



# NEWSLETTER

for the busy, successful lawyer on the go

Special Edition 20: January 2011

## Message from the President

Dear Friends

Having just completed a whirlwind tour accompanied by members of our Executive Management of Asia's top three financial centers, I've been reminded once again how thriving Asia's economies are. Following a series of meetings with our regional partners I've returned to FLI HQ brimming with ideas and endless possibilities to continue to build the best network of its kind. As we soon approach our Spring Conference to celebrate FLI's big event, our 10<sup>th</sup>, year anniversary, my recent travels in Asia Pacific have confirmed yet again that the synergies we have managed to harness with partners, now in over forty jurisdictions, give our members a unique advantage to succeed in their local markets by positioning themselves as being a part of a true global platform. The future is bright and I'm really looking forward to pursuing some of the opportunities considered during this momentous event.



## FLI NET Asia/Pacific Road Show

In anticipation of FLI's 10<sup>th</sup> Anniversary, and continuing our overall strategy of maintaining a competitive edge among the leading world-wide networks, FLI NET Founding Partner, Orlando Casares and FLI Partner Bruce Dresbach, along with a number of FLI NET Partners from Germany, UK, and Spain as well as FLI NET Asia Partners from the Republic of Korea, Japan, Hong Kong, Shanghai, and Taiwan have completed a week-long Asia/Pacific Road Show. On the road show agenda, FLI Executives took the opportunity to make three strategic stops in Asia's key capitals: Seoul, Tokyo, and Shanghai. During the road show, a series of meetings were organized among all FLI NET partner firms in order to strengthen the bonds between firms as well as develop greater business opportunities EU-LATAM-Asia (and vice versa) as FLI NET asserts a stronger Asian presence.

### Seoul

Starting off the road show in Seoul, Republic of Korea, FLI Principal, Orlando Casares and FLI Partner Bruce Dresbach (Belgium), Klaus Jankowski (Germany), Diego Vargas (Spain), Fergus Payne (UK), and John Shanahan and Seoung Hee Park (Japan) were warmly welcomed by Ms. Mira Sun and her team from **Hankyul Law Firm**, FLI NET local Korean Partner firm (Member of the FLI NET Executive Management Team). Following an impressive introduction of Hankyul's business operations in its core areas of M&A, IP/IT, and Real Estate the focus of the meetings centred on how to create effective links between various FLI NET firms whose specialty practice groups match those of Hankyul's in order to build "pan-Asia Pacific FLI NET cross-border groups." FLI intends to create such practice groups to better service its multinational clients by offering a broader, multidisciplinary international platform.





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## Tokyo

Leaving Seoul on a high note, all participating FLI NET EU Partners headed to Tokyo to meet with its Japanese member firm, **Atsumi & Sakai**, one of Japan's leading law firms. Having just expanded its legal team by welcoming a number of new partners through the merger with Sakai & Partners (now Atsumi & Sakai), to create a true tier one power house in corporate finance, and structured markets in Japan in addition to being a full-service firm. FLI NET delegation (all EU partners attending the Seoul meetings accompanied by Mira Sun) took the opportunity to get better acquainted with the new Sakai team as well as Atsumi & Sakai's 6 practice groups: Finance, IP/IT, Corporate, Litigation, Tax, and Insolvency. With the similar vision in mind, FLI NET Partners generated ideas of how Atsumi & Sakai's recent growth could be leveraged to the advantage of FLI NET clients from fellow FLI NET regional Partner firms.



## Shanghai

Prior to departing to its various home jurisdictions, FLI NET EU Partners travelled to Shanghai where they were joined by their fellow Asian partners, Neville Cheng (Hong Kong), Zuhaidi Mohd Shahari (Malaysia), John Shanahan (Japan), and the FLI NET local host partner, Ken Dai (Shanghai) from the leading Chinese firm, **Dacheng Law Offices**. Given the undisputed importance of the Chinese market to various FLI NET clients and FLI's projected growth in Asia in 2011, (expect new members in the Philippines, Vietnam, India and Australia) the focal point of the meeting among FLI NET Partners was on pan-Asia Pacific business development activities by continuing to leverage FLI's central marketing efforts out of Brussels and the USA.



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**FLI Organizes Summit Meeting with the China Council for the Promotion of International Trade in Shanghai-Pudong Region!**



Being true to its unique business model of bringing business opportunities to its members firms across the globe, FLI HQ in Brussels organized a meeting (as part of the Asia/Pacific road show) with the Vice Secretary-General Arbitrator, Mr. Charles Zhang, of the **China Council of the Promotion of International Trade** (CCPIT – <http://english.ccpit.org/>) in Shanghai on January 27-28<sup>th</sup>, 2011. CCPIT boasts an impressive membership role which it advises in conjunction with the Chamber of Commerce.

Attended by FLI NET Partners from Shanghai, Hong Kong, Japan, Malaysia,

and the European partners from Spain and Belgium, the meeting was graciously hosted by one the most important and largest Chinese institutions (with 16 overseas offices) responsible for promoting local outbound and foreign inbound trade in China. This presented an invaluable opportunity to showcase FLI’s true international platform. CCPIT was not only very impressed with FLI’s presentation and credentials but also offered to write up an article about FLI’s global capabilities and display it on their website. The presence of each FLI NET Partner in attendance proved to be of great value as it gave Mr. Zhang a little preview of FLI’s strength and capabilities.

The CCPIT hosting delegation was invited to attend FLI 10<sup>th</sup>, year anniversary Conference in Lyon, France, in May 2011.