



NEWSLETTER

Edition 31: January 2012

for the busy, successful lawyer on the go

Message from our President

Dear Friends,

January brings with it a new rush of energy and a fresh perspective to the New Year that starts following the hurried and busy holidays. January has hit FLI with a bolt of excitement and travel commitments to the US for advanced negotiations with FLI's soon to be announced first partner firm as well as Africa where emerging markets growth seems to be a driving force. FLI's impressive growth continues to show evidence that our business model is appreciated both by our growing number of clients as well as new FLI NET Partners located in strategic areas. I know I speak for FLI's Executive Management when I say that we all look forward to what 2012 has in store, especially as we are once again ranked by Chambers as a leading global network and as we get to celebrate our Spring Conference in lovely Berlin in May.



FLI NET adds new partners in key jurisdictions!

We've started the New Year with two prominent new members in strategic growth jurisdictions: the Middle East and Easter Africa!

Through relentless efforts from FLI HQ in Belgium and invaluable support from the entire FLI NET Executive Management Team, FLI is pleased to welcome the following new FLI NET Partners:

- 1. United Arab Emirates – Habib Al Mulla (www.habibalmulla.com)

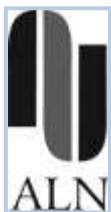
Habib Al-Mulla is one of the leading UAE firms established almost 3 decades ago. With offices in Dubai and Abu Dhabi and with over 50 lawyers, the Firm is a driving force in the region (with the largest litigation and dispute resolution team in the UAE!). With the recent addition of Rob Morris as its managing partner, (a former Clifford Chance Partner), Habib is postured to further develop its leading presence in the region.



Habib is well known for its intimate knowledge of the local laws, business practices and culture of the UAE. FLI's Executive Management agrees that a strong Partner in the UAE like Habib was strategic and long overdue.

- 2. Kenya – Anjarwalla & Khanna, Advocates (www.africalegalnetwork.com)

Anjarwalla & Khanna is one of the largest and most reputable firms in Kenya. Being strategically positioned in Nairobi and Mombasa, the Firm has been providing quality services in the country's main economic centers for decades.



Through its commitment for integrity and client satisfaction, Anjarwalla & Khanna has earned a number of accolades and is ranked at the top of various leading guides, including Chambers Global, Legal 500, PLS Which Lawyer? to name a few. A co-founder of the African Legal Network, A&K brings to FLI a seasoned view of successful networking in a Continent experiencing significant growth (par with India and already ahead of Brazil) but fraught with other challenges.



At DHL’s request FLI NET is establishing a strong foothold in Africa

Following FLI’s initial four country-wide recruiting tour of Africa in Fall of 2011 which included Kenya, Gabon and Nigeria and Algeria, during which time Mr. Casares conducted compulsory compliance training seminars (as requested by a Fortune 500 clients) in various jurisdictions, FLI Principal recently concluded a second multi-country Africa tour.



In order to attend to client’s immediate legal needs and ensure the continuity of services through FLI-endorsed legal providers in the region, Mr. Casares met with a number of leading firms in Zimbabwe as well as the Republic of Congo. A short list has been created and FLI’s internal selection process for a suitable service provider is now underway.

The month of February will remain focused on the African continent as Mr. Casares will accompany a client once again in the second half of February to Nigeria and Gabon.

FLI in advance negotiations to welcome FLI’s US Partner



Given the recent momentum of growth in Africa and Middle East triggered by an increased demand from clients for legal solutions in emerging markets, FLI is now looking to the US as its next frontier to add to its truly global network.

For that reason, FLI NET Principal, Mr. Orlando Casares, traveled to the US in January to move forward discussions between FLI and a reputable law firm with the offices in Western US (California and Utah).

Supported by Mr. Azmi (FLI NET Executive Management Partner from Malaysia) the on-site meetings with the Firm’s key individuals progressed quite positively.

The next round of discussions is set for late February/early March. FLI will provide an update on any further developments in the region.





FLI's cross-border, multi-jurisdictional project bench strength:

- Solar Tubines/Turbomach:** *World-wide telecommunication project*
53 countries – Phase 1 concluded December, 2011. Phase 2 started January 2012
- Stryker:** *Import/Consignment of Goods project*
9 countries - Ukraine, Russia, Kazakhstan, Serbia, Hungary, Jordan, Israel, Kuwait, Kingdom of Saudi Arabia
- Spandex:** *Private equity acquisition / Employment-Shareholder-Tax review project*
6 countries - Switzerland, Germany, Spain, Belgium, United Kingdom, Australia
- W.L Gore:** *Drafting "Country Nuance Sheet" for client's guidebooks for subsidiary officers and directors*
5 countries - Japan, China, Korea, Australia, Argentina
- Request for quotation:** *Advice on EC competition law*
(FLI NET France) 4 countries - United Kingdom (already engaged), Germany, Italy, and Spain
- Request for quotation:** *Submission of expression of interest to the Privacy Commissioner of the Hong Kong Government providing consultancy services on the proposed amendment of legal requirement for transferring personal data outside of Hong Kong*
(FLI NET Hong Kong) 50 countries
- Request for quotation:** *Advice on compliance with advertising law and any related consumer protection, privacy, and intellectual property issues on behalf of McDonalds*
(FLI NET USA) 40 countries

FLI NET Partners delivered (or currently delivering) outstanding results and provided the needed solutions in a timely and effective manner.

On some projects, the clients particularly appreciated the added support provided by E&Y's various teams as part of FLI's value proposition.