



NEWSLETTER

Edition 29: November 2011

for the busy, successful lawyer on the go

Message from the President

Dear Friends,

In anticipation of the holidays and the close-out of the year, November is traditionally a very productive month for many of our Partners. As you can see below, this year has been no exception. FLI HQ has been very busy wrapping the 53-country wide telecom project; securing a mandate from a Medical Device US multinational company mandate for 12 countries; organizing our next Balkans/South/Central Europe business development power-day to be hosted in Budapest December 9th; working together with our Asia Pacific Partners for the upcoming annual client gala event in Hong Kong, mid-December; and we have also been very busy advising a multinational client in a complex MBO involving 7 jurisdictions. A number of other projects have taken a lot of resources including prospective new members in Dubai, India, Singapore and Croatia.



FLI NET Germany, SKW Schwarz, is “German Law Firm of the Year for IT-Law”



FLI NET German member firm SKW Schwarz was awarded the title Law Firm of the Year for Information Technology by Germany’s leading lawyers’ magazine JUVE in the award ceremony in the Old Opera House in Frankfurt on 27 October 2011.

Please see our press release (in German):

<http://www.skwschwarz.de/1125-0-SKW+Schwarz+ist+Kanzlei+des+Jahres+fuer+Informationstechnologie.html>.

FLI hosts Eastern Europe Power Day!

In order to better utilize the strength of FLI NET’s regional partners, FLI hosted an **Eastern Europe Business Development Power-Day** in Sofia, Bulgaria, on November 2nd, 2011.



FLI NET Bulgarian Partners, leading national firm, **PENKOV, MARKOV & Partners**, inaugurated their state-of-the art premises by welcoming FLI NET Partners from Turkey, Greece, Germany, Poland, Serbia, Austria, Germany, and Czech Republic (along with the prospective FLI NET member firm from Hungary).

The meetings focused in five major areas:

- Explore investment climate in Bulgaria
- Exchange views on investment climate in Eastern Europe
- Develop strategies for stronger regional cooperation and facilitate referrals
- Develop a common FLI-FLI NET brand for the Balkans, SE Europe, Central Europe, etc., to launch a more concerted marketing/business development effort to secure, cross-border mandates.
- Identify cross-border business opportunities by sharing client lists

Following a short, but intense, day of meetings the hosts – Penkov, Markov & Partners – have taken all partners on a tour of historic Sofia including Unesco treasure Boyano Church followed by dinner at the prestigious restaurant “Moderato.”



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Havel, Holásek & Partners (FLI NET CZ) is the most recommended law firm of 2011

For the fourth time in a row, FLI NET Czech Republic member firm - **Havel, Holásek & Partners** – has been named in the official Czech legal contest as **Law Firm of the Year!**

This year, the firm placed first in the area of public procurement, thus confirming its success that was attained in this same category in 2009. Havel, Holásek & Partners was also quoted as being among the best law firms in ten other categories, and is thus the most recommended law firm in the Czech Republic. The results have been announced by EPRAVO.CZ, the contest organizer.

Please find the official press release here:

<http://www.havelholasek.cz/en/publications-media/press-releases/203-nejvice-doporucovanou-pravnickou-firmou-roku-2011-se-stala-advokatni-kancelar-havel-holasek-partners>

FLI NET Malaysia – internal team expansion

In line with the Firm's long-term growth strategy, **Azmi & Associates** (FLI NET Malaysia) recently welcomed four senior lawyers and executives of various backgrounds and bringing with them a diverse level of knowledge, experience and capabilities. They are

- Rudi Arman Ahmad Athsani
- Norhisham Abdul Bahrin
- Dr. Haniff Ahamat
- Kueh Joe Jye

Azmi & Associates' ability to recruit individuals from leading companies and organisations certainly is a testament to the firm's brand name, which is one of prestige, quality and excellence.

For more info on Azmi & Associates' local operations, please refer to the following link: <http://www.azmilaw.com.my/home>

Prospective FLI NET Partners: Dubai, Croatia, India, Singapore

FLI's management is currently at various stages of discussions with a number of short-listed candidates for membership in these countries.

