
Tilleke & Gibbins

Overview

Tilleke & Gibbins is a leading Southeast Asian regional law firm with over 180 lawyers and consultants practicing in Bangkok, Hanoi, Ho Chi Minh City, Jakarta, Phnom Penh, Vientiane, and Yangon.

Our firm represents the top investors and high-growth companies that drive economic expansion in Asia in the key areas of commercial transactions and M&A, dispute resolution and litigation, and intellectual property.

Established in 1890, we have grown into the largest independent law firm in Thailand and a leading international firm in Cambodia, Indonesia, Laos, Myanmar, and Vietnam due to our client focus, regional expertise, and international vision.

Client Focus

Our clients' long-term success is our utmost priority. We take the time to learn about our clients' unique corporate culture and operations, their goals for their business, and how best we can provide value to meet their needs. We understand that value is a key driver in our relationships with our clients, and we are committed to providing efficient, effective, and responsive legal services that deliver tangible results.

Regional Expertise

Clients rely on our unparalleled expertise in both the law and business. We know the key industries and players, and we can identify advantageous private partnerships and areas for government collaboration. Beyond business transactions, we help our clients to overcome language barriers and to appreciate the historical and cultural factors that impact doing business in Southeast Asia.

International Vision

Our roots are in Southeast Asia, but our practice is global. Our corporate clients include world leaders in the fields of pharmaceuticals and healthcare, energy, consumer goods and retailing, manufacturing, financial services, information technology, and telecommunications. We proudly help global companies excel in Asia and domestic companies shine abroad.

For these reasons and more, our clients trust us with their biggest deals, their most precious intellectual property, and their most critical legal matters.





Our Vision and Mission

Vision. Tilleke & Gibbins' objective is to be the leading regional full-service law practice serving international business and civil society.

Mission. Our mission is to provide reliable, integrity driven, knowledge based, and innovative delivery of personalized and practical legal solutions to those we serve. The measure of our mission lies in its execution.

Our Creed

As a Law Firm

- ▶ We care.
- ▶ We value integrity.
- ▶ We are knowledgeable, dependable, responsible, perceptive, practical, realistic, competitive, community oriented.
- ▶ We have style, coupled with a sense of history.
- ▶ We are a business, yet family.
- ▶ Clients are our guests.

Our Facilities

- ▶ Reflect character, comfort, soul, stability, elegance.
- ▶ Impress yet relax.
- ▶ Are efficient yet friendly.
- ▶ Are professional and reassuring.

Message from Our Co-Managing Partners

Darani Vachanavuttivong | Tiziana Sucharitkul

With over 125 years of history, Tilleke & Gibbins has a rich tradition. We're immensely proud of this tradition, but at the same time we recognize the need to continuously improve so that we can deliver greater value to our clients.

In today's competitive economy, you don't just need a lawyer. You need a business partner who understands the dynamics of your industry. It's our responsibility to ensure that our people can provide meaningful advice that will put you in a position to thrive. And we believe we've accomplished this by developing dynamic teams of young, capable attorneys who truly understand both the evolving legal landscape and our clients' businesses.

As managing partners, we have to be strategic in planning our firm's future. We're focused not just on your needs today, but also those that are likely to arise in the future. We constantly examine the areas where we are devoting our resources so that we can improve upon the services that we provide to our clients.

As a forward-thinking firm, we have to look ahead, analyze where the legal industry is heading, and anticipate what our clients will need. We are confident about our ability to be flexible and adapt in order to exceed your expectations as we continue our growth as one of the region's leading law firms.





Practices

Tilleke & Gibbins assists our clients across the full range of legal services in Southeast Asia. Our representation is tailored to your needs, and we often cross or combine practice areas to provide superior client service.

Corporate and Commercial

Antitrust and competition
Banking and finance
Capital markets
Commercial transactions and M&A
Corporate services
Employment

Energy and infrastructure
Insurance
Property
Tax
Technology, media, and telecommunications
Transportation and logistics

Dispute Resolution and Litigation

Bankruptcy and reorganizations
Construction disputes
Contract disputes
Director's liability
Intellectual property litigation
Insurance disputes
International trade disputes

Labor litigation
Product liability
Shareholder disputes
Shipping and maritime disputes
Tax litigation
White-collar crime
Wrongful act cases

Intellectual Property

Anticounterfeiting
Copyrights
Geographical indications
Government relations
IP commercialization
IP enforcement

IP litigation
Patents, petty patents, and designs
Regulatory affairs
Strategic filing advice
Trademarks
Trade secrets

Clients

Whatever your industry, we can help you enter new markets and spur growth in your business in Southeast Asia. Our clients include leading multinational corporations and innovative start-ups across a multitude of sectors. We are proud to have partnered with our clients to achieve great successes in the following industries:

AUTOMOTIVE. For over 50 years, we have partnered with one of the world's largest automotive parts suppliers on a full range of ongoing labor and employment matters, including collective bargaining with one of Thailand's most active labor unions.

BANKS AND FINANCIAL INSTITUTIONS. We advised a North American banking institution on Vietnamese banking regulations regarding investment accounts, electronic banking, check clearing and international payment services, and other issues.

CHEMICALS. We conducted global intellectual property due diligence and advised on transactional elements of a Thai chemical producer's US\$60 million equity participation in a U.S. company with breakthrough technology in the production of bio-based plastics.

CONSTRUCTION AND REAL ESTATE. Tilleke & Gibbins represented a Hong Kong construction company in a US\$30 million dispute with its Thai joint venture partner arising out of a contract to construct a portion of Bangkok's new commuter rail project for the State Railway of Thailand.

CONSUMER GOODS AND RETAILING. We acted on behalf of a major consumer goods retailer in multiple lawsuits filed by employees pertaining to employee benefits and scope of work following a company-wide reorganization.

ENERGY. Tilleke & Gibbins represented a Middle Eastern national oil company in the public tender of offshore blocks for oil and gas exploration, including drafting and negotiating Exploration and Production Sharing Agreements.

ENTERTAINMENT AND MEDIA. For numerous American and European feature films and television series filmed in Thailand, our team has acted as local counsel advising on contracting and release documents, permitting, and related compliance matters.

FOOD AND BEVERAGE. We provided strategic filing advice and managed the global trademark portfolio for one of Thailand's most popular beverage brands for its expansion in over 40 countries.

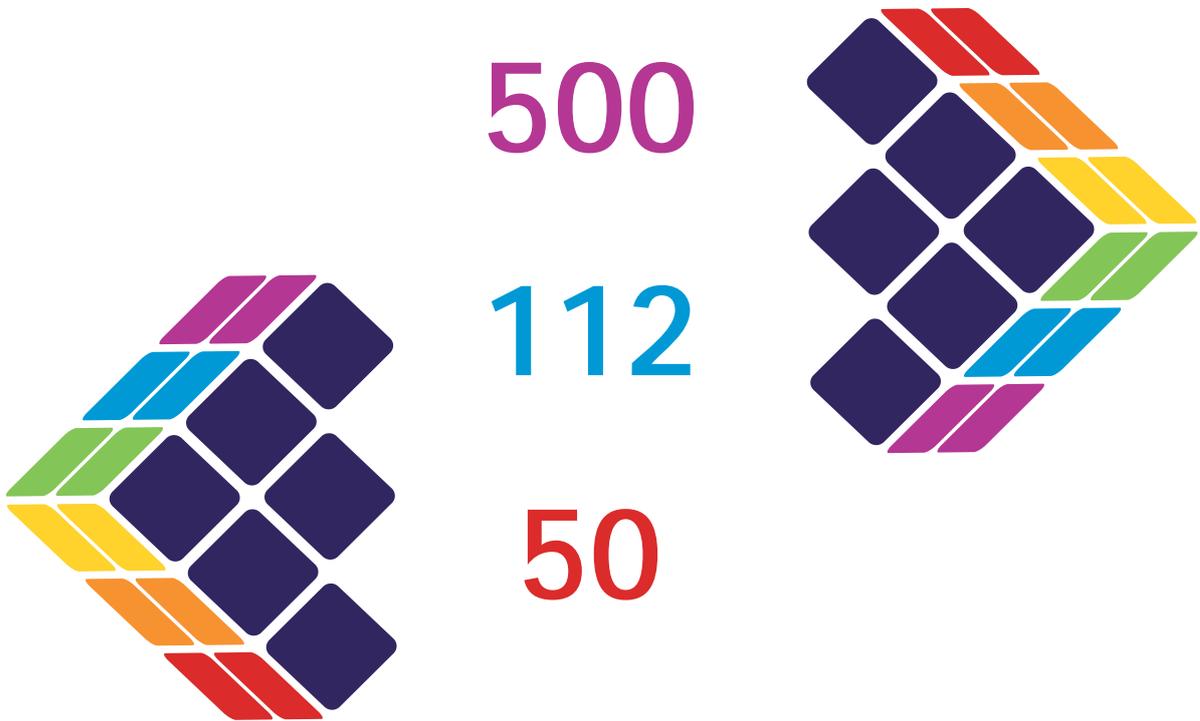
HIGH-TECH. The Tilleke & Gibbins IP litigation team won a historic judgment, in which record damages amounting to over THB 50 million were awarded to a global technology leader in groundbreaking trade secrets litigation.

MANUFACTURING. When an American manufacturing conglomerate was faced with four complex defective product claims, our team successfully defended the client and secured favorable judgments in connection with power generation equipment valued at US\$3 million each.

PHARMACEUTICALS AND HEALTHCARE. We represented a multinational pharmaceutical company on the Thailand and Vietnam aspects of a multibillion-dollar global merger.

TELECOMMUNICATIONS. We helped a leader in telecommunications software to roll out mobile number portability in Thailand.





Market Leaders. Many of the world's top multinational corporations rely on Tilleke & Gibbins for legal assistance throughout Southeast Asia. We currently act for more than half of the **Fortune Global 500**.

Global Players. While we're based in Southeast Asia, our clients operate everywhere. We represent leading companies from **112 countries** around the globe.

Long-Lasting Partners. With 125 years of history, we know that clients need a trusted advisor they can count on. That's why we're honored to have forged many long-lasting partnerships with our clients. A total of 115 companies have been active clients of our firm for more than **50 years**.



William A.G. Tilleke



Ralph Gibbins



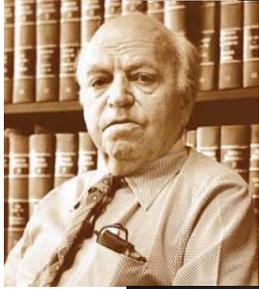
Samuel Brighthouse



Reginald Atkinson



Victor Jaques



Albert Lyman



Freda Lyman



Rojvit Periera



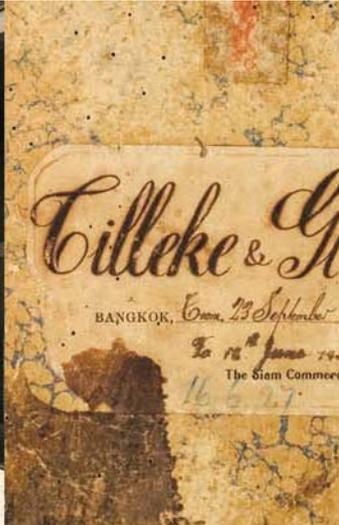
David Lyman



Darani Vachanavuttivong



Tiziana Sucharitkul



History

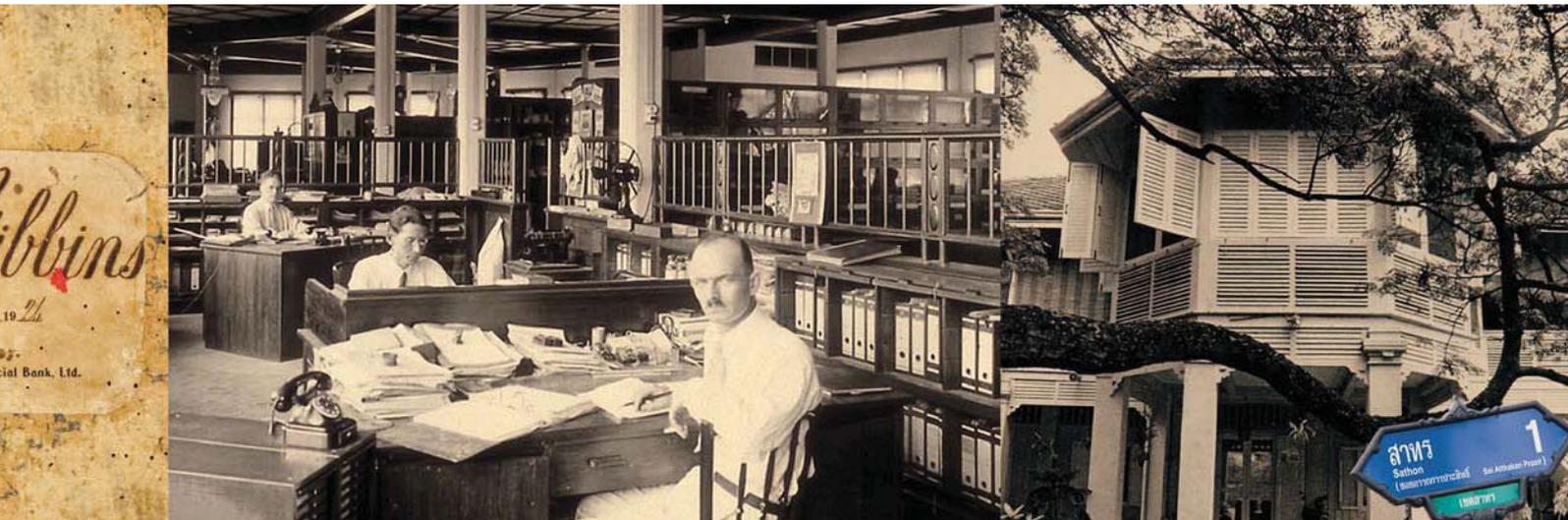
In 1890, William Alfred Goone Tilleke, a 31-year-old Singhalese solicitor, came to Siam (now Thailand) to build his legal career. Within four years, Tilleke made an international name for himself through his successful defense of the Siamese military commander Phra Yod Muang Khwang, whose prosecution for killing a French officer was demanded by the Franco-Siamese treaty.

Through the early twentieth century, the firm was stewarded by several British partners, including Ralph Gibbins, Samuel Brighthouse, Reginald Atkinson, and Victor Jaques. Like Tilleke, each partner played a key role not only in the firm's success, but also in the development of the Thai legal system. The firm's partners served the Kingdom of Siam in many capacities, including as advisors to the Ministry of Justice and the Thai Royal Family.

Following World War II, Tilleke & Gibbins was acquired by American lawyers Albert and Freda Lyman. Along with their Thai partner, Roland (later Rojvit) Periera, the Lymans oversaw the growth of the firm's international client base, while ensuring that the firm remained a pillar of Thai society by contributing to the founding of the American Association of Thailand (now the American Chamber of Commerce) and the Bangkok Stock Exchange (now the Stock Exchange of Thailand).

In the 1980s, David Lyman succeeded his father as the firm's senior partner. During this period, the firm expanded internationally, with the opening of offices in Vietnam and membership in leading international law firm networks, beginning with Lex Mundi in 1989. In 2006, Tilleke & Gibbins appointed Darani Vachanavuttivong and Tiziana Sucharitkul as Co-Managing Partners of the firm.

The history of Tilleke & Gibbins is one we share with our clients, our community, and the Kingdom of Thailand. To learn more, contact us for a copy of *Wise Counsel*, a 236-page illustrated history of the firm written by John Hoskin.



Global Reach

Tilleke & Gibbins helps investors do business in international markets. We collaborate with other top law firms to provide seamless, high-quality representation in jurisdictions worldwide. We belong to two global networks of associated law firms that collectively span:

- ▶ Over 125 countries and other territories
- ▶ Over 180 jurisdictions
- ▶ 6 continents
- ▶ The 15 most populous countries in the world, representing 65% of the world's population
- ▶ The 6 major trading partners in ASEAN (Indonesia, Malaysia, Philippines, Singapore, Thailand, Vietnam)

We are proud to be a member of:

- ▶ **Lex Mundi**, the world's leading network of independent law firms with in-depth experience in 100+ countries worldwide
- ▶ **Multilaw**, a multinational association of over 90 independent law firms

Member

LexMundi
World Ready



Awards & Rankings

At Tilleke & Gibbins, we are honored that the successes we have achieved in partnership with our clients have led to prominent rankings and other forms of recognition by leading legal directories and publications. Among our most recent awards, we're particularly proud to have been named:

Chambers Asia-Pacific 2018

Leading Firm in nine practice areas across Thailand, Vietnam, Myanmar, Laos, and Indonesia



The Legal 500 Asia Pacific 2018

Leading Firm in 10 practice areas across Thailand, Vietnam, Cambodia, Myanmar, and Laos



Asialaw Profiles 2018

- Top rankings in several categories across Thailand, Vietnam, and Myanmar
- Highly recommended in all jurisdictions



Asialaw Asia-Pacific Legal Awards 2017

- Thailand Firm of the Year
- Intellectual Property Firm of the Year
- Southeast Asia Firm of the Year



The Asian Lawyer 2016

IP Firm of the Year – Asia's Emerging Markets



Who's Who Legal Awards 2016-2018

Country Award – Thailand



Managing Intellectual Property 2018

- Thailand Firm of the Year
- Vietnam Firm of the Year
- Asia-Pacific CSR Firm of the Year



Asian Legal Business 2017

- Emerging Markets Experts
- Employer of Choice – Thailand



“ Flawless cooperation between SIX REGIONAL OFFICES ensures a consistently top-class service across the region ”

IAM Patent 1000, 2017





Community

For decades, Tilleke & Gibbins has given back to the communities in which we do business. Over recent years, our firm has committed our resources to support four strategic community initiatives—law, education, culture, and the environment.

LAW. We believe that we have a responsibility, as leading lawyers in our community, to further the development of good laws and a just society. Our lawyers are involved in organizations that help revise legal regimes, that govern the legal profession, and that harmonize legal systems within ASEAN.

EDUCATION. We teach lawyers and judges through such programs as the American Bar Association's Rule of Law Initiative, future lawyers at universities throughout the region, and law enforcement and customs officers. Our lawyers are collectively engaged in a public education campaign on the harmful effects of counterfeiting, which includes regular seminars on intellectual property rights and tours of our Museum of Counterfeit Goods. We also provide regular financial support to needy public schools through the Thai Business Initiative in Rural Development (TBIRD) and the AMCHAM Thailand Charitable Foundation.

CULTURE. Our firm's Textile Collection consists of museum-quality textiles representing the diverse cultures of mainland Southeast Asia. With over 2,000 textiles, the mission of our Textile Collection is to collect, display, and, more importantly, preserve a part of Southeast Asia's heritage. Our firm has also loaned some of its rare textiles to museums in Thailand, Laos, and the United States.

ENVIRONMENT. In 1993, Tilleke & Gibbins launched the Second Hundred Years Forest Project, a community project in recognition of the firm's second century of client service. Working with the Rajapruek Foundation, the Royal Thai Army, the Royal Forestry Department, and friends of the firm, we have planted over 100,000 trees in five phases between 1993 and 2010. The Second Hundred Years Forest Project continues today and is currently in its sixth phase.

Pro Bono

Tilleke & Gibbins has developed a pro bono practice serving the needs of foundations and charitable organizations that care for needy children, alleviate poverty through microfinance, and that otherwise serve society's needs. We also represent individuals on a case-by-case basis.

Nonprofit organizations and social enterprises that wish to provide services in Southeast Asia must comply with a number of rules and regulations and must undertake many of the same operations as profit-driven businesses. And often, they must do so on a shoestring budget. We help these organizations channel more of their time and funds into serving the community by providing free legal services to foundations and social enterprises that meet our criteria, assisting with everything from establishment and compliance to employment, IP, and tax issues.

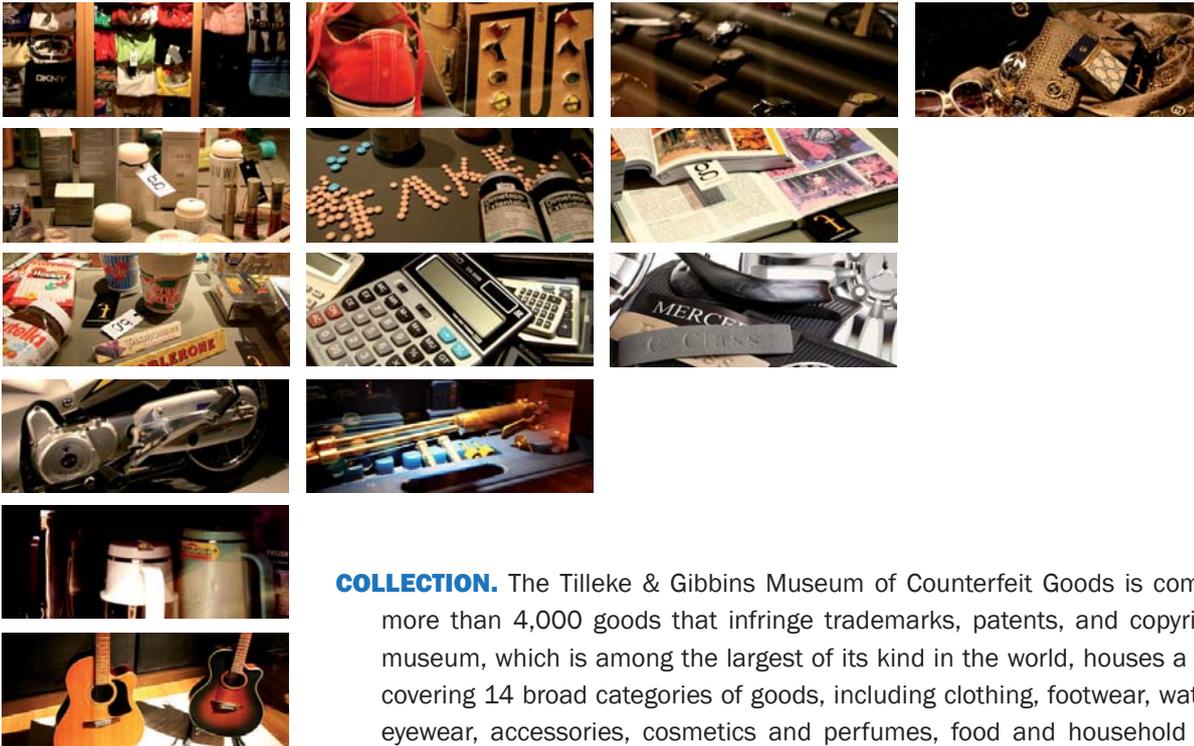
In recognition of our work with NGOs and social enterprises on issues such as human trafficking, child marriage, and the rights of migrant workers, our pro bono efforts have been recognized with the following awards:

- ▶ We were named “Domestic Law Firm of the Year” by TrustLaw, the global pro bono legal program run by the Thomson Reuters Foundation.
- ▶ We received the Asia Pacific award from the Lex Mundi Pro Bono Foundation, a nonprofit affiliate of Lex Mundi, the world's leading network of independent law firms.



Museum of Counterfeit Goods





COLLECTION. The Tilleke & Gibbins Museum of Counterfeit Goods is comprised of more than 4,000 goods that infringe trademarks, patents, and copyrights. The museum, which is among the largest of its kind in the world, houses a collection covering 14 broad categories of goods, including clothing, footwear, watches and eyewear, accessories, cosmetics and perfumes, food and household products, drugs, alcohol and cigarettes, copyrighted works, stationery and office supplies, automotive parts, tools, electrical devices, and miscellaneous products.

MEDIA. The Museum of Counterfeit Goods has attracted significant media attention, and numerous major foreign television broadcasting companies (including CNN and BBC) have featured the museum in their documentaries concerning the counterfeit situation in Thailand. Many local and international newspapers and magazines have also published articles on the museum, including *The Christian Science Monitor* and *TIME* magazine.

EDUCATION. The Museum of Counterfeit Goods is one of Tilleke & Gibbins' key corporate social responsibility programs. Tilleke & Gibbins' IP attorneys provide free lectures and guided tours of the museum for hundreds of visitors each year, including students of all ages, clients, diplomats, intellectual property practitioners, Thai and foreign police, Interpol officers, judges, government officials, and business executives. By viewing counterfeit goods alongside their genuine counterparts, museum visitors gain a new perspective on the extent and consequences of counterfeiting.



With offices throughout the region, Tilleke & Gibbins is strategically placed to help local and international corporations succeed in the fast-growing economies of Southeast Asia. Across offices, our professionals work seamlessly to achieve outstanding results for our clients. We accomplish this through the depth of our collective knowledge, the breadth of our legal experience, and the strength of our commitment to teamwork and client service.

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