

Edition 64: February 2015

Message from FLI NET Partners



The start of the process of economic integration within the Association of Southeast Asian Nations could accelerate the opening of the legal profession in the Philippines to non-Philippine lawyers. When this happens, it will likely trigger a movement of law firms with international presence to establishing offices in the Philippines.

In jurisdictions that have already accepted foreign legal practitioners, local firms have been able to match the global reach of international law firms with presence in those jurisdictions, by membership in networks or associations of independent law firms with comparable global expanse. FLI NET provides this equalizer to its members.

Rafael Morales, Sycip Salazar Hernandez & Gatmaitan, FLI NET Partner Philippines

FLI BOARD MEETS IN BEIRUT

Keeping a careful eye on FLI NET's development and growth in the course of this year, FLI Board Members met in Beirut on February 19-20 to discuss a number of important matters and consider various initiatives.

Among topics covered were:

- FLI NET Bylaws
- FLI General Spring Conference 2015 (London/Birmingham)
- Developing synergies between FLI NET Partners
- Client satisfaction controls
- Promotion of high value services
- Network growth
- FLI NET Brand recognition

• 2015 FLI NET Events

The gracious hosts of Alem & Associates welcomed, in addition to Orlando Casares, following Board members in person:

- David Hamlett, UK
- Willem Heemskerk, The Netherlands
- Vitor Marques da Cruz, Angola
- Krishan Malhotra, India
- Pete Larsen, USA

Board members: Klaus Jankowski (DE), Cary Gray (USA), Bonnie Dixon (JAP) and Mira Sun (KR) unable to attend in person joined the meetings via conference call.

The Board meetings proved very effective and laid out a number of action steps to be implemented by the network.

A sincere Thank You to Mr. Mohamed Alem (and his team) for being a perfect host in the beautiful settings of Beirut.



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FLI NET WELCOMES DELMAR UGARTE - NEW PARTNER FROM PERU

First Law International is pleased to announce the joining of a leading Peruvian law firm [Delmar Ugarte](#) in our network.

Delmar Ugarte is a Lima-based firm that prides itself in providing tailor-made legal and business solutions to a wide range of clients.

Under the leadership of 10 Partners and the entire team of 64 attorneys, Delmar Ugarte maintains excellent market position and enjoys respectable reputation by not only domestic businesses, but also international companies.

Delmar Ugarte's attorneys always put clients first and provide legal services in diverse areas, including: Arbitration; Energy, Oil & Gas and Hydrocarbons; Labor; Corporate M&A; Finance and Capital Market (incl. Banking and Financial Regulations); Taxes (planning and analysis); Infrastructure and Public/Private Partnerships; Land Management/Community Law; as well as a dedicated Asian desk advising Asian companies on investing in Peru.

The Firm is consistently recognized for its business approach by leading legal directories and journals, namely Chambers and Partners; Latin Lawyer; IFLR, Euromoney; Latin Energy; Latin Finance, among others.

In 2014 Delmar Ugarte won the "Deal of the Year 2014" by IFLR Americas Awards; the "Americas Women in Business Law Awards 2014" by Euromoney Legal Media Group and was recognized as "Pro Bono Leading Light 2014" by Latin Lawyer.

Everyone at Delmar Ugarte is excited about joining the FLI network and are looking forward to work with other FLI members in Latin America and around the world.

For more information please visit our web site www.delmar-ugarte.com

On the occasion of DU's joining FLI, Mr. Pete Larsen FLI HQ/ Houston-based Partner, travelled to Lima to complete the FLI NET Compliance & Regulatory Training Certification with Delmar Ugarte's Partners, followed by the JVA signing ceremony the following day.



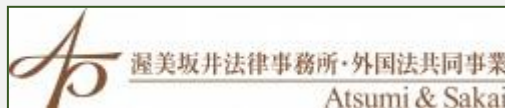
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FLI NET JAPAN - CHAMBERS & PARTNERS RECOGNITION

FLI NET Japanese partner, [Atsumi & Sakai](#), has been recognized as a Leading Firm in the following areas; "Banking & Finance", "Capital Markets: Securitisation & Structured Finance", "Competition/Antitrust", "Employment", "Real Estate", "Construction" and "Insurance" in the 2015 edition of Chambers Asia-Pacific.

In addition, 5 of the Firm's lawyers are ranked in each of the following areas:

Hiroo Atsumi, Partner (Leading Individual)
- Banking & Finance



- Capital Markets

Setsuko Yufu, Partner (Leading Individual)
- Competition/Antitrust

Russell K. Kawahara, Partner (Leading Individual)
- Real Estate

Yutaka Sakai, Partner (Leading Individual)
- Banking & Finance

Tatsuo Yamashima, Partner (Up and Coming)
- Competition/Antitrust

LAMY LEXEL - FLI NET FRANCE - RECEIVES FIVE AWARDS

FLI NET French team at [Lamy Lexel](#) has received five prestigious awards for its excellent practice teams from various fields of law.

Jointly organized by the magazine «le Monde du Droit» (Legal World) and «l'Association Française des Juristes d'Entreprises» (AFJE, a French trade association representing in-house counsels), the best law firms in the Rhône-Alpes region are annually crowned for their achievements.

From a total of 14 categories, Lamy Lexel has been awarded with five prizes, thus reinforcing its position as a favored firm of SMEs/ETIs and of the financial world.

A panel of 3000 entrepreneurs and in-house counsels were invited to vote for the firm of their choice, basing their decision on specific criteria such as responsiveness, availability, innovation, performance, knowledge of organizational operations and understanding of business needs.

Having had a month to vote for their 'favorites', the results were announced during an exceptional evening that brought together all business law firms of the Rhône-Alpes region.

FLI NET Partners at Lamy Lexel received the following awards:

- Gold in Banking-Finance
- Silver in Litigation-Arbitration-Alternative dispute resolution schemes and in Business Criminal Law;
- Bronze in Collective proceedings and in Tax Law.

FLI Head Office extends sincere congratulations to its French team for these well-deserved recognitions!
Well done Lamy Lexel!



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FLI DATA PROTECTION PRACTICE GROUP - KICKS OFF THE YEAR

FLI NET Data Protection Practice Group kicked off the year with the group call on February 20th, 2015. Hosted by [SKW Schwarz](#) (FLI NET Germany) and moderated by the group's Head, [Kirsten Whitfield](#), the attendees discussed the current legislative developments related to Data Protection. The

discussion also included a number of business development initiatives the group is looking to implement in the second quarter of 2015. The aim for the next scheduled group call is to have an FLI client joining the conversation and guide the group's discussion.



FLI NET ASSISTS ON ACQUISITION PROJECT IN KOREA

Following a successful completion of a multi-country acquisition project (as reported in FLI NET December '14 newsletter), the same US multinational company requested FLI NET's corporate support in the Republic of South Korea. On that occasion, the client travelled to Seoul to meet with Ms. [Mira Sun](#) (FLI Board Member) and Mr. Casares to go over the project's requirements. FLI NET local partner firm - [Hankyul Law Firm](#) - has then been officially engaged to assist with an acquisition project.

Given the timely opportunity, Mr. Casares also completed the Best Ethical Practices and Compliance/Regulatory training with members of Hankyul's team. This full-day training is one of FLI NET's value propositions, which is very much appreciated by our global clients with strict compliance requirements. The training covers US, UK and EU legislation addressing the prevalent problem of corruption targeted by the FCPA, Anti-Bribery, Anti-Money Laundering, OECD and other similar relevant, country-specific legislation.

