



# FLI NET NEWSLETTER

Edition 59: August 2014

*For the busy, successful lawyer on the go*

## Message from the FLI NET Partners

Dear Friends,



This autumn, we will have two exciting events in our legal profession taking place in East Asia: the IBA Annual Conference, and FLI NET Asia Pacific Regional Conference (Tokyo, November 13-14). While the IBA Conference will be very informative and will offer larger scale traditional networking opportunities with other law firms; our FLI Conference in addition to being informative will also provide every participant with the opportunity to meet up with GC clients and a close knit and fascinating network that one can hardly find anywhere else other than at FLI's. Historically, East Asia became an area of economic power starting with the Meiji Restoration in the late 19<sup>th</sup> century when Japan rapidly transformed itself into the only industrial power outside Europe

and the United States. Present growth in East Asia has now shifted to China and the Southeast Asian emerging economies of Thailand, Indonesia, Malaysia and Philippines. Demand for legal services across Asia is growing rapidly and it is time for legal practitioners and FLI NET Partners to jointly explore cross-border opportunities in this very dynamic part of the world.

***Neville Chang,, Ford Kwan & Co., FLI NET Partner, Hong Kong***

## FLI on Tour in Asia



FLI NET Principal, Mr. Casares, toured several Asian countries to advance FLI NET's various key business objectives.

To strengthen FLI's presence in Asia, Mr. Casares conducted on-site interviews with a number of selected firms in Singapore. The formal affiliation process with short-listed firms will be kicked-off shortly. Considering the importance of Singapore's market to a number of FLI NET clients, having a strong member firm in that region would add significant value to FLI's proposition not only to its current, but also prospective FLI clients.

In line with FLI's aim to have all its members 'Compliance-Certified' Mr. Casares held a Best Ethical Practices and Compliance Training with the team of FLI NET partner firm in the Philippines – **SyCip Salazar Herandez & Gatmaitan**.

While in the Philippines, FLI NET Asian partners convened a regional conference call to discuss a number of points in relation to the upcoming Regional Conference in Tokyo (November 13-14<sup>th</sup>, 2014).

Mr. Casares also visited with DFDL's partners from Vietnam and Thailand, which rounded up a very successful trip.





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### FLI NET Partners in the **Media**

#### **France** – Lamy Lexel, A Brand of Excellence

FLI NET French partner - Lamy Lexel (one of the founding Partners and currently serving on FLI Emeritus Board) has been ranked as “**Excellent**” for its practice in capital development; and “**Highly Notorious**” for its practice with LBO funds by Leaders League (*Decideurs Strategie Finance Droit Guide*)

#### **Argentina** – Zang Bergel & Viñes Abogados, An Outstanding Firm

Chambers & Partners and Latin Lawyer 250 recognized ZBV as the preeminent Buenos Aires-based firm in Real Estate, and a leading firm in Banking & Finance, M&A, TMT and IP. The firm is also listed in the IFLR1000 ranking in Corporate/M&A and Banking & Capital Markets, and in the Legal 500 Latin American Guide in Real Estate and Banking.

ZBV partners Saúl Zang, Salvador Bergel, Carolina Zang, Pablo Vergara del Carril and Fernando Aguinaga, as well as of-counsel Daniel Vergara del Carril, are included in Best Lawyers®, the oldest, most respected peer-review publication in the legal profession.

In addition, for five past consecutive years, ZBV has been listed among the top 25 law firms in Argentina by business magazine Apertura, which publishes the most representative peer-review ranking in the country. The same publication recognizes Saúl Zang as one of the 10 most influential lawyers in Argentina and Carolina Zang as one of the outstanding lawyers under 40 years old.

FLI HQ extends big congratulations to the teams at Lamy Lexel and Zang Bergel & Viñes Abogados for these recognitions!

### **Association of Corporate Counsel in New Orleans**

With the aim of increasing market awareness of FLI NET’s value proposition FLI will be attending the ACC Conference.

The Association of Corporate Counsel holds a yearly conference in the U.S. that brings approximately 3,300 in-house counsel together to obtain continuing legal education (CLE) and learn about the newest and most innovative legal service vendors.

This year’s conference will be held in New Orleans, Louisiana, October 28-31, 2014. FLI will be one of the event’s sponsors (which include Bloomberg as well as other leading networks. FLI’s strategic partner, Thomson Reuters will also be attending).

This conference is the best General Counsel attended event of the year and presents an ideal venue to spread FLI’s story to the event’s attendees.



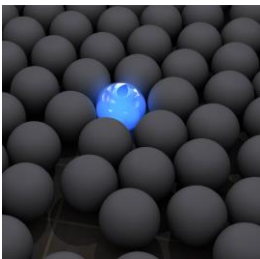


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## Delivering Outstanding Cross-border Work Product



FLI NET Americas partners have successfully completed an important harmonizing project for a long-standing FLI client. The project required the completion of the in-country Corporate Guides for the client's business managers.

Building on the experience following completion of similar projects in the EU and Asia, all engaged FLI NET Partners demonstrated very pro-active approach to the client's specific requirements and finished the assignment in a seamless manner.

The client expressed their satisfaction for delivering outstanding work product.

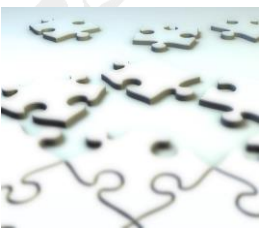
## Strengthening Client Relationship



Client satisfaction stands at the foremost frontier of FLI NET value delivery. The valuable feedback FLI receives while working on client matters is processed and, subsequently, applied internally in order to deliver great value to clients.

It is with that in mind that Mr. Casares, while in Asia, met with two of FLI NET global clients to discuss and evaluate FLI's global support as well as better understand in which areas FLI could add additional value to client's business operations.

## Client's Trust in FLI Business Model



FLI platform proves its ability to provide fast results under tight time tables and in difficult markets.

Having tested the FLI model in numerous EMEA countries and obtaining the desired results, one of FLI global clients has now engaged the network to solve their business needs in South Africa and Pakistan.

This level of trust in FLI's business model continues to demonstrate how FLI's value proposition is something more and more GCs are depending on when traditional law firms fall short.