

Edition 64: January 2015

Message from FLI NET Partners



Acquiring large corporate clients is difficult without having access to and maintaining a good relationship with general counsels.

FLI's business model delivers just that, and much more. We have the impression that clients like the straightforward one-stop shop structure that FLI has built, as well as the simplicity and transparency it provides. In addition, leading independent law firms that form the FLI NET are stronger together when working in unison on cross-border matters. This, in turn, contributes to strengthening the ties among FLI NET Partner firms.

The FLI model and its global reach also provide a viable alternative to the modus operandi of international law firms who seem to prefer setting foot in financial and commercial centres only, which does not always overlap with client's actual needs and expectations.

Ivan Bartal, Oppenheim, FLI NET Partner, Hungary

LONDON SUMMIT MEETINGS

The highly anticipated FLI NET 2015 Spring UK conference is around the corner and to ensure that nothing is left to chance, Mr. Casares travelled to London for a two-day summit meetings with the two co-hosts of this year's conference: Mr. David Hamlett and other members of Wragge Lawrence Graham & Co., as well as Mr. Shardul Shroff of Amarchand & Mangaldas & Suresh A. Shroff & Co. The attending partners discussed various aspects of the event: hosting meetings in two different cities (London and Birmingham); client/VIP attendance; client-driven break-out sessions; Practice Group sessions; and internal FLI NET business development meetings. Mr. Shroff's trip to London

for this summit meeting was very much appreciated and shows a great deal of commitment to make this conference a real success.

To utilise everyone's valuable time, FLI Head office also arranged a meeting with the UK-based GC of a long-term FLI NET client. While FLI NET partners already support this client in several FLI NET jurisdictions, getting to know his needs in Western Europe proved invaluable. The client will be attending the Spring Conference and agreed to participate on a panel of one of the planned presentations.

To round up very effective discussions, Mr. Casares also met with a number of vendors (Legal Zoom and Practical Law) to discuss their individual participations at our upcoming event.

A sincere Thank You to Mr. Hamlett for hospitality in hosting the meetings at the Firm's stunning facilities by the London Bridge and to Mr. Shroff for traveling exclusively for this meeting.



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FLI NET PRACTICE GROUPS KICK-OFF CALLS

Two of FLI NET Practice groups already kicked off the New Year by organizing the group calls. In the spirit of partnership, the members were gathered to build stronger trust, getting know each other's expertise better, and identify viable opportunities for group pitches, **Mr. Paul Yale** (Oil & Gas/Energy PG - Gray Read McGraw, - Texas), and **Ms. Catherine Longeval** (Life Sciences PG - Van Bael & Bellis, BE) took the lead on getting their groups to start looking for ways to offer value to prospective clients.

Several members of each Practice Group attended both calls and internal follow-ups over various action steps, which are now being followed through. Starting the year with a pro-active mindset to try and capitalize on the common strengths of each practice group member is commendable. FLI Head Office expresses sincere appreciation to Mr. Yale and Ms. Longeval, as well as all participating group members for putting to work our impressive collective talents.



FLI NET TARGETING NORTH AFRICA FOR NEXT EXPANSION FRONTIER

Reinforcing FLI NET coverage on the African continent, Mr. Casares travelled to Morocco to interview a number of leading firms. All interviews went as well as expected and proved to be very helpful in understanding each of the interviewed

firm's capacity of being able to represent FLI clients on the ground. The subsequent steps of the interview process are now in motion as FLI aims to welcome its new Moroccan member firm during the Spring UK Conference.



THE POWER OF FLI NET MODEL

Having demonstrated the value of FLI NET model (and great team effort) to a US client by successfully completing a multi-jurisdictional acquisition (three FLI NET Partners involved), the client has requested for FLI Head Office to arrange an introductory meeting with FLI NET partners from **South Korea**. The client is now looking for a potential acquisition targets in the country and would

require the support of local FLI NET corporate and IP teams throughout the process. Individual excellence and good coordination of our FLI NET Partner group is conducive to greater client trust in FLI model and, subsequently, repetitive opportunities to deliver quality solutions through the FLI NET local teams.

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FLI NET PHILIPPINES - CORPORATE SERVICE HEAD



FLI NET Philippines team - [SyCip Salazar Hernandez & Gatmaitan](#) is pleased to announce the appointment of **Simeon Ken R. Ferrer** as the new head of the firm's Corporate Department. Mr. Ferrer's practice areas include banking, finance and securities, foreign investments, mergers and acquisitions, and

corporations. He has assisted Philippines and foreign banks and other financial institutions in connection with equity, debt and derivative securities issues, as well as securitization transactions by Philippine corporations and the Republic of the Philippines.

He also assists foreign investors in structuring their direct investments in the Philippines, such as through special economic zone facilities, joint ventures, subsidiaries and branches. He acts as

director, corporate secretary or assistant corporate secretary of various Philippines and multinational corporations engaged in diverse economic activities, such as power distribution, car assembly, mineral processing, manufacturing, pharmaceuticals, semiconductors, and property holding and development.

Mr. Ferrer is a member of the Philippines Bar Association and a Fellow of the Institute of Corporate Directors. He is also the International Alumni Contact for the Philippines of the University of Michigan Alumni Association and heads the firm's Hiring Committee.

The firm's Corporate Services department assists both domestic and foreign clients in setting up business vehicles in the Philippines, such as subsidiaries, branches, representative offices, and regional headquarters. It also renders corporate services and provides general business law advice to support clients' operations and compliance needs.