



# NEWSLETTER

for the busy, successful lawyer on the go

Edition 40/41: Nov-Dec 2012

## Message from our President

Dear Friends,

Ending the year with big bang is an understatement. 2012 was a relentless year for FLI. No effort was spared to attract new clients, secure partnerships with new members, travel the world for interviews and client-development meetings, And all this while hosting two annual (Spring and Fall) general Partners Conferences, and several regional business development power-day conferences as well as two historic pan-Arab MENA events in Dubai and Beirut. Several cross-border mandates were also secured including over 20 countries at any given time. And while all this kept me away from home and my family practically every week, one thing kept me going: **never stop reaching for the top**. I'm not sure when we will get there... but receiving a phone call from Chambers & Partners in September to inform us that FLI made the Elite ranking from the leading global networks we took it as a sign we were on the right path. I would like to wish all my Partners the most joyous of holidays and a wonderful New Year.



### FLI NET Japan – Acquisition project for a significant FLI NET Client

A client in the fluoropolymer products industry asked FLI to render assistance in Japan for an important acquisition. The project is on fast-track and our client would like to close before year-end. FLI Executive Management member firm, Atsumi Sakai will act as local counsel.

### Showcase conference in Singapore (Dec-12-13<sup>th</sup>, 2012)

First Law International is proud to report the hosting of another successful client conference in Asia Pacific.

Based in vibrant Singapore, FLI NET introduced its regional cross-border prowess in the thriving economy of Asia Pacific to a number of multinational clients and prospective clients, whose General Counsel made the trip from the US.

FLI NET Asian Partners from Japan, China, Vietnam, Thailand, Malaysia, Philippines, and Australia joined FLI Principal, Orlando Casares to showcase FLI's broad regional coverage to US Fortune clients in the finance services, courier, life sciences, energy/mining and IT sectors of industry.

Day two of the conference was also attended by FLI NET EU Partners from Belgium, Cyprus, and Greece. The round-table format enabled the attending VIPs and GCs to discuss their individual needs and help FLI further develop a model that would suit their emerging needs in the region.

FLI wishes to extend its appreciation to all attending FLI NET Asian and EU partners for supporting this exciting event.





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FLI is now at different follow-up stages with all of the attending clients for concluding mandates to provide support throughout the region.

## 2<sup>nd</sup> MENA Conference in Beirut, Lebanon: December 21-23, 2012

Following FLI's first historic MENA regional conference in Dubai (hosted by FLI NET UAE Partners – Habib Al-Mulla) in September, FLI, together with leading Lebanese law firm **Alem & Associates** organized the follow-up conference.



In the wake of FLI's regional expansion, Mr. Casares seized the opportunity to bring together leading firms from the region and continue dialogue on how to utilize FLI's compelling business model that continues to attract top-rated law firms from across the world and multinational clients seeking seamless cross-border support.

While this event (compared to the 1<sup>st</sup> MENA Conference) was smaller in size, it gave the opportunity to dedicate some quality time exploring further ways of collaboration and expansion in the Middle East region with Alem & Associates as well one of the leading, local Libyan firm, Kashar & Associates.

Ongoing discussions continue for additional prospective FLI NET Partners in the MENA.

## FLI heads to India and Indonesia



FLI's expansion brought FLI Principal Orlando Casares to New Delhi in December to interview a number of short-listed, full-service leading law firms. It is no surprise that FLI is heavily focusing in Asia where the economy is faring much better than the rest of the world and FLI's multinational clients keep asking for competent legal, cross-border representation.

The interviews went very positive as the top-rated law firms from around the world continue to appreciate FLI's compelling story and the great value proposition it has to offer to our client's wanting a viable, sustainable alternative to the usual legal providers and, yes save costs during these difficult economic times.

FLI's internal selection process continues by our FLI NET Executive Management. It is expected that by Q:1 2013 an announcement will be made regarding these new Partners,



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## FLI visit to **Malaysia**

FLI NET Malaysia – Azmi & Associates – based in Kuala Lumpur has consistently achieved top-ratings and FLI Principal, Orlando Casares was invited to participate during the Firm’s annual staff recognition gala event, during which he delivered a complimentary address to the attendees honoring their founding Partner, and dear friend of Orlando, Dato Mohd Azmi.

## FLI NET Czech Republic Partners – **Havel Holasek & Partners** – receive renewed recognition

FLI is glad to announce that Havel Holasek & Partners (FLI NET Czech Republic) continues to lead the local market in numerous “highly recommended law firms” assessment.

In 2012, Havel Holasek & Partners has received top placement in the “Law of the Year” award as well as in the categories “Developer and Real Estate Projects” and “Telecommunications and Media.”

The Firm has received the most nominations and awards of all Czech and foreign offices in the history of the competition and is one of the most successful law firms in the Czech Republic.

The results were announced by the organiser of the competition, EPRAVO.CZ.

On behalf of First Law International we would like to extend our congratulations to Havel Holasek & Partners for their continuous vision of excellence!

## FLI NET Philippines – **SyCip Salazar Hernandez Gatmaitan** – IFLR 2012/2013 ranking

SyCip Salazar Hernandez & Gatmaitan (FLI NET Philippines) has been once again ranked as Tier 1 in all practice areas covered by *IFLR1000*.

These are:

- Banking and capital markets
- Mergers and acquisitions
- Project finance

FLI congratulates SyCip law firm for this recognition!

