



# NEWSLETTER

for the busy, successful lawyer on the go

Edition 46: July 2013

## Message from our President

Dear Friends,

Keeping up with work and family demands during the summer months is a delicate balancing act, which in my experience, only a few skilful attorneys have been able to master. For most, either one or the other suffers. For those of you who have discovered either through technology or the support of a great local, back-office team (or both) the art form of virtual presence 24/7, my congratulations (or commiserations, as the case may be). July has been particularly rewarding in that even through Ramadan and extensive travels outside our HQ, FLI managed to get awarded two significant cross-border mandates. These mandates signal a turning point for FLI's well-established brand. My sincere congratulations to all of you who have supported us to get to this point and secured such impressive milestones.



## Business Development meetings in the US

### – reinforcing of transatlantic relations

FLI's principal Orlando Casares held a number of meetings in the US during the month of July. A global leader providing complete, professional software solutions from design to production for the sign making, digital printing, screen-printing and CNC machining industries decided to instruct FLI provide support:

- **USA** – IP protection;
- **Germany** – to roll out a Guild in Germany
- **China** – for ongoing support on the client's WOFE in Shanghai
- **Belgium** – expatriation support for Executive stationed in Belgium
- **Worldwide** – general M&A interest; as well as
- **Worldwide** – global distribution

Orlando Casares met with managing director, Brent Lorimer of IP leading firm **Workman | Nydegger** to review work-in-progress on a number of FLI-related matters and discuss general US strategy. Brent was recently among one of the 2013 Client Choice Award recipients across some 70 jurisdictions worldwide for the excellence of his representation in intellectual property/patent matters. Nestled in the SLC valley W|N's stunning view of the Wasatch mountains from their conference rooms facilities in the 10th floor is inspiring. W|N continues to collect a number of national and internal annual accolades including the prestigious Gold ranking as one of IAM Patent 1000 Leading IP firms.





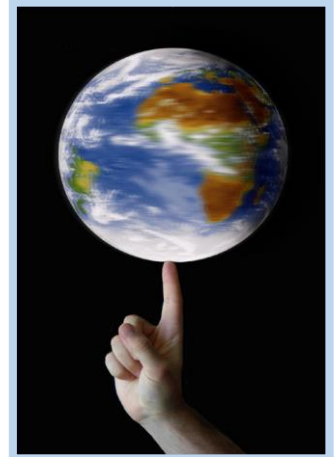
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**Cross-border Mandates:** FLI global brand is recognized and rewarded by blue chip companies

**Worldwide leader in the computer wholesale industry** awarded FLI a regional mandate to provide corporate secretarial support to all of legal entities in the **United Arab Emirates, Lebanon, Egypt, Turkey and soon Kenya**. This client decided that FLI’s business model of consolidating the relevant information and acting as a single point of contact was a more efficient solution to manage several companies in order to ensure compliance vis-à-vis their local company law and fiscal requirements.



**An important player in medical devices field.**

Following a group presentation in Switzerland in June by FLI and an impressive steering committee comprised of Medical Devices experts from the FLI NET Partner firms in the **United Kingdom, Belgium, France, The Netherlands, Spain, (and Italy, Ireland and Poland** supporting the presentation via webex conference call), FLI was recently awarded a global project to act as the client’s designated single point of contact to review their promotional and advertising materials. By mobilizing FLI NET Partners and correspondents from 17 jurisdictions in less than two weeks to draft a compelling proposal and pitch onsite against the likes of Magic Circle firms, this clearly demonstrates the FLI brand as a value proposition is recognized as a viable service provider of choice to the significantly more costly alternatives.



The award validates once more that FLI’s nimble and agile business model at a time where speed and value for money is quickly becoming the new normal.



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**Leading multinational Life Sciences company** requests FLI to instruct its legal team in **Moscow** to review, redraft and negotiate a short-term and long-term lease with one of Russia biggest real estate enterprises. FLI NET is brought in to assist the client's team that included one of the largest property portfolio management companies in the world.

## FLI NET Czech Republic – increased annual revenue



In 2012, FLI partner in the Czech Republic - Havel, Holasek & Partners -registered substantial growth. The firm's revenue increased by 17% compared to the previous year with a resulting impressive profit before tax. Thus, Havel, Holasek & Partners successfully defended its position again as the largest Czech law firm and also the fastest growing law firm on the Czech market.

The office's (Prague, Brno, Ostrava and Bratislava) clients include approximately 80 Fortune 500 companies and more than 40 companies in the Czech Top 100. Currently, the firm has more than 1,000 clients.

## FLI NET Philippines – Getting the Deal Through - Mining 2013



Representatives of FLI partner firm in Philippines, SyCip Salazar Hernandez & Gatmaitan, contributed the Philippine section of [Getting the Deal Through - Mining 2013](#).

Spearheaded by Partner Hector M. de Leon, Jr., the section contains frequently asked questions regarding the mining industry; legal and regulatory structure; mining rights and title; duties, royalties and taxes; business structures; financing; restrictions; update and trends; environment; health & safety, and labor issues; social and community issues; foreign investment; and international treaties.