



# FLI NET NEWSLETTER

Edition 62: November 2014

*For the busy, successful lawyer on the go*

## Message from the FLI NET Partners

Dear Friends,



With the ever expanding interconnectedness of people, companies and countries due to cross border trade and investments giving rise to an increasingly integrated global economy, the importance of international actors facilitating this connectivity has become ever more evident. This point in time not only marks the significance of local legal practitioners with a global understanding of cross border legal issues, but also the importance of international networks, such as First Law International (“FLI”). FLI offers a viable business platform that provides solutions to companies’ global and multi-jurisdictional headaches. How does FLI achieve it? FLI connects and coordinates local legal practitioners to offer clients of a broad spectrum the benefits of centralized legal services, while simultaneously, fostering its member firms through various networking- and business-generating activities. Annual general conferences and regional events held throughout the year and attended by FLI NET members, clients and notable market players as well as leading figures constitute one of those activities that make

FLI a closely knit network. One of these regional conferences has been recently successfully held in Tokyo, Japan during November 13-14, 2014.

The synergy created among the FLI NET members has ensured unity in diversity. Global enterprises have direct access to local legal teams, relevant to their multijurisdictional business needs, under a unified umbrella of independent and autonomous FLI NET member firms who are offering integrated services. We are confident that FLI and FLI NET members will continue to prosper as FLI’s business model continues to cater the needs of an ever globalizing economy.

*Begum Durukan Ozaydin, Birsal Law Offices, FLI NET Partner, Turkey*

## FLI NET 2014 Fall Regional Conference in Tokyo

First Law International has just concluded its annual FLI NET 2014 Fall Regional Conference in Tokyo, Japan.

Over the course of two days (November 13 – 14) FLI NET Partners from all over Asia (China, Hong Kong, Taiwan, Philippines, Republic of Korea, and the host partners – Japan) joined FLI Principal, Orlando Casares, along with FLI US-based Partner – Pete Larsen – to do what FLI’ model is set out to do – bring business opportunities to its partners.

In achieving this objective, FLI NET secured attendance of a number of FLI NET global clients. While some clients attended in person and witnessed FLI NET regional prowess, others have joined in via video calls. To add value to clients’ attendance (and by way of saying Thank You for arranging your busy schedules to be with us), FLI NET partners held individual break-out sessions with two US multinational companies during which the partners provided feedback to clients’ burning questions pertaining their business in Asia. These sessions have become an essential part of FLI NET events because they provide valuable opportunities to both clients (who are getting a feel of what FLI NET can do for them) and FLI NET Partners (who are show-casing their expertise).





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The conference's host partner firm – Atsumi & Sakai – has also invited a number of their clients not only for meet & greet purposes, but to be part of two very insightful discussions on “Risk Management in Relation to Inbound/Outbound Investments” (chaired by Mr. Sanbe Hiroyuki, Partner, Atsumi & Sakai) and “Awareness to Compliance Issues in Cross-Border Projects” (chaired by all present FLI NET Partners).

Overall, the FLI NET 2014 Fall Regional Conference lived up to its expectations and proved to be an excellent way of closing out 2014 FLI NET events.

## FLI NET Meeting with Dacheng Beijing Law Offices



Following very successful FLI NET Tokyo conference, FLI NET delegation travelled to Beijing to meet with its Chinese partner firm – [Dacheng Law Offices](#).

Accompanied by FLI NET Board member from Republic of Korea, Ms. Mira Sun, and FLI Partner, Mr. Pete Larsen, Orlando Casares met with respective Dacheng Beijing's senior management members: Mr. Dennis Deng (Senior Partner), Mr. Ping Yungwang (Senior Partner), Ms. Vivien Tuo (Senior Partner) and Mr. Jet Deng (Partner). Mr. Ken Dai, Dacheng/FLI NET relationship partner also attended the meeting.



Considering China's importance not only in the Asian region, but moreover on a global scale, the meeting's attendees discussed current, viable opportunities of utilizing Dacheng's regional prowess through FLI's global platform.

FLI NET business model is valued by many global clients and provides a vehicle for all FLI NET Partners to expand their international growth and business development.

## Growth in Asia



While FLI is boosting a very strong presence in the ever-important Asian market, the network is considering further regional expansion.

With new clients testing the value of FLI platform in numerous 'exotic' jurisdictions, FLI NET Principal recently interviewed a number of Myanmar law firms. Any potential affiliation decisions would be elaborated at the upcoming FLI NET Board meeting in December.

FLI Principal also interviewed an Australian firm as a possible panel firm starting 2015.



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## FLI NET Partners in the **Media**

### Ukraine – **Top IP & Media Law Firm**



FLI NET Ukraine partner firm - **Konnov & Sozanovsky** – has been recognized as one of the top five Ukrainian law firms in the fields of:

- **Intellectual property;** and
- **Media**

The results were announced by the publishing house "Legal Practice" through a thorough annual survey.

FLI congratulates Konnov & Sozanovsky for this recognition!

### Malaysia – **Top Ten Corporate Law Firm in the Country**



FLI NET Malaysian partners - **Azmi & Associates** - have been ranked amongst the top 10 largest law firms in Malaysia by Asian Legal Business ("ALB"), a Thomson Reuters publication.

In the November 2013 edition, ALB identified the 50 largest law firms in Asia and the 10 largest law firms in each jurisdiction across the Asian Region. The rankings are based on a firm's total number of fee earners, which includes partners, associates, counsel, foreign counsel and consultants.

A big congratulations for this significant growth!

### Japan – **IFLR 1000 Ranking 2015**



**Atsumi & Sakai** partners have been ranked in IFLR 1000 2015 Ranking as Tier 1 for "Capital markets: Structured finance and securitisation" and Tier 2 for "Banking", "Project finance", and "Energy and infrastructure", and highly ranked for "M&A."

Additionally, 3 of the Firm's lawyers are named as "Leading Lawyer" in each of the following areas.

Hiroo Atsumi, Partner  
- Banking  
- Capital markets: Structured finance and securitisation

Yutaka Sakai, Partner  
- Banking

Miho Niunoya, Partner  
- Banking  
- Energy and infrastructure: Project Development  
- M&A  
- Project Finance