

FLI NET NEWSLETTER

Edition 63: December 2014

For the busy, successful lawyer on the go

Message from the FLI NET Partners

Dear Friends,



It goes without saying that trust, without a doubt, is the chief asset of our profession – the trust of our clients in our law firms, our lawyers and, ultimately, our work and performance.

Gaining that trust takes a great deal of time, effort and dedication. Losing it, however, can be quickly and easily done. It only takes one instance of not meeting your clients' expectations.

Membership to a prestigious and reliable international network such as First Law International, therefore, plays a crucial role in the success of any independent law firm. Indeed, in a globalized world where the internationalization of our clients is inevitable, it is essential that we accompany our clients on this journey. This means that we must always be ready and able to offer them security and certainty with regards to the quality of legal services in other jurisdictions – we need to demonstrate confidence in the excellent performance of our partners within this organization.

Although RCD's experience with FLI is limited given our recent addition to the organization, our perception of the professional and personal excellence of its members (as well as the organization itself) is exceptional. And this perception is ultimately what generates the confidence in FLI that we are committed to passing on to our clients.

Miguel Geijo, Rousaud Costas Duran, FLI NET Partner, Spain

End of the year **FLI Board Meeting**

First Law International Board Members met in Brussels on December 22nd to hold the final Board meeting of a very successful FLI year.

The members from UK, Netherlands, and Germany joined Orlando Casares and Pete Larsen (who flew in from Houston) in person while the rest of the team contributed via conference call.

The Board reviewed FLI's progress in 2014, discussed a number of FLI initiatives to be implemented in 2015, and focused on the final draft of the FLI Bylaws, which would be distributed to all FLI NET Partners in the first quarter of 2015.

Following the general session, the Board met with Mr. Jean-Francois Bellis, managing partner of FLI NET Belgium Partner firm, Van Bael & Bellis to review several matters, incl. hosting of FLI NET Spring 2016 conference, client management, and performance evaluation. The meetings ended with a social cocktail for the festive occasion where several of VBB's partners joined the FLI Board.

FLI Head Office extends a big Thank You to all Board members for their tremendous support throughout the entire year!



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Medical Devices Client **Instructs FLI NET in over 30 countries**



A long-standing FLI NET client from the medical devices industry, instructed FLI NET partners during the holidays to provide succinct advice on the potential liabilities derived from terminating a distributor in over 30 jurisdictions, many of which are historically difficult to obtain legislation on point making the project particularly challenging.

Given the client's very tight deadline, FLI NET managed to deliver the consolidated work product with a 72-hour turnaround.

A big thank you to the entire team for jumping in and delivering value to our FLI client!

Client Base **Growth**

FLI's sponsorship of ACC in New Orleans begins to pay dividends to FLI NET. As previously reported, FLI's introductions during the ACC has proven to be an eye-opener for a number of US companies, who are now testing FLI value proposition.

Mr. Pete Larsen has been busy managing a number of projects in South America, Europe, and soon Asia, all resulting from the ACC Conference.

Both FLI Head Office in Brussels and Houston are exerting great efforts to increase mandates to many more FLI NET Partners.

FLI NET Thailand **DFDL - The Asian Lawyer Emerging Market Awards!**

DFDL is honoured to have received two awards at The Asian Lawyer's inaugural Emerging Markets Awards held in Singapore on 19 November. The Firm walked away with the "TMT Deal of the Year" as well as the "Project Finance Deal of the Year".

The "TMT Deal of the Year" award was for the Firm's involvement in Ooredoo Group's USD 15 billion investment in Myanmar.

The Firm was also awarded the "Project Finance Deal of the Year" for advising on the USD 1 billion Xe Pian Xe Namnoy hydroelectric power project in the Lao PDR.

Thierry Gougy, Partner and Head of Regional M&A Practice is based in Singapore and collected the awards on behalf of the Firm.

The Firm was also shortlisted as a finalist in the following categories:

- TMT Deal of the Year: TPG Capital's USD 40 million investment in Apollo Towers Myanmar Ltd.





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- Energy Deal of the Year: Woodside Petroleum's USD 1 billion investment in Myanmar

The awards are a result of vigorous debate among ALM's top editors and reporters in Hong Kong, New York and London, and included editorial staff at The Asian Lawyer's sister publications The American Lawyer, Corporate Counsel and Litigation Daily.

FLI NET Successfully Completes **Multiple-country Acquisition**

Assisting a valued US client in the valve production industry with their corporate strategy to increase their international business has kept several FLI NET partners busy for the past several months.

Partners from India, UK, and USA showed continuous team effort in guiding the client through every step of the multi-million USD acquisition transaction.

Familiarity with local business and cultural nuances of FLI NET local team members coupled with FLI HQ's management assistance proved, yet again, a real asset in this multi-jurisdictional acquisition.

Prior to year's end, FLI was glad to report to the client that the acquisition has been successfully brought to closure.

