 2585 6688
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

See **partners profiles** on **pages 217 – 218**

道法法律事務所
DEEP & FAR Attorneys-at-Law

台北市中山北路三段27號13樓　　業務涵括知識產權之申請、侵權及訴訟
13th Fl., 27 Sec. 3, Chung San N. Rd., Taipei 104, Taiwan, R.O.C.
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.

Find a Law Firm.....P.138

IN-DEPTH FIRM PROFILES.....P.140

Thailand firms online here:

THAILAND

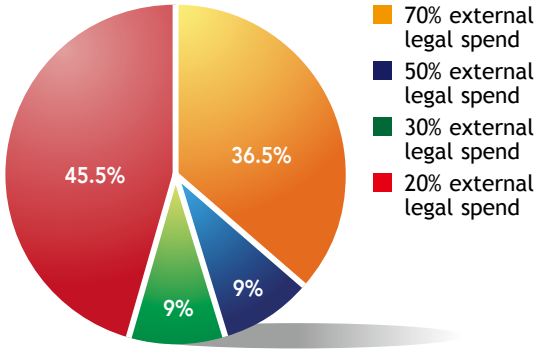
In-House Community Survey
Representing Corporate Thailand, 2017

KEY ISSUES AND CONCERNS

Unlike neighbouring Southeast Asian jurisdictions, the profile of respondents in Thailand reflects a much more international environment, with almost 70% of delegates working for multi-national companies across a variety of sectors, including manufacturing, financial services, energy and natural resources, logistics, retail and technology.

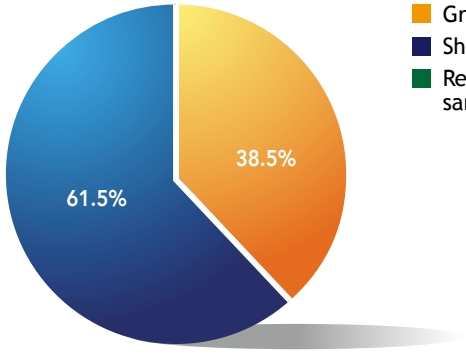
The average size of legal departments was 12, with roughly 38% of respondents saying that they expected the team to grow during the subsequent 12 months. Slightly more than three-quarters of respondents said that ethics and/or compliance was included within their legal department. In terms of how departments project-manage their legal work, more than half of respondents said that the majority was handled in-house, while two-thirds said that they used new model legal providers for some of their external work. Overall, slightly more than 40% of legal spend goes to external counsel.

What percentage of your company's total lagal spend does your external legal spend take up?



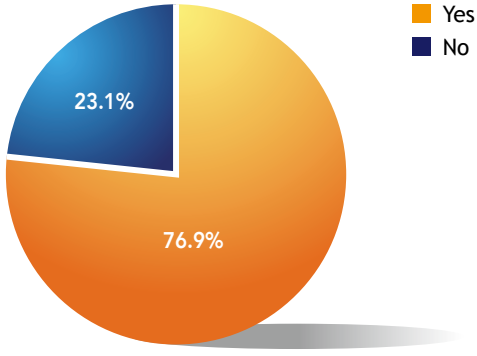
THAILAND

In the coming twelve months, do you think your in-house legal team will:



Bangkok

Is Ethics and / or Compliance included in Legal?



AT A GLANCE

Dominant industry: Manufacturing
Average team size: 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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	MR	✓	✓	✓	✔	✔	✓	✔	✓	✓		✓			✓			✔		✔	✓	✓		✓	29	
Apisith & Alliance Ltd.					✓	✓	✓	✓	✓	✓				✓	✓			✓		✓	✓		✓		N/A	
Baker McKenzie Limited	MR	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔		✓	✔	✓	✔	✓	✓	91	
Blumenthal Richter & Sumet					✓	✓	✔	✔	✓					✓				✓	✓	✓	✔	✓	✔	✔	44	
Chandler MHM Limited	MR		✓	✓	✔	✓	✓	✔	✓	✔	✓		✓					✓		✔	✔	✓	✓	✓	66	See Page 140
DFDL (Thailand) Limited	MR	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓	✓	✓		✓		✓			✓	✔	✓	✔	✓	32	
DLA Piper (Thailand) Limited		✓	✓	✓	✓		✓	✓	✓	✓			✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Herbert Smith Freehills															✓			✓		✓					10	
International Legal Counsellors Thailand Ltd (Russin & Vecchi)		✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	N/A	
Kelvin Chia (Thailand) Co., Ltd.			✓		✓		✓	✓	✓	✓				✓	✓			✓			✓			✓	N/A	
Koerner & Associates Ltd.			✓		✔		✔	✔	✓											✔	✔		✓		4	
LawAlliance Limited								✓		✓											✓		✓		N/A	
LawPlus Ltd.	MR				✓	✓	✓	✓	✓	✓			✓	✓			✓	✓		✓	✓	✓	✓	✓	N/A	
Linklaters		✓		✓	✓	✓	✓	✓	✓	✓										✓	✓	✓		✓	N/A	
Lorenz & Partners Co., Ltd.							✓	✔	✔											✔	✓		✔	✔	10	
LS Horizon Limited				✓	✓	✔		✔	✓	✓			✓				✓	✔		✓	✔	✔		✓	50	
Mayer Brown (Thailand) Ltd.					✔	✓		✔	✓	✓								✔		✓	✔	✔			3	
Mirandah Asia (Thailand) Co., Ltd.														✓											N/A	
Norton Rose Fulbright		✓			✔	✔	✔	✔	✓	✓			✓							✓		✔		✓	15	
Price Sanond Prabhas & Wynne			✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
R&T Asia (Thailand) Limited (MR) (part of the Rajah & Tann Asia network)	✓	✔	✓	✓	✓	✔	✔	✔	✓	✓	✓	✓	✓	✓		✓	✔	✓	✓	✓	✓	✓	✓	52	
Siam City Law Offices Limited (SCL Law Group) (MR)	✓	✓		✔	✓		✔	✔			✓		✓			✓	✓		✓	✔	✓	✔	✓	60	See Page 142
Siam Premier International Law Office Limited	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	N/A	
South Asia Law Co., Ltd. (MR)	✓			✔	✓	✓	✔	✓				✓	✔	✓			✔			✔				13	
Thanathip & Partners Legal Counsellors Limited				✔	✔	✓	✔	✓	✓	✓	✔	✔							✓		✓		✓	19	
The Capital Law Office Limited					✔	✔	✔																	24	
Tilleke & Gibbins	✓	✓	✓	✓	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓		✔	✔	✓	✓	✓	✓	✓	✔	104	
Vovan & Associes Co., Ltd			✓			✔	✔	✔	✓				✓	✓		✓	✔		✓	✔	✓	✓	✓	30	
Watson, Farley & Williams (Thailand)			✓	✓		✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓		✓	N/A	
Weerawong, Chinnavat & Partners Ltd. (MR)	✓	✓	✓	✔	✔	✓	✔	✓	✓	✓	✓			✓			✔	✓	✔	✓	✓	✓	✓	105	See Page 144
ZICO Law Thailand	✓	✓	✓	✓	✓	✓	✔	✔	✓		✔	✓	✔	✓	✓			✓	✓	✓	✓		✔	23	

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

Ashurst LLP
Davis Polk & Wardwell
Gibson, Dunn & Crutcher LLP
Shearman & Sterling LLP
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, 12th and 16th Floors, Bubhajit Building
20 North Sathorn Road
Bangkok 10500, Thailand

Tel: (66) 2 266 6485
Fax: (66) 2 266 6483 / 4

Email: info@chandlermhm.com

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

Number of Lawyers: 66
Year Established: 1974

Website: www.chandlermhm.com

Languages Spoken: Thai, English, Japanese, French

Main Practice Areas

- Banking & Finance
- Corporate and M&A
- Energy & Natural Resources
- Labour & Employment
- Litigation
- Real Estate Investment Trusts (REITs) / Capital Markets
- Restructuring & Insolvency
- Tax & Regulatory

Firm Profile

Chandler MHM Limited (Chandler MHM) has a history of representing clients in Thailand since 1974, and it is one of the few law firms in-country 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, China, Singapore, Myanmar, Indonesia and Vietnam. The firm is recognized for proven expertise in complex, cross-border transactions.

With a full range of practice experience, the firm's lawyers draw on integrated skills and knowledge to deliver legal solutions that are practical, innovative and consistently responsive to clients' needs – while also providing international reach and an international standard of practice.

Recognition

- Firm of the Year & Most Responsive Domestic Law Firm (Thailand) 2017, by *Asian-mena Counsel In-House Community*
- Top Ranked / Leading Firm, by *Chambers & Partners Asia Pacific 2018*
- Top Tier Firm, by *IFLR1000 2018*
- Top Tier Firm, by *The Legal 500 Asia Pacific 2018*
- Outstanding Law Firm, by *Asialaw Profiles 2018*
- Emerging Market Expert, by *Asian Legal Business 2017*

The firm's lawyers, particularly Ratana Poonsombudlert, Senior Partner, Jessada Sawatdipong, Senior Partner, Seiji Akimoto, Partner, Pranee Klinratana, Partner, Supattra Sathapornnanon, Partner, Joseph Tisuthiwongse, Partner, and Albert T. Chandler, Senior Counsel, are also ranked as Leading Lawyers / Market Leaders, and Highly Regarded by respected legal commentators, including in 2017-18 by, *The Legal 500 Asia Pacific, Chambers and Partners Asia Pacific, IFLR1000 (Financial & Corporate), Asialaw Profiles,* and *Asian-mena Counsel In-House Community.* Of special note is Jessada Sawatdipong's recognition as External Counsel of the Year 2018, by *Asian-mena Counsel In-House Community*.

See **partner profile** on **page 218**

CHANDLER MHM

Top Tier recognition in Thailand for more than 40 years

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

- Banking & Finance
- Corporate and M&A
- Energy & Natural Resources
- Labour & Employment
- Litigation
- Real Estate Investment Trusts (REITS) / Capital Markets
- Restructuring & Insolvency
- Tax & Regulatory

We Aim To Exceed Expectations - In Everything We Do

Chandler MHM Limited www.chandlermhm.com info@chandlermhm.com

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 Kammee, Mr. Rajen Ramiah
Number of Employees: 120
Offices in Asia: 4
Year Established: 2005

Website: www.siamcitylaw.com

Languages Spoken: English, French, Japanese, Lao, Myanmese, Thai, Khamer.

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 GP Limited and Siam City Law Offices DR 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: 200
Number of lawyers: 110
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, Telecommunications, Media and Technology.

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 – 2018 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.

Litigation and Arbitration: 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.

See **partners profiles** on **page 219-220**

WEERAWONG C&P

WEERAWONG, CHINNAVAT & PARTNERS LTD.

"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

asialaw WINNER ASIA-PACIFIC DISPUTE RESOLUTION AWARDS 2016

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In-House Community Firm of the Year

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LEGAL 500 TOP TIER

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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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IN-DEPTH FIRM PROFILES.....P.150

Vietnam firms online here:

VIETNAM

In-House Community Survey
Representing Corporate Vietnam, 2017

KEY ISSUES AND CONCERNS

The profile of respondents in Vietnam was overwhelmingly from multinational companies, reflecting the relatively weak development of local private business, which is far outweighed by state-owned enterprises.

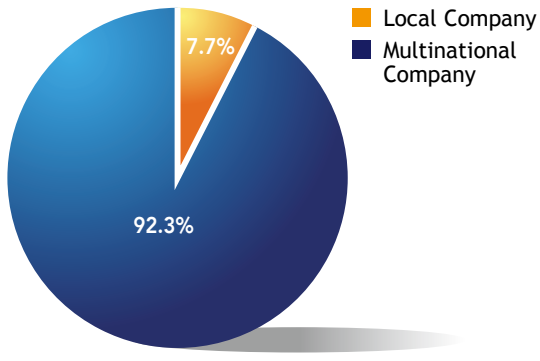
International companies in the country are focused on a range of sectors, from financial services to retail, manufacturing, energy and real estate. The average size of legal teams is just six people and most respondents worked in teams that were established less than 10 years ago. Reflecting the international nature of the businesses they worked for, 81% said that ethics and/or compliance is included in legal, which is higher than the regional average.

Respondents said that roughly 30% of legal spend is sent to external counsel.

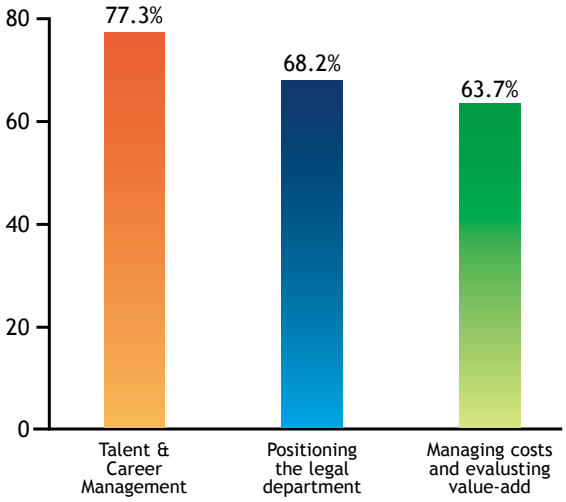
AT A GLANCE

Dominant industry: Financial services
Average team size: 6

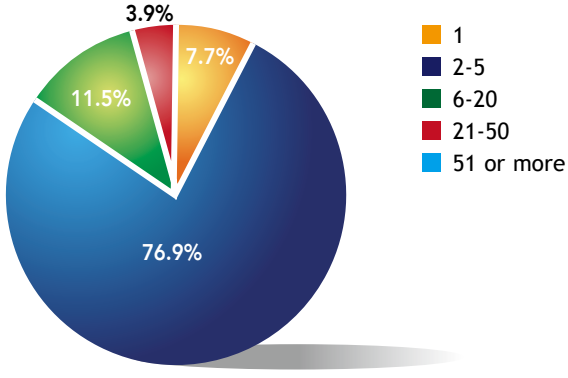
Your company is a:



VIETNAM
The GC's 3 Prevailing Issues



Ho Chi Minh City
How large is your in-house legal / compliance team?



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 Legal (Vietnam) LLC MR		✓		✔	✔	✓	✔		✓									✔	✔			✓	15
Allens MR	✔	✓		✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓				✔	✓	✓		✓	33
ANT Lawyers						✔	✔	✔	✓	✓	✓		✔	✓			✔	✓		✓	✓			9
Asia Counsel Vietnam				✓	✓	✓	✔	✓	✔									✔	✔			✔	13
Bae, Kim & Lee LLC	✓			✔			✔	✓						✔			✓		✔	✔		✓		6
Baker McKenzie (Vietnam) Ltd. MR	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✔	✓		✓	✓		✔	✔	✓	✓	✓	43
bizconsult law LLC	✓			✓	✓	✓	✓	✓				✓	✓				✓		✓	✓	✓	✓	✓	N/A
Bross & Partners	✓			✓	✓	✓	✓	✓				✓	✓	✓			✓		✓	✓	✓	✓	✓	N/A
Detech & Associates													✓											N/A
DFDL				✔	✓	✓	✔	✓	✔		✓	✓	✓						✓	✔	✓	✔	✓	17
Dilinh Legal		✓		✓		✔	✔	✔		✓	✓					✔	✓			✔	✓		✓	7
DNAS Lawyers	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	N/A
Duane Morris Vietnam LLC	✓			✔	✓	✓	✔	✔	✔		✓		✓	✓		✓	✓		✔	✓	✓		✓	12
Dzungsrt & Associates LLC							✔					✔		✔			✔	✔						12
Frasers Law Company	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A
Freshfields Bruckhaus Deringer LLP, Vietnam MR	✔	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓		✓		✓	✓	✓	✔	✔	✓	✓	✓	15
Gruenkorn & Partner Law Co., Ltd.			✔					✔									✓		✔	✔		✔		8
Hogan Lovells International LLP MR	✓			✔			✔	✓	✔	✓			✔	✓			✓		✔	✓			✓	15
Indochine Counsel				✓	✓	✓	✔	✔	✓				✔			✓	✓		✔	✔	✓	✓	✓	25+
Kelvin Chia Partnership, Hanoi and																								

KEY

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

In-House Community Recognition

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- 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Ho Chi Minh City Branches	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	N/A	
LNT & Partners MR		✓		✔	✓	✓	✔	✓	✓	✓		✓	✓	✓		✓	✔	✓	✔	✔	✓	✓		57	
Luat Viet Advocates & Solicitors	✓	✓		✔	✔		✔	✓	✓			✓	✓				✔		✓	✔	✓	✓	✓	N/A	
Mayer Brown JSM (Vietnam) MR	✓	✓		✔	✓	✓	✔	✓	✓								✓		✔	✔	✔			5	
Mirandah Asia (Vietnam)													✓											N/A	
Phuoc & Partners MR				✓		✓	✔	✔	✓			✓	✓				✔		✓	✔	✔	✓		63	
Rajah & Tann LCT Lawyers	✓	✓		✓	✓	✔	✔	✓	✓		✓	✓	✓	✓		✓	✔	✓	✓	✔	✓	✓	✔	35	
RHTLaw Taylor Wessing Vietnam				✔	✓	✔	✔	✔				✓	✓			✔	✓						✓	32	
Roedl & Partner Vietnam Ltd.						✓	✓	✓	✓													✓		N/A	
Russin & Vecchi MR				✔		✓	✔	✓			✓	✔	✓							✔			✔	20	See Page 150
Tilleke & Gibbins		✓	✓	✓		✓	✔	✔	✓		✓	✓	✔	✓		✔	✓	✓	✓	✓	✓		✔	39	
VB Law			✓	✓	✓	✓	✓										✓		✓	✓	✓	✓		N/A	
VCI Legal	✓	✓	✓	✓		✓	✓	✓	✓			✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A	
VDB Loi			✓	✓	✓	✓	✔	✓	✓										✓	✔	✔	✔	✔	10+	
Venture North Law Limited		✓	✓	✔		✔	✔	✓	✓	✓							✓			✔	✔		✓	10	
VILAF MR	✓	✓	✓	✔	✔	✓	✔	✓	✔	✓	✓	✓		✓		✓	✔	✓	✓	✓		✓	✓	70	See Page 152
Vision & Associates	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓		✓	✓	✓	✓	✔	✓	✓	✔	73	
VNA Legal	✓	✓		✓		✓	✓	✓	✓	✓		✓	✓				✓	✓	✓	✓	✓	✓	✓	N/A	
YKVN MR		✓		✔	✔		✔	✓	✓	✓		✓	✓	✔			✔	✓	✓	✓				85	
ZICO Law (Vietnam)	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓		✓	✔				✓		✔	✔	✓		✓	22	

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

Ashurst LLP Norton Rose Fulbright Shearman & Sterling Gibson, Dunn & Crutcher LLP 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.

Russin & Vecchi

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Tel: (84-28) 3824-3026
Fax: (84-28) 3824-3113

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

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

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 AsiaPacific (2018) 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 2017: Alternative Investment Funds (including private equity), Corporate and M&A, Most Responsive Domestic Law Firm
- *"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 **partners profiles** on **page 220**

Russin & Vecchi

International Legal Counsellors

- **Corporate / Commercial**
- **Mergers & Acquisitions**
- **Employment**
- **Insurance**
- **Banking & Finance**
- **Real Estate**
- **Intellectual Property**
- **Foreign, Vietnamese Corruption Law**

Ho Chi Minh City

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Hanoi

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Tel: (84-24) 3825-1700
Fax: (84-24) 3825-1742

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

Bangkok | Hanoi | Ho Chi Minh City | Moscow | New York | Puerto Plata
Santo Domingo | Taipei | Vladivostok | Washington DC | Yuzhno-Sakhalinsk

VILAF

Ho Chi Minh City Head Office
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Fax: (84) 28 3827 7303

Contacts:
Vo Ha Duyen, Chairperson, duyen@vilaf.com.vn
Ngo Thanh Tung, Ho Chi Minh City Managing Partner, tung@vilaf.com.vn
Dang Duong Anh, Hanoi Managing Partner, anh@vilaf.com.vn

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

Total Number of Fee Earners: 70

Website: www.vilaf.com.vn

Languages Spoken: Vietnamese, English, Filipino.

Main Practice Areas

- Corporate and M&A
- Banking and Finance
- Capital Markets
- Energy and Infrastructure
- Real Property
- Dispute Resolution

Firm Profile

International expertise with local understanding

With 25 years of experience, VILAF is a leading law firm in Vietnam. VILAF is one of the largest law firms in Vietnam with 70 lawyers including 10 partners and with extensive experience advising cross-border M&A and financing transactions with Vietnam.

VILAF's experienced team of senior lawyers covers every aspect of business in Vietnam, including foreign direct investment, commercial, corporate and M&A, banking & finance, capital markets, project finance, power/energy and infrastructure projects, oil & gas, automobile, aviation, real estate, construction, logistics trading & distribution, taxation, fintech, employment, shipping, litigation and arbitration, technology transfers and health care.

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

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 IFLR 1000, Legal 500, Chambers and Partners, and AsiaLaw.

Among VILAF advised recent high-profile deals include

- Advising Vingroup in the US$850 million share sale to GIC Private Limited
- Advising SCG in the acquisition of CSC and VCM, two giant group of cement production plants, valued at US$400 million
- Advising Golden Springs Group in the sale of 75% stake in Gold Coin Management Holdings to Pilmico International which values the livestock feed producer at US$550 million
- Advising SCG Chemicals in a sequence of transactions to buy out 25% and 29% of the equity stakes in Long Son Petrochemicals Company Limited ("LSP") from Qatar Petroleum and PetroVietnam respectively to become the sole owner of the US$5.4 billion LSP petrochemicals complex
- Advising international lenders and sponsors in Phu My 2.2 BOT Gas Fired Power Project, Nghi Son 2 BOT Coal Fired Power Project, Nam Dinh 1 Coal Fired Power Project, Mong Duong 2 Coal Fired Power Project, Van Phong 1 Coal Fired Power Project, Vinh Tan 1 BOT Coal Fired Power Project, Vinh Tan 3 BOT Coal Fired Power Project, and Vung Ang 2 BOT Coal Fired Power Project
- Advising international lenders or sponsors in the financing of three international container terminals developed by SPCT, CMIT, and SP-PSA
- Advising Vinhomes JSC and the major shareholders in relation to the 144A rule international placement and listing on the Ho Chi Minh City Stock Exchange (HOSE) with the offer value of US$1.4 billion, the largest listing ever recorded on HOSE till now
- Assisting Credit Suisse as the lead manager on a US$310 million concurrent equity placement and convertible bond offering by Novaland, marking the first ever capital raising for a Vietnamese company in a concurrent equity placement and convertible bond offering.

See **partners profiles** on **pages 221 – 224**

VILAF

VIETNAM INTERNATIONAL LAW FIRM

an In-House Community
ASIAN-MENA COUNSEL
Firm of the Year
2016

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
4th Floor, MPlaza Saigon
39 Le Duan Street, District 1
Phone: +84 28 3827 7300

HA NOI OFFICE
6th Floor, HCO Building (Melia)
44B Ly Thuong Kiet Street
Phone: +84 24 3934 8530

WWW.VILAF.COM.VN

CAMBODIA LAOS AND MYANMAR

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IN-DEPTH FIRM PROFILES.....P.160

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, 2017

CAMBODIA

Economic growth in Cambodia has remained stable at roughly 7 percent for the past seven years and continued this trend in 2017 at 6.8 percent, driven by the country's heavy reliance on the garment industry and tourism.

While workers in the garment industry continue to fight for better wages and conditions, GDP per capita is rising and stood at roughly US$1,400 in 2017. However, it is feared that demand for better wages could hurt the country's competitiveness.

One of the biggest drivers of growth in recent years has been Chinese aid and investment into the country, particularly as part of the Belt and Road initiative. China has been Cambodia's largest foreign direct investor for the past five years. Foreign direct investment has grown at a double-digit average for the past decade and almost doubled in 2017.

In the World Economic Forum's Global Competitiveness Index it ranks 94th overall, scoring highest for labour market efficiency, financial market development and the macroeconomic environment. The most problematic factors for doing business are corruption, an inadequately educated workforce, policy instability and an inadequate supply of infrastructure.

Cambodia ranks 161st out of 180 countries, according to the 2017 Corruption Perceptions Index.

In terms of regulatory reforms, a new competition law has been drafted but the timeline for enactment is unclear.

LAOS

The rate of economic growth in Laos has been in decline since 2010, dropping from 8.5 percent to 6.9 percent in 2017, according to World Bank data.

Even so, growth remains at a relatively high level thanks to robust manufacturing and services sectors. One of its most aggressive development objectives has been in the form of investment into hydropower, largely funded by China through its Belt and Road initiative. However, this strategy came under review in 2018 after the collapse of a dam under construction left more than 7,000 people homeless.

Laos ranks 98rd 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, tax rates and a lack of access to financing.

The country is ranked 135th out of 180 countries in the 2017 Corruption Perceptions Index.

Recent regulatory developments include a proposal to introduce administrative courts to resolve disputes over such issues as land use, hospital treatment, taxation, the environment and public payments and other state services.

MYANMAR

Strong domestic demand, foreign domestic investment and regional economic activity helped Myanmar to grow at 6.7% during 2017.

Since opening its economy in 2011 after decades of military rule, the country attracted significant interest from foreign investors, but enthusiasm has suffered as a result of the Rohingya crisis in 2016 and 2017, which led to 700,000 people fleeing into Bangladesh. As a result, foreign investment has fallen in both 2016 and 2017.

The economy is also heavily reliant on agriculture, making it vulnerable to poor weather, but that is changing slowly. Agriculture still contributes 36 percent of GDP, but services have already surpassed that figure at 38 percent.

Myanmar is ranked 130th out of 180 countries in the 2017 Corruption Perceptions Index.

Reforms have been progressing, with the passage in 2017 of a new Companies Law, liberalisation of the rules governing foreign insurers and belated implementation of the 2015 Mines Law.

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
CAMBODIA																									
BNG Legal	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	N/A	
Bun & Associates				✔	✓	✓	✔	✓	✓	✓	✓	✔	✓		✓		✓		✓	✔	✓	✔	✓	54	
DFDL	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	35		
HML Law Firm & Consultants		✓	✓	✓		✓	✓	✓		✓		✓	✓				✓		✓	✓	✓	✓	✓	N/A	
MAR & Associates	✓	✓	✓	✓	✓	✔	✔	✔	✓	✓		✓	✔	✓		✓	✓	✓	✓	✔	✓	✓	✓	10	See Page 160
Meng & Associates				✔	✓	✔	✔	✓	✓			✓	✓	✓			✔	✓	✓	✔	✓	✓		7	
R&T Sok & Heng Law Office		✓	✓	✔	✔	✓	✔	✓	✓	✓		✓	✓				✓		✔	✔	✓	✓	✓	22	
Sciaroni & Associates	✓	✓	✓	✔	✓	✔	✓	✔	✓			✓	✔				✓		✓	✔				10	
SCL SP & P Company Limited (Cambodia)		✓		✔	✓	✓	✔	✔					✔				✓			✓	✓	✔	✓	6	See Page 164
SokSiphana&associates (a member of ZICO Law)	✓	✓		✔		✔	✔	✓	✓	✓	✓	✓	✓						✔	✔	✓		✓	28	
Tilleke & Gibbins		✓		✓	✓	✔	✔	✔	✓		✓	✓	✔			✔	✓		✓	✓		✓	✓	8	
VDB Loi	✓		✓	✓	✓	✓	✔	✓	✓				✓					✓	✔	✔	✓	✔	✔	30+	

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.

KEY

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✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 Ltd. (Arion Legal)				✓		✓	✓	✓	✓			✓					✓		✓	✓			✓	N/A	
DFDL Legal & Tax	✓	✓		✓	✓	✓	✔	✔	✔			✓	✓				✓		✔	✓		✔	✓	10	
Lao Premier International Law Office Ltd.				✓	✓	✓	✓	✓	✓	✓			✓				✓			✓	✓	✓		N/A	
LS Horizon (Lao) Sole Co. Ltd.				✔	✔	✔	✔	✓	✓			✓	✓	✓			✓		✔	✓	✓	✓		8	
Rajah & Tann (Laos) Sole., Ltd.				✔		✔	✔	✔						✓			✓		✔		✓	✓		4	
Sciaroni & Associates		✓		✔	✓	✔	✓	✔	✓			✓	✔				✓		✓	✓	✓	✔	✓	3	
SCL Law Offices Limited (Lao PDR)				✔	✓		✔	✔					✓				✓		✔	✓	✔	✓	✓	6	See Page 164
Tilleke & Gibbins				✓	✓	✔	✔	✔	✓	✓	✔	✔			✓	✓	✓	✓	✓	✓		✓	✓	3	
VDB Loi				✔	✓	✔	✓	✔	✔			✓	✓						✓	✓	✓	✔	✓	20+	
ZICO Law Laos	✓	✓		✔	✓	✓	✔	✓	✓	✓			✔				✓		✔	✔	✓		✓	6	

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.

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
MYANMAR																									
Allen & Gledhill (Myanmar) Co., Ltd.	✓	✓		✔	✔	✔	✔	✓	✓			✓	✓	✓			✓	✓	✔	✓	✓	✓	✓	20	
Allen & Overy	✓	✓	✓	✔	✓		✔		✔		✓	✓		✔					✔	✓	✓		✓	N/A	
Bae, Kim & Lee LLC	✓			✔		✓	✔		✓					✓			✔		✔	✔				2	
Baker McKenzie Ltd.	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	✓		✓	✓	✓	✔	✓	✓	✓	✔	7	
BNG Legal, Myanmar		✓		✓		✓	✓	✓	✓	✓			✓	✓			✓	✓		✓			✓	N/A	
Dentons Myanmar Ltd.			✓	✓		✔	✔	✓	✔		✓		✓				✓	✓	✔	✔			✓	7	
DFDL			✓	✔	✓	✓	✔	✓	✔	✓		✓	✓		✓		✓	✓	✓	✔	✓	✔	✓	27	
Duane Morris & Selvam (Myanmar) LLC	✓		✓	✓	✔	✓	✔	✓	✔		✓		✓	✓			✔		✔	✓	✓		✓	12	
Kelvin Chia Yangon Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓				✓	✓	✓	✓	✓	✓	N/A	
LawPlus Myanmar				✓		✓	✓	✓	✓				✓				✓		✓	✓	✓		✓	N/A	
Luther Law Firm Ltd., Luther Corporate Services Ltd.	✓			✓		✔	✔	✔	✓			✓	✓	✓				✓	✓	✔	✓	✔	✓	8	
Myanmar Legal Services Limited							✔	✔	✔										✔	✔				7	See Page 162
Myanmar Premier International Law Office Ltd.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓				✓	✓	✓	✓	✓	✓	N/A	
Rajah & Tann NK Legal Myanmar Company Ltd.			✓	✓	✓	✓	✔	✔	✓			✓	✔				✔	✓	✔	✓			✓	10	
Sciaroni & Associates		✓		✔	✓	✔	✔	✔	✓			✓	✔	✓			✓		✓	✓	✓	✓	✓	2	
Siam City Law (Myanmar) Co. Ltd.				✓	✔	✓	✔	✔					✔				✓		✔	✓	✓		✓	6	See Page 164

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Stephenson Harwood	✔		✓	✓	✓	✔	✔	✓	✓	✓	✓		✓	✓		✓		✓	✔	✓			✔	5
Tilleke & Gibbins		✓	✓	✓	✓	✔	✔	✔	✓		✓	✓	✔			✓	✔		✓	✓		✓	✓	8
TMI Associates Yangon Office (TMI Associates Services Co., Ltd.)							✓	✓					✓							✓				N/A
Trocadelyo LS (Myanmar) Ltd.						✔	✔	✔	✔				✓	✓			✓		✓		✓	✓	✔	4
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

Gibson, Dunn & Crutcher 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.

MAR & Associates

East Commercial Center, 27th Floor,
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Phum 10, Sangkat Tonle Bassac,
Khan Chamkarmon, Phnom Penh, Cambodia
Tel: (855) 23 964 876
(855) 23 987 876
Email: borana@mar-associates.com
Website: www.mar-associates.com

Managing Partner: MAR Samborana (Mr.)

Number of Professionals: 35
Offices in Asia: 10

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 on the full spectrum of corporate and commercial work to clients which range from leading international corporate entities including those in banking, securities, insurance, telecommunications, technology, infrastructure construction, real estate, mechanical engineering, NGO, transportation, energy, and industry; to small home-grown businesses. The firm is committed to helping clients with outstanding and expeditious legal services while mitigating possible risks.

Firm Profile

MAR & Associates is an accredited and highly professional law firm duly registered under the Cambodian Bar Association of the Kingdom of Cambodia. With a specialized and localized team committed to excellence and quality legal services, MAR & Associates offers a full legal service with extensive knowledge of the laws, businesses and markets in the region. The team is highly competent and capable of working with a wide range of clientele from diverse backgrounds and cultures. Working in associate with JBL Mekong, MAR & Associates also offers a unique skill set and high quality legal service to Japanese and other foreign investors. Committed to excellence and integrity, team at MAR & Associates are experienced, professional, 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

- Global Law Experts Awards 2018 - Foreign Investment Law Firm of the Year in Cambodia in the area of Foreign Investment
- Asialaw Leading Lawyers 2018 – Leading Lawyer for Corporate M&A
- APAC Insider: ***1. Best M&A & Investment Law Firm 2018 - Cambodia***
  2. Corporate Lawyer of the Year 2018 - MAR Samborana

See **partners profiles** on **page 224**

MAR & Associates

a member of ONE ASIA LAWYERS

Legal Excellence.
Diversity Advantage.
Quality, Speed & Cost-Effective.

With a specialized and localized team committed to excellence and quality legal service, MAR & Associates offers a full legal service with extensive knowledge of the laws, businesses and markets in the region. The team is highly competent and capable of working with a wide range of clientele from diverse backgrounds and cultures.

- Foreign Investment
- Corporate/M&A
- Real Estate & Construction
- Dispute Resolution & Litigation
- Labor & Employment
- Intellectual Property
- Banking and Finance
- Agriculture & Tourism

East Commercial Center, 27 floor, Room No 27HJKLM,
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Cambodia | Laos | Thailand | Myanmar | Philippines
Vietnam | Singapore | Malaysia | Japan | Indonesia

Myanmar Legal Services Limited

22/D Malikha Street (off Parami Road)
Mayangone Township, Yangon 11061
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Tel: (951) 650740 / (951) 652139

Website: www.myanmarlegal services.com

Contact:
Daw Khin Cho Kyi kckyi@mlslyangon.com
info@mlslyangon.com

Number of Lawyers: 5
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

- Top Tier Firm by, *The Legal 500 Asia Pacific 2018*
- Top Tier Firm by *IFLR1000 (Financial & Corporate) 2018*
- Outstanding Firm by *AsiaLaw Profiles 2018*
- Top Ranked/Leading Firm, by *Chambers and Partners Asia Pacific 2018*
- 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 Band 1 Individual Lawyer by *Chambers Global 2018, and as Band 1 Individual's Commentary by Chambers Asia Pacific 2018.*

See **partner profile** on **page 225**

photo credit: Mariusz Lewicki

MYANMAR LEGAL

MYANMAR LEGAL SERVICES LIMITED

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SCL Law Group

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Rajanakarn Building, 20th Floor,
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Tel: (856) 21 222 732-3
Email: info@la.scl-law.com

Myanmar
Siam City Law (Myanmar) Co., Ltd.
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, Japanese, Lao, Myanmese, Thai, Khamer.

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 & 2017:
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 **partners profiles** on **page 225**

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

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AUSTRALIA

In-House Community Survey

Representing Corporate Australia, 2017

INTRODUCTION

Australia's economy grew by 2.2 percent during 2017 as the country enjoyed another year of stable growth. Commodity prices, which have weighed on the country for the past few years, began to rise during 2017 and helped to re-inflate the economy, reflected in a sharp rise in nominal growth, even as GDP followed its steady path. Looking forward, continued overseas demand for commodities will fuel export growth and is driving forecasts for stronger real growth in 2018 and 2019.

The resilience of the Australian economy has been demonstrated during the past few years, and is testament to the country's open economy and strong fundamentals. It is ranked 14th among 190 economies for ease of doing business, according to the latest World Bank annual ratings, up from 15th in 2016. It is the 13th least corrupt nation out of 180 countries, according to the 2017 Corruption Perceptions Index reported by Transparency International.

In the World Economic Forum's Global Competitiveness Index, Australia ranks 21st overall and is in the top 10 for financial market development and higher education. The country has posted a noticeable drop in the infrastructure pillar during the past year, particularly its communications' infrastructure. The most problematic factors for doing business are restrictive regulations, tax rates, inefficient government bureaucracy and policy instability.

Amid the high-profile Banking Royal Commission, major reforms are being introduced to the banking and financial services sector, including a free, fast and binding one-stop shop dispute resolution service and a banking executive accountability and remuneration regime.

KEY

✓ Active in this practice area

✔ One of the firm's five largest practice areas

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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		✓		✔	✓		✔	✓					✓				✔		✓	✔	✓	✔	✓	139
Ashurst	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓		✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	700
Atanaskovic Hartnell	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	N/A
Baker McKenzie	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓		✓	✓		✓	✓	✓	✓	✓	281
Bird & Bird		✓			✓	✔	✔	✓	✓				✔			✓	✔		✓	✓	✓		✔	56
Clayton Utz	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔	✓	✔	✔	✓	✓	✓	858
Clifford Chance	✓	✔	✓	✔	✔	✓	✔		✓	✓	✓	✓	✓	✓		✓	✔	✓	✓	✓	✓		✓	80
Clyde & Co Australia			✓			✓	✓	✓	✓			✓		✓			✓	✓	✓	✓	✓			N/A
Colin Biggers & Paisley		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓				✓	✓	✓	✓	✓	✓	✓	N/A
Corrs Chambers Westgarth	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
Dentons		✓		✔	✓	✓	✓	✓	✓	✓			✔			✓	✔		✓	✔	✔	✓		223
DLA Piper	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
Gadens	✓	✓		✔	✓	✓	✔	✓	✓	✓	✓		✔	✓	✓	✓	✔		✓	✔	✓	✓	✓	379
Gilbert + Tobin	✓	✔		✔	✓	✓	✔	✓	✓	✓			✔				✔		✓	✓	✓	✓	✓	365
Griffith Hack													✔											77
Herbert Smith Freehills	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	1076
HFW		✓	✔	✓		✓	✓		✔	✓		✓		✔			✓	✔	✓	✔				69
Hogan Lovells International LLP	✓			✔	✓	✓	✔		✔					✓			✓		✔	✓	✔			27
K&L Gates	✓	✓	✓	✔	✓	✓	✔	✔	✓			✓	✔	✓		✓	✔	✓	✓	✓	✓	✓	✓	300
Kennedys			✓			✓		✔				✔		✓		✔	✔	✔					✓	43

KEY

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

	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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 Mallesons	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓		✓	✔		✓	✔	✓	✔	✓	900+
Maddocks	✓	✓		✓	✓	✓	✔	✔	✓	✓	✓		✓	✓		✓	✓		✔	✔	✓	✓	✔	384
MinterEllison	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓		✓	✓			✓	✔		✔	✔	✓	✓	✓	1000+
Norton Rose Fulbright Australia	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
Pinsent Masons LLP				✓			✔	✓	✔					✓			✔		✔	✔				51
Piper Alderman	✓	✓		✓	✓	✓	✔	✔	✓	✓	✓		✓	✓		✓	✔		✓	✔	✔	✓	✓	196
Seyfarth Shaw								✔																33
Sidley Austin				✓	✓		✓		✓										✓		✓			11
Squire Patton Boggs (AU)	✓	✓	✓	✓	✓	✓	✔	✔	✔	✓	✓		✓	✓		✓	✔		✓	✔	✓	✓	✓	103
Sullivan & Cromwell	✓			✔	✔	✓	✔		✔			✓				✓			✔		✓		✓	8
White & Case				✓			✔		✔	✔									✔	✔				56

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

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IN-DEPTH FIRM PROFILES.....P.182

Middle East-GCC firms online here:

Photo: Tim Gilkison

In-House Community Survey

Representing Corporate United Arab Emirates, 2017

KEY ISSUES AND CONCERNS

In-house counsel in the United Arab Emirates often work for companies with interests across a particularly challenging region, where access to external legal expertise is often necessary in the eyes of the in-house team, but not always recognised by the commercial side of the business. "The business culture tends to rely on factors other than legality or risk management," as one respondent put it.

Many respondents cited measuring the performance and value-add of the legal department as a key challenge, as well as changing the perception of the legal function from being a barrier to being a business partner in the eyes of non-legal colleagues.

This was the only jurisdiction where the election of Donald Trump came up as a challenge, with the issue of sanctions and travel restrictions affecting trade and creating uncertainty across the region. The introduction of value-added tax was also commonly cited. The UAE and Saudi Arabia are both launching VAT on selected goods and services on January 1, 2018, including certain financial products and real estate transactions.

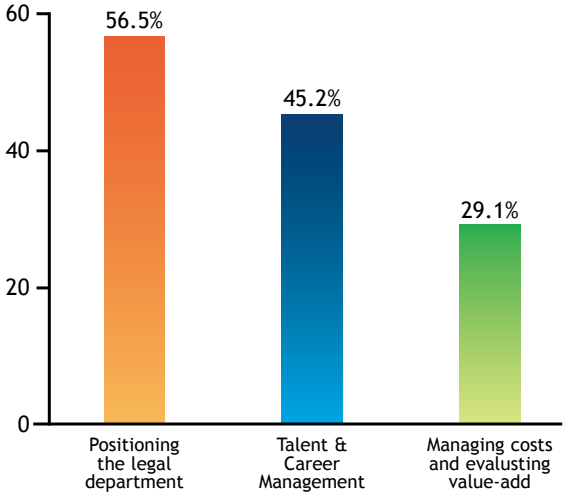
However, by far the most common concern mentioned by respondents was the continued economic uncertainty and slow pace of business.

AT A GLANCE

Dominant industry: Real estate/construction
Average team size: 8

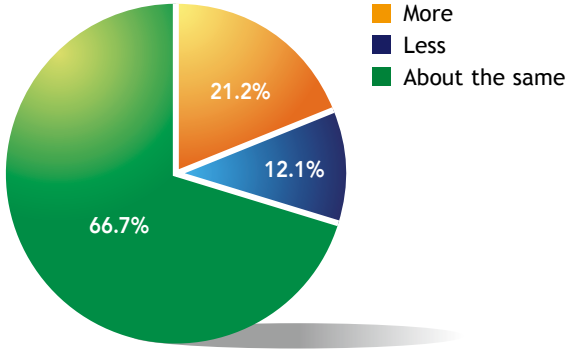
UNITED ARAB EMIRATES

The GC's 3 Prevailing Issues



Dubai

In the coming year, do you expect to use external counsel?



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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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				✔			✔	✔	✓		✓		✓		✓	✓	✔		✓	✔	✓			12	
Baker & McKenzie Limited				✔	✓		✔		✓						✔				✓	✔	✓			17	
Cedar White Bradley												✓												N/A	
DLA Piper	✓		✓	✔		✓	✔	✓	✓				✓		✓	✓	✓		✔	✓	✔		✔	4	
EK Attorneys & Legal Consultant						✓	✓	✓						✓			✓							N/A	
KBH Kaanuun			✓	✔		✓	✔	✓		✓		✓	✓	✔	✓		✔	✓	✓	✔	✓		✓	5	
Norton Rose Fulbright (Middle East) LLP				✔		✓	✓		✔					✓	✓		✓	✓	✔	✔			✓	3	
Osama Anwar Law Firm	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	N/A	
Trowers & Hamlins	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓			✓	✓	✔		✔		✓	✔	✓		✓	12	See Page 182

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 JV with Attorney Yaqoub Yousef Al-Munayae	✓		✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	20

KEY

✓ Active in this practice area

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In-House Community Recognition

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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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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-dostour Law Firm	✓						✓	✓	✓			✓	✓	✓	✓		✓	✓		✓			✓	N/A
DLA Piper	✓		✓	✔		✔	✔	✓					✓	✓	✓	✓	✔		✓	✓	✔			4
KBH Kaanuun				✓		✓	✓	✓					✓	✓			✓				✓			N/A
Menwer & Associates	✓		✓	✓		✓	✓	✓	✓			✓	✓	✓	✓		✓		✓	✓	✓	✓	✓	N/A

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

Cleary Gottlieb Steen & Hamilton

Reed Smith

OMAN

Al Alawi & Co Advocates & Legal Consultants	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓		✓	✓	✓	✓	✓	✓		N/A
Al Tamimi & Company	✔	✓		✔	✓		✔	✓		✓		✓	✓	✓	✓		✔	✓	✓	✔	✓	✓	✓	5
Blushy & Badrie Associates	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
BSA Ahmad Bin Hezeem & Associates LLP		✓	✓	✔	✓	✓	✔	✓	✓	✓		✓	✓	✔	✓		✔	✓	✓	✔	✓	✓	✓	6
Dentons	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓		✓	✓	✓	✓		✔	✓	✔	✓	✓	✓	✔	34
DLA Piper	✓		✓	✔	✓	✓	✔	✓	✓				✓	✓	✓	✓	✓	✔	✔	✔	✓		✓	2
Fatma Al Mamari Advocacy and Legal Consultancy Firm in association with Clyde & Co						✓	✔	✓	✓															6

KEY

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In-House Community Recognition

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MR Most Responsive (Honourable Mention)

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Nasser Al Habsi & Saif Al Mamari Law Firm in association with Addleshaw Goddard (Middle East) LLP	✓			✔		✓	✔	✔	✓				✓	✓		✔		✔	✓	✓		✓	11	
Said Al Shahry & Partners (SASLO)	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✔	✓	✓	✔	✓	✔	✔	✓	✓	✓	23	
Trowers & Hamlins	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓			✓	✓	✓		✔		✔	✔	✓		✓	15	See Page 184

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

Cleary Gottlieb Steen & Hamilton

Reed Smith

QATAR

Addleshaw Goddard (GCC) LLP				✔		✓	✔	✓			✓		✓	✓	✔		✔		✔	✓	✓		✓	8
Baker & McKenzie LLP				✔			✔								✓				✔	✔				3
Cedar White Bradley												✔												N/A
Clyde & Co				✓		✓	✔	✓	✓			✔	✔	✓	✓		✔	✓		✔	✓		✓	13
Dentons	✓	✓	✓	✓	✓	✔	✔	✓	✓	✓			✓	✔	✓		✓	✓	✔	✓	✓		✔	13
DLA Piper	✓		✓	✓		✓	✔	✔	✓				✓	✓	✓	✓	✔		✔	✓	✓		✔	2
Eversheds Sutherland (International) LLP	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓		✓	✓	✔	✓	✓	✓	✓	✔	✓	✓	✓	✓	9
Ghada M. Darwish Law Firm	✓	✓	✓	✓	✓	✓	✔	✔	✓	✓		✓	✔	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	16
Law Offices of Gebran Majdalany	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓	✓		✓	✓	✓	✓	✓		✓	N/A

KEY

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- ✔ One of the firm's five largest practice areas

In-House Community Recognition

- MR An *Asian-mena Counsel* **Most Responsive Firm of the Year 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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
Sami Abdullah Abushaikha Advocates & Legal Consultants	✓	✓	✓	✔	✓	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓	✔	✔	✓	✓	✓	✓	✓	9
Simmons & Simmons Middle East LLP	✓	✓		✔	✓	✓	✔	✓	✓		✓	✓	✓	✓	✓	✓	✔		✓	✔	✓		✔	6

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

Cleary Gottlieb Steen & Hamilton

Reed Smith

SAUDI ARABIA

Abdullah A. Al Fallaj Law Firm							✔	✔					✔	✔			✔							16
Al Tamimi & Company	✓	✓	✓	✓	✓	✔	✔	✔	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✓	✓	50
Baker Botts				✔	✓	✓	✔		✔					✓	✓	✓	✔		✔	✓	✓			6
BSA Ahmad Bin Hezeem & Associates LLP		✓		✓		✔	✔	✓					✔			✓	✔			✔	✓	✓	✓	4
Clyde & Co				✓	✓	✓	✔	✓	✓			✔	✔	✓	✓		✔	✓		✔	✓		✓	25
Dentons in association with The Law Firm of Wael A. Alissa	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓			✓	✓	✓		✔	✓	✔	✓	✓		✔	10
DLA Piper in collaboration with Amer Al Amr Law Firm	✓		✓	✔	✓	✓	✔	✓	✓		✓	✓	✓	✓	✓	✓	✔		✔	✔	✓	✓	✓	23
Faisal Adnan Baassiri Law Firm in Association with Ashurst LLP	✓		✓	✓	✓	✔	✔	✓	✔	✓				✓	✓		✔	✓	✔	✓	✓			3
Hammad & Al-Mehdar Law Firm				✔	✔	✓	✔	✓					✓	✓	✓	✓	✔		✓	✓	✔		✓	32

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Jones Day, in association with Ebrahim Alhabardi Law Office				✓			✓		✓				✓				✓		✓	✓				N/A
Legal Advisors, Abdulaziz Alajlan & Partners in association with Baker & McKenzie Ltd.	✔	✓		✔	✔	✓	✔	✓							✓		✔		✓	✓			✓	30
Mohammed Al-Ghamdi Law Firm - in association with Norton Rose Fulbright US LLP	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✔	✓	✓		✓	15
Mohammed AlDhabaan & Partners in association with Eversheds Sutherland	✓	✓	✓	✓	✔	✔	✔	✓	✓	✓		✓	✓	✓	✓		✔	✓	✓	✓	✔	✓	✓	18
Shearman & Sterling in association with Dr. Sultan Almasoud & Partners				✔	✔	✓	✔		✓					✔	✓		✓		✔	✓				7
Simmons & Simmons Middle East LLP in alliance with Hammad & Al-Mehdar	✓	✓		✔	✔	✓	✔	✓	✓		✓		✓	✓	✔	✓	✔			✓	✓		✓	1
The Law Firm of Hazim Al Madani							✓	✓				✓	✓	✓			✓			✓	✓			N/A
The Law Office of Looaye M. Al-Akkas in assoc. with Vinson & Elkins LLP	✓			✓	✔	✓	✔		✔					✓		✓	✔		✔		✓		✓	6
The Law Office of Nasser Al-Hamdan in assoc. with Herbert Smith Freehills	✓			✓	✓	✓	✓	✓	✓	✓		✓		✓	✓		✓		✓	✓	✓		✓	6
The Law Office of Salman M. Al-Sudairi in coop. with Latham & Watkins LLP	✓		✓	✔	✔	✓	✔		✓	✓	✓	✓	✓		✓	✓	✓	✓	✔	✓	✓		✔	9

KEY

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In-House Community Recognition

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ZS&R Law Firm in association with Hogan Lovells	✓		✓	✔	✓	✔	✔	✓	✓			✓		✓	✓	✓	✔		✔	✓	✓		✓	7	

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

Reed Smith

UNITED ARAB EMIRATES

Abdelaziz Alhanaee Advocates and Legal Consultancy				✓			✓	✓				✓	✓	✓			✓	✓		✓				N/A	
Addleshaw Goddard (Middle East) LLP	✓			✔	✓	✓	✔	✓	✓	✓	✓			✓	✓	✓	✔		✔	✔	✓			28	
Afridi & Angell MR	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✔	✓	✓	✓	32	See Page 186
Akin Gump Strauss Hauer & Feld LLP	✔	✓	✓	✓	✓	✓	✔	✓	✔	✓			✓	✓			✔		✔	✓	✓	✓	✓	13	
Al Bahar & Associates Advocates & Legal Consultants				✓	✓	✓	✓	✓				✓	✓	✓	✓		✓	✓	✓	✓	✓		✓	N/A	
Al Dahbashi Gray	✓	✓		✓		✔	✔	✓	✓			✓	✓	✔	✓		✔	✓	✔	✓	✓			10+	
AL Jabri			✓	✓			✓	✓					✓	✓			✓	✓		✓			✓	N/A	
Al Safar and Partners Advocates and Legal Consultants				✓			✓	✓				✓	✓	✓			✓	✓		✓	✓	✓	✓	N/A	
Al Suwaidi & Company MR							✔	✔				✓	✓	✓			✔	✔		✔	✓			N/A	
Al Tamimi & Company MR	✓	✓	✓	✔	✓	✓	✔	✔	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	225	
Allen & Overy LLP MR	✓	✓	✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	N/A	

KEY

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In-House Community Recognition

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Amereller		✓		✓		✔	✔	✔	✓					✔			✔				✓	✓	✓	19
Ashurst LLP	✓		✓	✔	✓	✓	✔	✓	✔	✓				✓	✓		✔	✓	✔	✓	✓			21
Bae, Kim & Lee LLC							✔		✔					✔		✓	✓		✔	✔			✓	2
Baker Botts	✓		✓	✓	✓	✓	✔		✔			✓		✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	17
Baker McKenzie Habib Al Mulla MR	✓	✓		✔	✓	✓	✔	✓			✓	✓	✓	✔	✓	✓	✔	✓	✓	✔	✓	✓	✓	63
Bird & Bird MEA LLP			✔	✓		✓	✔	✓	✓				✔		✓	✓	✓		✔	✓	✓		✔	10
BSA Ahmad Ben Hezeem & Associates LLP	✓	✓	✓	✓	✓	✓	✔	✓	✓	✓	✓	✔	✓	✔	✓		✔	✓		✔	✓	✓	✓	37
Cedar White Bradley													✔				✔							13
Charles Russell Speechleys LLP	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✔	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓	20
Cleary Gottlieb Steen & Hamilton LLP	✔	✓		✓	✔	✓	✔		✓					✓	✓		✔		✔	✓	✓		✓	11
Clyde & Co MR			✓	✓	✓	✓	✔	✓	✓		✓	✔	✔	✓	✓		✔	✓		✔	✓		✓	136
CMS Cameron McKenna Nabarro Olswang LLP	✓	✓	✓	✔		✓	✔	✓	✔	✓		✓	✓	✓	✓	✓	✓		✓	✔	✓		✔	20
Dentons	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓			✓	✔	✓		✓	✓	✔	✓	✓		✔	55
Diaz, Reus & Targ LLP	✓		✓	✓	✓	✔	✓	✓	✓				✓	✔	✔		✔		✔	✓	✓	✓	✓	4
DLA Piper MR	✓		✓	✔	✓	✓	✔	✓	✓		✓		✓	✓	✓	✓	✔		✔	✔	✓	✓	✓	76
Eversheds Sutherland MR	✓	✓	✓	✔	✓	✓	✔	✓	✔	✓	✓		✓	✔	✓	✓	✓	✓	✔	✓	✓	✓	✓	40
Fichte & Co Legal Consultancy	✓		✓	✓		✓	✓	✓	✓	✓		✓		✓	✓		✓	✓	✓	✓	✓			N/A
Freshfields Bruckhaus Deringer LLP MR	✓		✓	✓	✓	✓	✓		✓					✓	✓		✓		✓	✓	✓		✓	N/A

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In-House Community Recognition

MR An *Asian-mena Counsel* **Most Responsive Firm of the Year 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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	
Galadari, Advocates & Legal Consultants	✓		✓	✓		✔	✔	✓	✓	✓		✓	✓	✔		✓	✔	✓	✓	✔	✓	✓	✓	50	
Gateley UK LLP (DMCC Branch)			✔	✓			✔	✓					✓	✓			✔	✔		✔				6	
Gibson Dunn & Crutcher LLP	✔		✓	✔	✓	✓	✔							✓	✓		✔		✓	✓	✔	✓	✓	15	
Gowling WLG	✓			✓	✓		✔	✓	✓				✔	✔		✓	✓		✔	✔			✓	19	
Hadef & Partners LLC MR	✓		✓	✔	✓	✔	✔	✓	✓	✓		✓	✓	✓	✓		✔	✓	✔	✓	✓		✓	90	
Herbert Smith Freehills LLP	✓			✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	32	
Hogan Lovells (Middle East) LLP MR	✓		✓	✔	✓	✓	✔	✓	✔			✓		✓	✔	✓	✓		✔	✓	✓		✓	21	
Horizons & Co				✓		✓	✔	✔			✓	✓	✓		✓		✔	✓	✔	✔	✓			35	See Page 188
Ince & Co			✓	✓		✓	✓	✓	✓			✓		✓	✓		✓	✓	✓					N/A	
James Berry & Associates Legal Consultants		✓	✓	✓	✓	✔	✔	✔	✓			✓	✓	✓			✔	✓	✓	✔			✓	8	
Jones Day	✓			✓	✓	✔	✔	✓	✓		✓			✔	✔	✓	✓		✔	✓			✓	12	
K&L Gates LLP	✓		✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	N/A	
KBH Kaanuun Limited				✔		✔	✔	✔				✓		✓			✔		✓	✓			✓	8	
Kennedys Dubai LLP			✓									✓		✓			✓	✓		✓				N/A	
King & Wood Mallesons (MENA) LLP				✔		✔	✔				✓			✔			✔							9	
Latham & Watkins LLP	✓		✓	✔	✔	✓	✔		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✔	✓	✓		✔	21	
Mahmood Hussain Advocates & Legal Consultancy				✓		✓	✓	✓									✓		✓	✓				N/A	
Morgan, Lewis & Bockius 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 2017** 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	FinTech	Insurance	Intellectual Property	International Arbitration	Islamic Finance	Life Sciences/Healthcare	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 (Middle East) LLP	✓		✓	✔	✓	✓	✔	✓	✓	✓	✓	✓	✓	✓	✔	✓	✔	✓	✓	✔	✓		✓	36	
Reed Smith	✓	✓	✓	✓	✓	✓	✔	✓	✔			✓	✓	✔	✓	✓	✔	✓	✔	✓	✓	✓	✓	7	
Shearman & Sterling LLP				✔	✔		✔		✓					✔	✓				✔	✓				25	
Simmons & Simmons Middle East LLP	✓	✓		✔	✓	✓	✔	✓	✓		✓	✓	✓	✓	✓	✓	✔		✓	✔	✓		✔	20	
Squire Patton Boggs	✔			✓	✓	✓	✔	✔	✓	✓	✓		✓	✓		✓	✔	✓	✔	✓	✓	✓	✓	28	
Stephenson Harwood Middle East LLP	✓		✓	✓		✓	✓	✓	✓				✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	N/A	
Taylor Wessing (Middle East) LLP	✓			✓	✓	✓	✓	✓				✓	✓	✓	✓		✓		✓	✓	✓		✓	N/A	
The Rights Lawyers							✓	✓					✓				✓						✓	N/A	
Tribonian Law Advisors (in association with Rindala Beydoun Legal Consultancy)	✓		✓	✔	✔	✓	✔	✓	✔			✓	✓		✓		✓	✓	✔	✓	✓		✓	16	
Trowers & Hamlins	✓	✓	✓	✔	✓	✓	✔	✓	✓	✓			✓	✓	✓		✔		✔	✔	✓		✓	24	See Page 190
Vinson & Elkins LLP	✓						✔		✔					✔			✔		✔	✓			✓	8	
White & Case LLP	✓			✓	✓		✓		✓					✓	✓		✓		✓	✓	✓		✓	N/A	
Offshore Firms:																									
Conyers Dill & Pearman	✔		✓	✔	✔		✔		✓						✔			✓	✓	✓	✓	✓	✓	4	
Maples and Calder (Dubai) LLP	✔			✔	✔		✔								✓				✓		✔			8	
Walkers	✔		✓	✔	✔	✓	✓				✓			✓	✔		✓		✓		✔			11	

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

Asian-mena Counsel Weekly Briefing

Sent directly to more than 32,000 professionals each week, the Asian-mena Counsel Weekly Briefing e-newsletter provides the latest legal updates plus news, comprehensive and up-to-date deal activity, partner moves and the best legal career opportunities from the Asia-Pacific and Middle East regions.

"I have found Asian-mena Counsel [and] the Weekly Briefing to be very informative, helpful and up-to-date"

Qiang Wang,
General Counsel,
SINOMACH

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or visit www.inhousecommunity.com

Trowers & Hamlins

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Bahrain World Trade Center
PO Box 3012
Manama, Bahrain
Tel: (973) 17 515600
Fax: (973) 17 131003

Contact: Abdul-Haq Mohammed / Jeremy Ingham
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 **partners profiles** on **page 226**

th
trowers & hamlins
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.
"An established global firm with a broad commercial practice in the region. Bahrain remains a key part of the firm's regional strategy, and the office provides a comprehensive service across several practice areas and sectors. Especially noted by clients for work on issuances and mergers. "
Chambers Global, 2018
www.trowers.com
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Trowers & Hamlins

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Al Muntazah Street
PO Box 2991
PC112, Muscat
Sultanate of Oman
Tel: (968) 2468 2900

Contacts: Salman Ahmed / Tom Wigley
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

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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.

See **partners profiles** on **page 226-227**

th trowers & hamlins

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 is known for Long-standing Muscat presence and noted for its deep understanding of the Omani market. The team advises on projects for investors, multinationals and developers as well as acting for joint venture project companies, lenders and sponsors."

Chambers Global, 2018

www.trowers.com

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Afridi & Angell

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Tel: (971) 2 610 1010 | Fax: (971) 2 627 2905
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Email: sharjah@afridi-angell.com

Number of Employees: 75
Year Established: 1975

Website: www.afridi-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 (large practice), Legal Week's Middle East Legal Awards 2018.
- Regional Law Firm of the Year Award (small practice), The Oath Middle East Legal Awards 2016.
- Honourable Mention for "responsiveness", In-House Coummunity Firms of the Year, 2017.
- 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.

See **partners profiles** on **page 227**

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).

AFRIDI & ANGELL
LEGAL CONSULTANTS

A LexMundi Member

Horizons & Co

49th Floor, Burj Al Salam Office Towers
Sheikh Zayed Road, Dubai UAE
Tel: (971) 4 354 4444
Fax: (971) 4 354 4445
Email: info@horizlaw.ae

Contact: Adv. Ali Al Zarooni
Number of employees: 57
Offices in Middle East: 2
Year Established: 1999
Website: www.horizlaw.ae

Languages Spoken: English, Arabic, French, Hindi, Urdu, Tagalog, Afrikaans.

Main Practice Areas

Civil & Commercial Litigation, Arbitration and Dispute Resolution; Private Notary Services; Incorporations & Formations; Corporate Structuring; Intellectual Property, Patent & Trademarks; Criminal, Employment; Commercial Advisory; Banking & Finance; Mergers & Acquisitions; Franchising

Firm Profile

Founded in 1999 and with offices in Dubai and Abu Dhabi, Horizons & Co has been advising clients in the UAE for close to 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. We routinely advise on the methods most appropriate to our clients as 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 **partners profiles** on **page 228**

HORIZONS &CO

"The team provides a mix of commercial and legal advice, which really delivers results in the Middle East"

Chambers Global, 2018

- Local Knowledge
- Leading Local Firm
- International Standards
- Experts in UAE & GCC Law
- Local & International Lawyers

www.horizlaw.ae

Trowers & Hamlins

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Email: dubai@trowers.com

Website: www.trowers.com

Abu Dhabi: Floor P1, Tower C1
Al Bateen Towers, Bainuna Street
PO Box 45628, Abu Dhabi, UAE
Tel: (971) 2 4107600 Fax: (971) 2 4107601
Email: abudhabi@trowers.com
Contacts: Cheryl Cairns / Youssef Boulos
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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Trowers & Hamlins in Asia and the Middle East

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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 **partners profiles** on **pages 228-229**

th
trowers & hamlins
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 is known for Highly respected practice acknowledged for its strength in assisting government-sector clients as well as prominent international companies. The firm has considerable expertise in joint venture and corporate deals, particularly in the manufacturing, infrastructure and healthcare industries. "
Chambers Global, 2018
www.trowers.com
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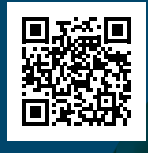

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Email: mstinson@fasken.com
Blaize Vance, Managing Partner, South Africa
Email: bvance@fasken.com

Number of employees: 1827
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, Emerging Company Services, 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'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 and Awards

- Who's Who Legal recognizes Fasken as Global Mining Law Firm of the Year for 2018. This is the tenth time Fasken has earned this title.
- Chambers Global 2018 Guide to the World's Best Lawyers ranks Fasken in 25 areas, and recognizes Fasken Firm as top tier (Band 1) in Energy & Natural Resources, Mining, Employment & Labour, Aboriginal Law, and Telecoms, Media & Broadcasting.
- The Legal 500 2018 guide ranks Fasken as Top Tier in Projects and Infrastructure in South Africa, and recognizes Fasken in eight other areas in the country.

See **partners profiles** on **page 229-230**

Fasken in Asia.

Fasken and its internationally ranked lawyers have a proud history of and extensive experience with assisting Asian companies in achieving their goals.

In addition to our legal expertise and advice to clients, we leverage our connections with leading Asian companies, law firms and other advisers to help forge valuable relationships for clients in Asia and around the globe.

Fasken is a leading international business law and litigation firm with over 700 lawyers and offices in Canada, the United Kingdom, South Africa and China.

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Offices in Asia:
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Contact:
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Number of employees: 1827
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, Emerging Company Services, 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'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 and Awards

- The Best Lawyers in Canada 2019 guide ranks Fasken as Labour and Employment Law Firm of the Year
- Chambers Canada 2018 recognizes Fasken as Banking Law Firm of the Year
- Who's Who Legal recognizes Fasken as Global Mining Law Firm of the Year for 2018. This is the tenth time our firm has earned this title.
- Chambers Canada 2018 guide to Canadian lawyers and law firms ranks Fasken in 43 practice areas, 10 of which are top tier (Band 1): Aboriginal Law (Nationwide), Employment & Labour (Nationwide, BC, ON), Energy: Provincial Regulatory & Litigation (BC), Energy & Natural Resources: Mining (Nationwide), Litigation: General Commercial (BC), Real Estate (QC), Startups & Emerging Companies (Nationwide), and Telecoms, Media & Broadcasting (Nationwide).
- The Legal 500 2018 Guide Ranks Fasken in 28 practice areas, seven of which as top tier (Tier 1): Aboriginal Law, Dispute Resolution: BC, Energy: Mining, Insurance M&A and Regulatory, Labour and Employment, Media and Entertainment and Telecoms.

See **partners profiles** on **page 229-230**

Fasken in Asia.

Fasken and its internationally ranked lawyers have a proud history of and extensive experience with assisting Asian companies in achieving their goals.

In addition to our legal expertise and advice to clients, we leverage our connections with leading Asian companies, law firms and other advisers to help forge valuable relationships for clients in Asia and around the globe.

Fasken is a leading international business law and litigation firm with over 700 lawyers and offices in Canada, the United Kingdom, South Africa and China.

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FASKEN

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United States of America
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Fax: (412) 456 2864
Email: contactus@muslaw.com

Contact: Christopher P. Smith, Jr., Managing Partner
cps@muslaw.com
Year established: 1943
Total number of partners: 18
Total number of lawyers: 58

Website: www.muslaw.com

The International Law Group at Meyer, Unkovic & Scott works with US-based and foreign multinational companies on a diverse range of international business transactions. This includes entrepreneurial start-up companies new to the international business community, mid-sized companies already involved in international ventures, and multinational companies seeking to expand their established international businesses.

Our attorneys actively provide legal services for clients in over 67 countries. The Group's experience extends to transactions throughout the European Union, select African and Middle Eastern countries, South and Central America, and key economies throughout the Pacific Rim. We have handled multiple transactions in China, Japan, Korea, and Southeast Asia. Examples of transactions include:

- Establishing foreign subsidiaries
- Structuring joint venture relationships
- Structuring foreign direct investment into U.S. businesses and/or real estate
- Advising on compliance with U.S. export regulations
- Negotiating on behalf of non-U.S. entities targeting U.S.-based companies
- Handling licensing and technology transfer projects
- Implementing agent and distributor networks
- Preparing financial documentation, including letters of credit and guarantees
- Forming export trading companies
- Helping non-U.S. individuals and companies to comply with U.S. immigration laws
- Counseling on compliance with The Foreign Corrupt Practices Act (FCPA)

In conjunction with the Firm's other groups, the International Law & Immigration Group focuses on planning and problem solving for foreign individuals and companies seeking to do business in the United States. These transactions often involve joint ventures, franchises, corporations, or distributions and agency networks, and real estate acquisitions. Transactions include legal issues in the areas of labor, employment, securities, immigration, bankruptcy, tax, real estate, commercial, and environmental laws.

Typical questions we encounter from foreign companies and individuals seeking to enter the United States face include:

- What is the best legal structure to adopt?
- How will U.S. immigration laws affect my business or employees?
- Under what circumstances may an agent or distributor be terminated?
- How should a product be labeled to minimize product liability risks?
- What foreign employment practices are not unacceptable in the U.S.?

See **partner profile** on **page 230**

VALUED RELATIONSHIPS

... built on our commitment to client service.

- Corporate & Business Law
- Mergers & Acquisitions
- International Arbitration
- Litigation & Dispute Resolution
- Immigration Matters
- Intellectual Property
- International Law Questions
- Real Estate & Lending
- Energy, Utilities & Mineral Rights
- Employment Law
- Construction

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Offices in Asia: 7 (Singapore, Hong Kong and Australia)
Year Established: 2001

Main Practice Areas

Subject to local laws, IMF Bentham provides financing and project management for all types of commercial disputes, including:

- Commercial Litigation
- Arbitration (including investment treaty arbitration)
- Insolvency
- Multi-party disputes
- Alternative Dispute Resolution

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 17 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 90% and has generated returns to funded claimants in excess of AUD 1.4 billion.

IMF Bentham serves clients throughout the world from its 14 offices in 6 countries including the US, Australia, Canada, Asia and the UK. 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. IMF Bentham's global team has 500+ years' collective litigation and finance experience and understands 'commercial outcomes' in 12 languages.

Typically, IMF Bentham's financing options are 'non-recourse', so that IMF Bentham is only entitled to a return on its investment if the claim is successful. 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.
"Band One" Litigation Funding Company (Top-Tier Recognition) in Chambers and Partners Global Directory.

See **partner profile** on **page 230**

IMF BENTHAM

INTERNATIONAL LITIGATION FUNDING

175

completed investments

90%

success rate

AUD 1.4B

returned to funded claimants

(from AUD 2.2B in total recoveries)

Figures accurate as at 30 June 2018.

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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AWA Asia

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CEO and Principal Counsel, AWA Asia

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Ai-Leen Lim leads AWA Asia's offices as CEO and Principal Counsel, managing its headquarters in Hong Kong and its wholly-owned Chinese IP consultancy in Beijing. She is admitted as an advocate and solicitor in Singapore, and is also qualified to practice in Hong Kong and the UK. She has been advising clients for over twenty years on IP portfolio management in China, Hong Kong and internationally, with a special focus on brand management and IP strategy. With more than 20 years' experience as an IP lawyer and strategist, Ai-Leen continues to be internationally ranked as a leading IP practitioner by major industry publications and legal directories including: Chambers Asia-Pacific, Legal 500 Asia-Pacific, Managing Intellectual Property, The World Trademark Review, World Intellectual Property Review, Expert Guides and Who's Who Legal. She has also been recognized as one of "The Top 250 Women in IP" by Managing Intellectual Property since its inception.

See firm profile on page 14

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East & Concord Partners

Dorothy Xing

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Dorothy Xing specializes in banking and finance, capital markets and securities, mergers and acquisitions. She has been leading in the markets of financial legal services and foreign investment for over 20 years.

Dorothy began her projects of China's state-owned enterprise reform in the first and second round and overseas listing in 1994. She undertook the overseas red-chip listing of the first private companies in 1998. In addition, she was responsible for the IPO of two national commercial banks. Currently, she is working as regular legal counsel for over 10 banks, trust, funds and security companies. Dorothy enjoys a high reputation in legal industry both at home and abroad and has also actively taken social responsibilities.

See firm profile on page 16

天達共和律師事務所
East & Concord Partners

Jennifer Zhang

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Jennifer Zhang has over 10 years of working experience in the field of banking and finance. She has provided regular legal services and services on special projects for various financial institutions under the supervision of China Banking Regulatory Commission (CBRC), China Securities Regulatory Commission (CSRC), and China Insurance Regulatory Commission (CIRC), including 10 banks, 8 trust companies, 6 insurance companies, multiple subsidiaries of fund management companies, and private equity fund management companies. Jennifer's clients are mostly financial institutions listed in China or overseas.

She also has rich experience in providing services regarding corporate governance, structured funds, and mergers and acquisitions of listed companies, covering but not limited to education, Internet finance, real estates, healthcare, and military industries.

See firm profile on page 16

ELLA ALAN
张淑姬赵之威律师行
Ella Cheong & Alan Chiu, Solicitors & Notaries

Alan Chiu

Managing Partner

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Alan Chiu specialises in anti-counterfeiting, IP litigation and advisory practices in Hong Kong and China. Utilizing his computer forensic background, Alan advises extensively on technology transactions and e-commerce related issues and partners with technology and bio-tech companies from IP to IPO. Before running his own law firm, Alan was a partner at two leading international firms. He is recognized as a leading practitioner in IP litigation and transactions by various publications in Hong Kong, China and Asia and was named as one of the top 40 lawyers under the age of 40 by Asian Legal Business in 2015.

See firm profile on page 18

汇衡律师事务所
HHP ATTORNEYS-AT-LAW

Yao Rao

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Yao has been providing legal services for multinational companies in China since 2002, especially specialized in providing solutions for the highly regulated industries. He represents a great number of multinational companies to set up their 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. Yao has been ranked by Chambers, recommended by ALB as Client Choice Top 20 Lawyers, by Asialaw Profiles as a Leading Lawyer in Corporate/M&A, Construction and Labour & Employment, by CBLJ as The A List China's top 100 lawyers.

See firm profile on page 20

君合律师事务所
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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.

See firm profile on page 22

CHINA

LLINKS Law Offices 通力律师事务所

David Pan

Partner

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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.

See firm profile on page 24

W. K. TO & CO. 杜偉強律師事務所
Solicitors, Notaries, Agents for Trademarks & Patents

Kenneth To

Partner

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Email: kennethto@wktoco.com

Kenneth is a partner of W. K. To & Co. and leads the Corporate and Commercial Department. He specializes in the areas of mergers and acquisitions, employment, banking and loans, joint ventures, corporate restructuring, structuring of multinational business operations, shareholder agreements and general commercial contracts. Kenneth also has extensive experience in advising clients on PRC-related matters including cross-border investment, mergers and acquisitions and employment and property issues. In addition to his commercial practice, Kenneth also advises private clients in relation to trust, estate planning and family succession planning.

See firm profile on page 26

HONG KONG

AWA Asia

Ai-Leen Lim

CEO and Principal Counsel, AWA Asia

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Ai-Leen Lim leads AWA Asia's offices as CEO and Principal Counsel, managing its headquarters in Hong Kong and its wholly-owned Chinese IP consultancy in Beijing. She is admitted as an advocate and solicitor in Singapore, and is also qualified to practice in Hong Kong and the UK. She has been advising clients for over twenty years on IP portfolio management in China, Hong Kong and internationally, with a special focus on brand management and IP strategy.
With more than 20 years' experience as an IP lawyer and strategist, Ai-Leen continues to be internationally ranked as a leading IP practitioner by major industry publications and legal directories including: Chambers Asia-Pacific, Legal 500 Asia-Pacific, Managing Intellectual Property, The World Trademark Review, World Intellectual Property Review, Expert Guides and Who's Who Legal. She has also been recognized as one of "The Top 250 Women in IP" by Managing Intellectual Property since its inception.

See firm profile on page 36

ELLA ALAN
張淑姬趙之威律師行
Ella Cheong & Alan Chiu, Solicitors & Notaries

Ella Cheong

Senior Partner

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Ella Cheong is the Senior Partner of ELLA CHEONG & ALAN CHIU, a Hong Kong based full service firm specialising in Intellectual Property (IP).

Ella is a pioneer in Asia for IP and respected world-wide with 100+ professional awards. Ella was inducted into the IP Hall of Fame (by IAM) in recognition of her outstanding contribution to the development of IP law and practice. Ella concentrates on all IP related legal issues, including enforcement and commercial-related IP issues, such as licensing and franchising as well as litigious issues before the Courts and the IP Registries.

See firm profile on page 38

Vivien Teu & Co LLP
張慧雯律師事務所

Vivien Teu

Managing Partner

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Vivien Teu has in-depth and diverse legal experience in the areas of asset management, investment funds, banking and financial services, securities regulatory, trusts, tax, and corporate commercial matters.

Based in Greater China including Hong Kong and Shanghai most of her career, Vivien's practice uniquely combines her knowledge and experience in both international and Mainland securities and financial regulatory matters, investment funds, cross-border investments and transactions. Vivien regularly advises investment funds, asset managers or other financial institutions establishing or operating in Hong Kong or China, on the full spectrum of China, onshore and offshore funds and investment structures and arrangements.

See firm profile on page 40

W. K. TO & CO.
杜偉強律師事務所
Solicitors, Notaries, Agents for Trademarks & Patents

Vincent To

Founder and Senior Partner

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Vincent is the founder and senior partner of W. K. To & Co. He has extensive experience in all types of litigation, mediation and arbitration and is a highly regarded lawyer in Hong Kong who has dealt with a number of substantial and high profile cases. He sits on the Panel of Arbitrators of the Hong Kong International Arbitration Centre and also the Panel of Arbitrators for the Beijing, Qingdao, Qianghai and Shantou Arbitration Commission. Over the years, Vincent has gained a reputation among clients from the PRC for his profound understanding of their needs and concerns. Vincent is recommended in the Legal 500 Asia Pacific 2017 & 2018 editorial in the field of Dispute Resolution.

See firm profile on page 42

HONG KONG

WALKERS

Andy Randall

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Andy Randall is the managing partner of the Walkers' Hong Kong office. His broad offshore law practice spans capital markets transactions, including securitisations and secured note programmes, asset finance work including shipping and aircraft financing, leveraged acquisition financings, property and project financings.

Andy has a strong general corporate and secured lending practice and is routinely instructed by a large number of the world's leading international banks, financial institutions, major public and private companies, transaction arrangers and leading on-shore law firms. Andy is widely regarded as one of the leading offshore lawyers in his field, having been consistently recommended by Chambers Asia-Pacific, The Legal 500 and Who's Who Legal.

See firm profile on page 44

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ANAND & ANAND

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)
- **IAM Patents1000 Gold (2014)** Category Lawyer
- **Who's Who Legal** Patent Litigation Featured Lawyer 2015
- **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**

See firm profile on page 52

INDONESIA

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COUNSELLORS AT LAW

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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.

See firm profile on page 60

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 1996, with a major in business law. His practice areas cover corporate, foreign investment, mergers and acquisitions, and TMT. With over 20 years of practice, he has significant experience in these fields.

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Managing Partner of Lubis Ganie & Surowidjojo. Specialized in Corporate Transactions, Corporate Disputes, Legal Due Diligence, Infrastructure & Transport Law, Restructuring, Investment Law, Legal Compliance, Negotiation, Takeovers, Acquisitions & Mergers. Regional Panel of SIAC, AIAC and CAS.

Admitted to the Indonesian Bar. Licensed Capital Market Lawyer; Fellow of FSIArb, Chairman of Association of Indonesian Antitrust Lawyers, President of Indonesian Court of Arbitration for Sports, Global Leadership Board of US-Asia Institute - Washington DC (USAI). Senior Lecturer of the Faculty of Law of the (State) University of Indonesia. Graduated in Tort Law from the Faculty of Law, University of Indonesia and holds a PhD in Shipping Law from the University of Hamburg.

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Lia Alizia is a Partner of the Makarim & Taira S. heading the 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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MAKES & PARTNERS
LAW FIRM

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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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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.

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Emir Kusumaatmadja is a partner focusing on the areas of banking and finance, mining and project development, in particular in the private power sector, and a range of general corporate matters. Emir Kusumaatmadja joined the firm following his graduation from the Faculty of Law, Padjadjaran University in 1983. He obtained his LL.M. degree from the School of Law at the University of California (Berkeley) in 1986. Mr. Kusumaatmadja has been named by Asia Law and Practice as one of Indonesia's leading Banking and Finance law specialists and by Chambers Leading Lawyers as one of the leading Corporate and Commercial lawyers in Indonesia. He is a member of the Association of Indonesian Legal Consultants.

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Genio Atyanto

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Genio Atyanto has substantial experience in various types of capital market, merger and acquisition, finance and general corporate commercial work. Extensive experience in structuring transactions, drafting and negotiating transactional and commercial agreements and executing complex transactions conducted by public or private companies.

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Nadia Nasoetion's practice covers matters related to banking and finance work, including acquisitions and mergers, loan syndication, debt restructuring, acquisition finance, mergers and project financing. She has been involved in corporate and debt restructuring work and major projects in Indonesia. Her practice also covers real estate projects including real estate development, planning and land use, real estate finance and also real estate sales and acquisitions. Ms. Nasoetion is also actively involved in structuring financial and corporate activities for Indonesian corporations and for foreign companies' operations in Indonesia.

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INDONESIA

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Denny Rahmansyah is the managing partner of SSEK, one of Indonesia's largest and most highly regarded corporate law firms. Denny joined SSEK in 2001 and is deeply involved in major transactions related to cross-border mergers and acquisitions, debt restructuring and project financing. He is particularly involved in the real estate, natural resources and regulatory compliance sectors. Denny is recognized by Asialaw as one of Indonesia's leading lawyers for corporate law and M&A. Denny received his Bachelor of Laws from the University of Indonesia and earned his LL.M. in international economic and business law from the University of Groningen, the Netherlands.

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MALAYSIA

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Mr. Soh Kar Liang is a registered trade mark agent in Malaysia, and is also an experienced practitioner in the fields of intellectual property and information technology law. Kar Liang has represented, guided and supported key client accounts from diverse fields ranging from high-tech microprocessors to consumer food and beverage industries in both contentious and non-contentious matters along the IP value chain.

Mr. Soh Kar Liang has been appointed as a domain name panellist by the World Intellectual Property Organisation, and regularly adjudicates on domain name disputes under the Uniform Dispute Resolution Policy. In addition, he is a domain name panellist of the Regional Arbitration Centre of Kuala Lumpur.

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Nick Edmondes

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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 a recognised as a notable practitioner in Islamic Finance in Chambers & Partners Guide to the Legal Profession 2016.

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MALAYSIA

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Tom is a partner in the International Corporate Department of Trowers & Hamlins LLP, based in our Kuala Lumpur office. Tom has been working with Trowers & Hamlins for over 9 years and has gained a broad range of experience advising on corporate, commercial, banking and finance transactions, with a particular focus on corporate work.

In the corporate field Tom advises on cross-border mergers & acquisitions, private equity, joint ventures, and corporate structuring for UK company / commercial real estate acquisitions by overseas investors. Often this involves a significant Shari'ah structuring element as many of our clients and/or their investors are Shari'ah compliant.

Tom also has expertise in advising clients on international commercial contracts including franchise and distribution agreements. He has advised a range of clients, including governmental institutions, pension funds, banks, fund and asset managers, operating businesses and high net worth individuals across a variety of sectors.

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PHILIPPINES

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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. In 2018, he was appointed Co-Chair, Legal Practice Committee, Inter-Pacific Bar Association.

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Rafael A. Morales is the Managing Partner in Morales & Justiniano. 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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Mr. Soh Kar Liang Soh is a graduate of the National University of Singapore and has been practising IP law for more than 20 years. He is an advocate and solicitor and a registered patent attorney in Singapore. He has represented, guided and supported key client accounts from diverse industries, ranging from high-tech microprocessors to consumer food and beverages, in contentious and non-contentious matters along the IP value chain. As the first Singaporean appointed by the World Intellectual Property Organisation as a domain name panellist, he regularly adjudicates on domain name disputes under the Uniform Domain Name Dispute Resolution Policy. He is also a domain name panelist of the Regional Arbitration Centre of Kuala Lumpur and a principal mediator of the Singapore Mediation Centre.

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SINGAPORE

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Joyce A. Tan is a corporate commercial lawyer with a strong focus on intellectual property and technology, fields in which she has handled and advised on numerous pioneering transactions of their time. She has consistently been recognised as a market leader over the long years of her practice by Asia-Pacific Legal 500, Chambers Asia-Pacific, Practical Law Company's Which Lawyer, Asia Law Leading Lawyers, Asian Legal Business, Global Law Experts and numerous others. With a business-centric legal practice, her work at the frontiers of technological innovation and developments, and in a dynamic and constantly evolving environment, never loses sight of practicalities, realities and requirements.

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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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Kun Su Mok is one of the founding partners (and current managing partner) of HMP Law and heads the firm's Corporate & Business Consulting Group and Pharmaceuticals & Healthcare Group. Some of his representative matters include advising Merck Sharpe & Dohme, AstraZeneca, Gilead, Johnson & Johnson/Janssen, Siemens and Olympus in regulatory and commercial issues in the Korean pharmaceutical industry through their joint ventures and/or local subsidiaries; advising multiple Emerson group subsidiaries in all corporate legal matters; SunEdison/MEMC in their business operations through multiple joint venture and subsidiary entities in Korea; and advising Korea Foreign Schools Foundation and Yongsan International School of Seoul in their establishment and operations. He has been admitted to both the Korean and the New York State bars.

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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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Hoseok is a co-founder and the managing partner of SEUM. His practice focuses on corporate law, capital-raising, mergers & acquisitions and securities and he represents public and private companies in industries such as software, hardware, information technology, blockchain/cryptocurrency, startup incubation and fintech. Hoseok is the leading attorney in Korea with respect to startup and emerging companies and venture capital funds, advising on a broad range of matters such as early financing, pre-IPO capital raising, IPOs, eventual sale, and regulatory compliance. He has a degree in mechanical engineering, is active in the startup community where he has co-founded an accelerator and frequently speaks on issues in the technology field, and advises on legislation for emerging industries such as cryptocurrency.

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Jinsu Jeong is the managing partner at Yoon & Yang LLC. Mr. Jeong has extensive experience in commercial and civil litigation as well as white-collar criminal defense. During his 15-year tenure in the judiciary, he served as a judge in various levels of courts including the Seoul District Civil Court, Seoul District Court, and Seoul Western District Court. In 2005, Mr. Jeong took on a prestigious two-year stint as a Judicial Researcher at the Commercial Law Department of the Supreme Court of Korea, where he developed particular expertise in securities, insurance disputes and managerial rights disputes. Since joining Yoon & Yang in 2007, Mr. Jeong has successfully represented numerous conglomerates and multinational companies in their disputes surrounding derivatives products and securities transactions and defended many corporate officers in various embezzlement and breach of duty criminal cases.

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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, Financial Times recognized Yulchon as “Most Innovative Asia Pacific Law Firm." 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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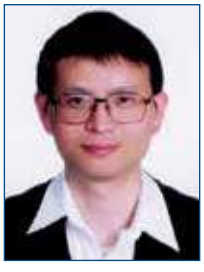

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C. F. Tsai is the first patent practitioner in this country who both has technological and law backgrounds and is qualified as a local attorney-at-law. Education: Bachelor of Marine Engineering in National Chiao Tung University (1980); National Taiwan 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 deparment. With his expertise, he has been entrusted by local and foreign clients in civil and commercial litigation cases.

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THAILAND

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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

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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, capital markets and public-private partnerships. 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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WEERAWONG C&P
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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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VIETNAM

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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 Council of Foreign Relations.

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RUSSIN & VECCHI

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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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VILAF
VIETNAM INTERNATIONAL LAW FIRM

Duyen is recommended as a Leading Lawyer in Vietnam by IFLR1000 and Legal 500 in M&A Practice, Energy & Infrastructure Practice and Finance Practice, and as a Market-Leading Lawyer by Asialaw in the Finance Practice.

She advises foreign investors and private equity funds in cross-border M&A, joint ventures, and other equity and equity-linked investments in Vietnam, and multinational financial institutions on asset finance transactions, project financing transactions and financial institution M&A transactions. She has a strong presence in infrastructure and energy sectors as well as regulated services sectors.

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Tung is a founding and Managing Partner of VILAF. 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 actively involved with CSR activities such as UNICEF advisory board member.

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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 and financing (both equity and non-equity) 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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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; named by IFLR1000 as a Notable Practitioner and an AsiaLaw Leading Lawyer 2017 & 2018 in Corporate/M&A, Dispute Resolution & Litigation and Shipping, Maritime & Aviation.

See firm profile on page 152

Dang Duong Anh

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Mr. Dang Duong Anh is recommended as a Leading Lawyer for Finance, Corporate/M&A and Energy & Infrastructure by many reputable legal directories such as Legal 500, IFLR 1000, Chambers & Partners and AsiaLaw. He is described by clients as **"experienced and reliable"**. Anh's 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, respectively, of Prime Group valued at $240M; S.A.C's acquisition of Hanacans valued at $110M; Japfa Ltd. IPO and listing of shares in SGX valued at $160M. 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 project.

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Tran Tuan Phong

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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, IFLR 1000 and AsiaLaw. Market declares 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, SCB, 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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Nguyen Duy Linh

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Linh has been a Partner at VILAF since 2000 and has intensive experiences in the corporate, commercial and dispute resolution practices, including construction, insurance, leases, 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.

Linh has been recommended as a Leading Lawyer by AsiaLaw in Dispute Resolution and Litigation since 2014. One peer praised him as a **"tough, good lawyer"** (Chambers Asia 2018).

Linh is an arbitrator of the Vietnam International Arbitration Centre.

See firm profile on page 152

Nguyen Quang Hung

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Not only being named in the International Who's Who of Capital Markets Lawyers, Hung is also recommended as a leading lawyer in Banking & Finance by various international legal magazines, such as IFLR 1000, Legal 500, Chambers & Partners and Asia Law. Peers agree that Hung is **"skilled at taking on finance work"** and **"also an adept handler of capital markets matters"**. 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 first domestic syndication of $225M by Vietnamese banks, the issue of $200M high-yield bonds listed on the SGX-ST by Vingroup, the issue of bonds with warrants (the first of its kind in Vietnam) with a value of US$100M by FPT Corporation and various other transactions. He assisted in developing model transactional contracts and security documents for several international banks and large domestic banks.

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VIETNAM

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Bui Ngoc Anh

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With 23 years of practice and research, Ngoc Anh is a business lawyer with international expertise and local experience on Corporate/M&A, SOE Equitization and State Divestment, 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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CAMBODIA, LAOS AND MYANMAR

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Mr. Mar has 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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MAR & Associates

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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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Khin Cho Kyi

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Admitted to practice, 1976, Divisional Court; 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; Advocate, Lucy Wayne and Associates, 1995-1997; Managing Director, Myanmar Legal Services Limited, 1997-present.

Khin Cho Kyi, 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 legal 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.

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SCL LAW GROUP

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Vira Kammee 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 Kammee has gained considerable experience in teaching law students and supervising lawyers of the firm.

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SCL LAW GROUP

Varavudh Meesaiyati

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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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MIDDLE EAST - BAHRAIN

Abdul-Haq Mohammed

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trowers & hamlins

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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Jeremy Ingham

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Jeremy is the Resident Managing Partner of the firm's Bahrain office, and head of Trowers & Hamlins' International banking and finance team. He worked in Bahrain between 2006 – 2014 returning to Manama in 2017. He was based in Muscat, Oman with Trowers between 2014 – 2017 as resident managing partner of our Oman office. He continues to travel to Oman regularly where he assists a wide range of clients. Jeremy specialises in all areas of corporate banking work acting for banks and other financial institutions as well as corporate borrowers. He has a growing reputation for assisting financial institutions and large corporates with respect to complex and sensitive internal investigations often involving allegations of fraud and regulatory non-compliance. Jeremy's main practice area is finance, incorporating Islamic finance in addition to conventional real estate, development, project and acquisition finance. Jeremy also has significant experience of funds, insolvency and in assisting clients with regulatory compliance issues.

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MIDDLE EAST – OMAN

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Tom is the Resident Managing Partner in the firm's Oman office. Tom 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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Salman Ahmed

Partner

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Salman is a partner in the Banking and Finance Group and heads the firm's Islamic finance practice in the Middle East and Africa. Salman also serves as the head of the Islamic securities practice. He has over a decade of experience as a specialised Islamic finance lawyer. He is regularly cited as one of the preeminent practitioners in Islamic finance and he was named an elite leading lawyer in the Islamic finance category of The Legal 500.

His Islamic finance and general finance practice is ranked Tier 1 and Band 1 by Legal500 and Chambers, respectively. His practice is diverse, with emphasis on representing issuers and financial institutions in connection with public and private offerings of securities (domestic and international), as well as representing various corporations and financial institutions on complex domestic and international Islamic finance matters.

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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 a member of the New York State Bar and the Lahore High Court Bar.

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Masood Afridi

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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 a member of the New York State Bar and the Pakistan Bar Association.

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Adv. Ali Al Zarooni

Chairman & Founder

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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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Areen Jayousi

Partner

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Areen is partner and head of arbitration at Horizons & Co. He has over a decade of experience managing commercial disputes in the Middle East, gained through private and in-house legal practice. His particular expertise is the preparation and conduct of arbitrations and dispute resolution for complex development projects, as well as national and international litigation.

Areen has successfully represented clients in high profile cases involving multi-million dollar arbitrations before the various international arbitration fora in the UK and UAE. He is a registered arbitrator with the Dubai International Arbitration Centre and is regularly called upon in this regard.

He is familiar with civil and common law legal systems and is regularly instructed by international law firms to provide expert local advice. Areen is fluent in Arabic and English.

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Cheryl Cairns

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Cheryl is the Resident Managing Partner in the firm's Dubai office, and specialises in both contentious and non-contentious construction law. Most recently Cheryl has acted on behalf of a specialist systems subcontractor, the Claimant, in an AED 282m claim raised under the Dubai International Arbitration Centre (DIAC) Rules. The claim concerns unpaid certified sums, unpaid uncertified sums, in excess of 200 variations, an extension of time claim and associated loss and expense together with financing charges. The role has involved drafting of all pleadings, attendance at preliminary and procedural hearings, meeting with and obtaining proofs of evidence form witnesses of fact and liaising with engineering, delay and quantum experts appointed. As well as contentious matters, Cheryl regularly advises clients on procurement issues, amendments to redress the balance of risk in standard form building contracts, consultancy agreements and forms of security.

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Youssef Boulos

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Youssef is the Resident Managing Partner in the firm's Abu Dhabi office. Youssef specialises in a broad range of corporate work and in particular inward investment into the UK from the Middle East and ASEAN regions acting for high net worth individuals, prominent families and institutional investors.

Youssef regularly advises clients on the acquisition of high value residential and commercial property including offices, hotels, serviced apartments, student accommodation and shopping centres, and also on the best way to structure overseas investments so as to mitigate exposure to tax whilst always preserving client confidentiality.

He is also an experienced corporate and commercial lawyer advising on international mergers and acquisitions, joint ventures and corporate structuring. Additionally, he has expertise in the hotel and leisure sector advising both owners and operators.

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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. Mark is also a member of the firm's Automotive Practice Group and regularly advises automotive manufacturers, part suppliers and dealers.

See firm profiles on pages 194-197

Kathleen Butterfield

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Kathleen Butterfield is a partner in Toronto and she has a corporate commercial practice focused on financial institutions and services, infrastructure and public private partnerships.

Kathleen is a Co-Leader of Fasken's Global China Group and acts for leading Asian companies and financial institutions. In addition, Kathleen is the Partner responsible for Fasken InHouse and was named as a corporate lawyer to watch in the 2017 Lexpert Guide to the Leading US/Canada Cross-Border Corporate Lawyers in Canada.

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AFRICA / N.AMERICA

FASKEN

Edmond Luke

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Edmond Luke is a business law Partner in Vancouver and a Co-Leader of the Firms' Global China Group. His expertise attracts both Canadian and Asian private and institutional clients in several key industries including real estate investment and development, global mining, energy and environmental, and public and private corporate finance, mergers & acquisitions.

Fluent in Mandarin, Cantonese and Taiwanese, and traveling regularly to Beijing, Shanghai, Hong Kong, Taipei and Seoul, Edmond is highly effective in assisting clients with the bridging of diversities between western and Asian business cultures and practices.

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MEYER UNKOVIC SCOTT
ATTORNEYS AT LAW

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A partner with Meyer, Unkovic & Scott LLP, Dennis served as the Chairman of the Meritas® legal network from 2015 to 2018. He focuses his practice on complex corporate transactions and foreign direct investment – M&A, joint ventures, and international dispute resolution. Since 1985, he has visited China numerous times handling both inbound and outbound transactions.

Dennis has extensive experience working on behalf of his clients throughout Southeast Asia, European Union, China, Korea, and Japan. He wrote The Art of Investing in America: Secrets to Success and his recent book, Asia Ascending: Insider Strategies for Competing with the Global Colossus, was published in October 2018.

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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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SCIA 深圳国际仲裁院 SHENZHEN COURT OF INTERNATIONAL ARBITRATION 深圳仲裁委员会 SHENZHEN ARBITRATION COMMISSION

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Shenzhen Court of International Arbitration (Shenzhen Arbitration commission), also known as South China International Economic and Trade Arbitration Commission, hereinafter the "SCIA" was established in 1983. It is the first arbitration institution in Guangdong, Hong Kong and Macao regions.

SCIA is an explorer to integrate China's commercial arbitration into international practices. In 1984, the SCIA took the lead in China in appointing arbitrators from foreign jurisdictions to its panel of arbitrators; and in 1989, the SCIA became the first arbitration institution in Mainland China whose arbitral award was recognized and enforced outside Mainland China pursuant to the "New York Convention". More than one third of the Council members and arbitrators of SCIA come from foreign jurisdictions respectively.

SCIA is China's first arbitration institution whose governance structure of statutory body is established through legislation. SCIA adopts a management model with effective checks and balances where its international council is at the core of decision-making, implementation and supervision to ensure the independence of both the arbitration institution and arbitral tribunals.

In December 2017, SCIA and the former Shenzhen Arbitration Commission merged into the Shenzhen Court of International Arbitration (Shenzhen Arbitration Commission). It is the first merger of permanent arbitration institutions worldwide. The new SCIA is regarded as the "aircraft carrier" of the Chinese arbitration industry. Standing at the forefront of reform and opening up, the SCIA will seize the opportunities under the background of "Belt & Road" and the Greater Bay Area construction, making new contributions in the new era.

Model Arbitration Clause: *Any dispute arising from or in connection with this contract shall be submitted to Shenzhen Court of International Arbitration (SCIA) for Arbitration.*

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