

Introducing The Law Firm Network

Moscow Regional Meeting – September 2013



OUTLINE

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- **Strategic Objectives**
- **Representative Success Stories**

The Law Firm Network - Overview

- Founded 25 years ago
- Strong association of independent law firms from all over the world
- Principal lawyers in the Network have close personal and professional relationships
- Members in over 45 countries
- Extended global network with quality law firms in numerous additional countries

Law Firm Network firms and other correspondent firms are located in the following countries:

Argentina	Denmark	Latvia	Singapore
Australia	Dominican Republic	Lebanon	Spain
Austria	Estonia	Lithuania	Switzerland
Bahamas	Finland	Luxembourg	Tunisia
Belarus	France	Malta	Turkey
Belgium	Germany	Mexico	United Kingdom
Brazil	Iceland	Netherlands	United States
Canada	India	New Zealand	Uruguay
Chile	Indonesia	Norway	Venezuela
China	Israel	Portugal	
Costa Rica	Italy	Romania	
Croatia	Korea	Russia	

The Law Firm Network - Overview

Key features of the Network include:

- our firms are leaders in their local markets, with strong regional and international connections;
- because of their local leadership positions, our firms are often more in tune with critical local legal, political and cultural issues as compared to the typical local offices of “global” firms;
- we source our member firms via personal introductions from existing members or other trusted contacts, ensuring a high level of quality and connectivity within the Network;
- feedback from clients confirms that our firms consistently provide a more effective, responsive, value-added and personal service than the larger “global” law firms;
- we have extensive experience providing multi-country service to international and multinational companies;

The Law Firm Network - Overview

Key features of the Network, *continued*:

- while our preferred model is to operate with a single member serving as principal contact and project coordinator to ensure optimal efficiency and service, clients always have direct access to the local country firms when desired;
- our firms are experienced in working with alternative and flexible fee structures, consistent with the demands of a global market for legal services; and
- through our association with Global Reward Plan Ltd., we are specialists in providing global equity incentive and employee benefit services to multinational companies.

The Law Firm Network – Strategic Objectives 2013-2014

- **Business Development**

Encourage proactive interaction to foster business development opportunities among members. Examples include practice-focused working groups (e.g., Employment and Restructuring) and Network regional meetings.

- **Regions**

Foster interaction among member firms in key regions of the world – the Americas, Asia-Pacific, Europe and Middle East/Africa. Continue regional conference calls/working groups and establish goals for regional meetings following strong success in 2011-12 (Cancun, Riga and São Paulo).

2012-2013 regional meetings: Tunis (Oct 12); Singapore (Dec 12); San Jose, Costa Rica (Jan 13); Moscow (Sept 13); and Shanghai (Oct-Nov 2013).

- **Recruitment**

Actively identify potential new members and continue to refresh the Network membership (while at the same time, where appropriate, actively replacing inactive members). Focus on quality versus quantity and filling gaps in key countries and regions.

- **Communications & Education**

Continue and build on important initiatives such as the Network Website and young lawyer participation within the Network.

The Law Firm Network – Representatives Success Stories

General

- Set up of foreign operations - numerous referrals over many years to assist clients with setting up operations in countries around the world with an emphasis on emerging markets such as China, Russia, India and Brazil
- Employment and HR - cooperation on numerous employment and HR matters around the world
- Venture capital investments – collaboration on investment transactions across Europe and Russia
- M&A transactions – numerous transactions around the world
- Litigation and dispute resolution – support and assistance on numerous litigations, arbitrations and potential disputes

Specific

- Switzerland / Germany - cooperation on major acquisition by Hong Kong-based publicly listed buyer of privately held target with operations in Switzerland and Germany
- New Zealand / Australia - cooperation on master franchise operations in Australia
- Austria / USA - major international arbitration case
- Spain - numerous referrals regarding high end real estate acquisitions and developments for a range of private clients
- Brazil / USA - advising major Russia-based business on potential JV venture in Brazil including due diligence and competition issues

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