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L. PAPAPHILIPPOU & CO, 1, COSTAKIS PANTELIDES STREET, 3RD FLOOR, 1010 NICOSIA, CYPRUS
PHONE: (+357) 22 67 41 41 FAX: (+357) 22 67 33 88 E-MAIL: INFO@PAPAPHILIPPOU.EU
P. O. BOX 22313, 1520 NICOSIA, CYPRUS

Legal Awards 2012

in association with CorporateINTL

Welcome to our Legal Awards 2012 publication detailing carefully selected winners in various areas of law from all over the world. Corporate INTL has been running its awards for the last four years and we are proud to present you another such supplement based on the comprehensive research.

Naturally we only have one winner for each category so an award is a momentous achievement for every firm listed in the supplement. The inclusions present respective lawyers and law firms, their expertise, service offering and experience, often in the area that has been awarded.

Corporate INTL is read by business leaders, investors and advisers globally, therefore the awards that the magazine dispenses are huge accolades for those firms that are awarded and deemed to be winners in their chosen categories. This special publication is launched to announce the winners to our wide audience.

The supplement has been divided into five sections, according to geographic regions, broken down into country order and listed with a specific award title. Additionally, at the back of the supplement you will find an index, where firms are listed alphabetically by name, in order to assist with quick searches.

Congratulations to all the winners of the Legal Awards 2012.

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Editorial team:

Natalia Wojtczak
Ryan Daff

Designer:

Hardy Mason

Corporate INTL
Charles House, 148-149 Great Charles Street,
Birmingham, B3 3HT, United Kingdom
T: +44 (0) 121 236 0411
F: +44 (0) 121 233 3874
www.corp-intl.com

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NORTH AFRICA

The North African region, comprising Algeria, Egypt, Libya, Morocco and Tunisia, has robust economic potential underpinned by strong growth prospects. It has a strategic location at the crossroads of three continents, abundant energy resources, strong EU links and growing financial sectors.

Last year, the North African region has been host to some significant developments. Massive anti-government demonstrations and revolution-like protests dominated international headlines as some parts of the region's populations voiced their feelings of no-confidence against their respective governments.

After unrest erupted in January 2011, the Egyptian government drastically increased social spending to address public dissatisfaction, but political uncertainty at the same time caused economic growth to slow significantly, reducing the government's revenues. Tourism, manufacturing, and construction were among the hardest hit sectors of the Egyptian economy, and economic growth is likely to remain slow through 2012. The government is utilising foreign exchange reserves to support the Egyptian pound.

Other news stories originating from North Africa gripped the business and finance pages as Egypt dropped plans to seek loans from the International Monetary Fund and the World Bank. The move came after the planned deficit in the 2011-12 budget was revised down from 11% to 8.6% of GDP. IMF potential financial assistance was aimed at supporting the country and government in their objectives of promoting social justice and preserving macroeconomic stability, but Egypt has decided to focus on minimising expenditure to tackle the deficit as opposed to foreign assistance.

Given the banks low dependence on external funding and high levels of state ownership, the North African banking sectors weathered the global crisis well. Developments in the banking sector and reform efforts are strongest in Egypt and Morocco, and these two countries also have the deepest and most liquid equity and bond markets.

Historically, countries of North Africa attracted significant amount of foreign direct investment (FDI). While Morocco and Tunisia have solid FDI links with the EU, the US is the most important foreign investor in Egypt and Libya. In terms of source countries, France, the UK and Spain are the most important European investors in North Africa, excluding Libya. In Libya, Algeria and Egypt FDI flows primarily into the hydrocarbon sector. In Tunisia it is focused on the energy sector and the manufacturing industry, while in Morocco FDI flows into the tourism, real estate and industrial sectors. Strong economic growth prospects, demand for energy, further privatisations and improvements in the business environment will likely contribute to rising FDI inflows from the EU in the future.

However, at the moment overseas investment into the North African region is not very dynamic. The chairman of a state-run investment agency in Egypt announced recently that the country is unlikely to lure the foreign investment it hoped for this year as nervous overseas businesses do not spend much following political unrest there. Nevertheless, chairman of Egypt's General Authority for Investment said he expected investment flows into the country to start gathering pace in the summer.

Investment into Egypt slumped last year as a popular uprising overthrew President Hosni Mubarak, prompting investors to withdraw capital and put projects on hold. Egypt is now trying to attract labour-intensive investments and make a dent in its long lines of unemployed people.

FDI is likely to recover slowly as investors deploy a small initial chunk of capital before following through with larger amounts as projects progressed. However, a number of notable investments by multinational corporations, including GlaxoSmithKline and Electrolux, have already been made since the Mubarak's exit.

The growth of the Moroccan economy will stand at 4.1% in 2012, according to forecasts of Morocco's High Commission for Planning (HCP). This forecast is established below the 4.8% which is retained for 2011 GDP growth, the High Commissioner Ahmed Lahlimi said in February, noting that for 2012, nonagricultural activities will increase 4.9%, while the primary sector will fall by 2.2%.

He believes that domestic demand will continue to drive growth with household consumption to increase by 5% in quantity, while those of public administration will rise by 2%. The contribution of domestic demand will remain high up to 5.4% of growth in 2012 against 4.8% in 2011, reported the Commissioner. He added that the inflation in Morocco will stand at 2.1% against 1.3% in 2011.

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Egypt
Securities Lawyer of the Year

Sarie-Eldin & Partners

Motaz Eldreny is a member of Sarie-Eldin & Partners' capital market and securities practice. He has advised leading corporate and financial institutions in Egypt and appeared in many of the most challenging, high profile and significant offerings (debt and equity) of recent years.

Mr. Eldreny has a broad corporate and securities experience with special emphasis on debt and equity offerings. He has a considerable experience in various types of financing transactions, such as public offerings, representing both issuers and underwriters; private placements, representing both issuers and investors; and debt restructuring.

Mr. Eldreny also represents clients in securitisations involving a wide variety of asset types, for instance commercial mortgages and financial lease. He has represented clients in structured finance transactions including mezzanine finance and equity-linked (convertible and exchangeable) bond issues.

Previously, Mr. Eldreny served as a corporate counsel to the Middle East largest steel producer and has been advising on the areas of corporate governance, antitrust and international trade regulations.

Sarie-Eldin & Partners was established by Dr. Hani Sarie-Eldin in 2007. The firm comprises highly qualified professionals able to provide effective legal services and advice. The firm specialises in business and commercial law, including inter alia capital markets, M&A, GDRS, derivatives, IPOs, private placements, banking, corporate finance, project finance, PPP projects, corporate restructuring, commercial agencies, real estate development projects, and information technology. Moreover, the firm has a strong Procedures and Government Relations Department, which carries out all relevant corporate and administrative matters for the firm's clients.

Although Sarie-Eldin & Partners is a relatively new firm, it enjoys strong regional presence, and a large local and international client base consisting of leading local corporations, regional and international financial institutions, transnational corporations and governmental organisations.

Mission

Sarie-Eldin & Partners are committed to provide their valued clients with quality legal services for the best value. They follow strict quality control processes and ensure that every lawyer is endowed with the necessary tools and qualifications to offer first-rate and timely legal support. The firm's objective is to address its clients' legal requirements in the most effective manner. The firm is particularly keen to maintain strong relationships with its clients, guide them towards success while enabling them to attain their targets.

Vision

Perseverance, professionalism and dedication to clients constitute core values and goals for practitioners at Sarie-Eldin & Partners. Such values provide the practice with the structural foundation to be recognised as the leading law firm in Egypt and in the MENA region.

Corporate Social Responsibility

Professionals at Sarie-Eldin & Partners stand strongly for corporate social responsibilities. They have made it a consistent policy to offer free of charge services to any client who wishes to pursue charity work in Egypt. The firm has been elected as the legal advisors to Al-Fayed family to do their charity work in Egypt. It has also served as legal advisors to the Komen and Egyptian Breast Cancer Foundation.



Sarie-Eldin & Partners

Motaz Eldreny
Senior Associate
Tel: +202 35352460
maaziz@sarieldin.com
www.sarieldin.com

Morocco
M&A Lawyer of the Year

KLF KETTANI LAW FIRM

Since 1992, Nadia Kettani has been a Partner, Co-Manager and the Head of the International Consulting Department at Kettani Law Firm in Casablanca, Morocco.

KLF is one of Morocco's oldest and most prestigious law firms. The firm was founded in 1971 and currently has over 100 employees of which 50 are attorneys and legal consultants practicing in all areas of business law, with expertise in stock exchange law, aviation law, insurance, telecommunications, energy, hospitality, labour law, intellectual property, audits, corporate finance, banking, project finance, commercial law and IPOs. Additionally, the firm has a vast experience in arbitration at international level and litigation as well as commercial dispute resolution.

There are eight major areas of Nadia's practice:
- Corporate, including Mergers & Acquisitions;
- Banking, including Project finance;
- IPOs;
- Energy, including Renewable Energy;
- Telecommunication;
- Pharmaceutical Industry;
- Capital markets;
- Aviation.

For each area, Nadia is assisted by a fully qualified team of lawyers.

Nadia represents most multinational and blue-chip companies investing in Morocco. Her clients include European, Anglo Saxon, Gulf and Asian companies.

Nadia obtained her Juris Doctorate at Hassan II University of Casablanca and a double Masters degree in Civil and Business law. As a young graduate she interned in law firms in Paris, France, as well as in the United States. She is fluent in French, Arabic and English. Nadia continuously avails herself to her clients, and represents them with a lot of dedication and enthusiasm. As a business executive, she understands the importance of responsiveness, and is committed to providing efficient and cost-effective legal services to her clients.

Nadia is rated "2012 Leading Lawyer" by IFLR 1000, which is one of the highest ratings given to lawyers.

Nadia leads the Mergers & Acquisitions Consulting Department, specialising in providing consulting services to sellers and buyers alike. She was the writer of "Getting the Deal Through: Mergers & Acquisitions" for Morocco for the last two years and this year's publication as well. She also wrote articles in Oxford Business Group and The World Bank and the International Finance Corporation's publication: "Doing Business".

Nadia's recent transactions include:
1- Advising on all the current power projects in Morocco;
2- Advising banks in the financing of large scale investments in the cement industry;
3- Advising France Telecom on 40% acquisition of MediTelecom;
4- Advising major international players in the hospitality business.

Nadia is a member of the UIA, Women Corporate Directors and the IBA.



Kettani Law Firm

Nadia Kettani
Partner
Tel: +212 522 438 900
nadia@kettlaw.com

ASIA

Asia is the largest continent in the world and the fastest growing economic region. Its economy comprises more than 4 billion people (60% of the world population) living in 46 different states.

As in all world regions, the wealth of Asia differs widely between, and within, states. This is due to its vast size, meaning a huge range of differing cultures, environments, historical ties and government systems. The largest economies in Asia in terms of both nominal and PPP gross domestic product (GDP) are the People's Republic of China, Japan, India, South Korea and Indonesia. Wealth (if measured by GDP per capita) is mostly concentrated in east Asian territories such as Hong Kong, Japan, South Korea, Singapore and Taiwan, as well in oil rich countries such as Iran, Saudi Arabia, Qatar, United Arab Emirates.

Although Asia's economy is predominantly agricultural, regions where power facilities, trained labour, modern transport, and access to raw materials are available have developed industrially. Japan, China, Russian Asia, South Korea, Taiwan, Turkey, and Israel are distinguished for their industrialisation. China and India are making considerable strides in this direction. The most spectacular industrialisation has occurred in Japan and the "Four Little Dragons"—Taiwan, Korea, Singapore, and Hong Kong. The economies of Thailand, Indonesia, and South China are booming thanks to Japanese investment in plants and to cheap indigenous labour. The development of railroads is greatest in the industrialised countries, with Japan, India, China, and Russian Asia having the greatest track mileage.

Also contributing greatly to the income of many Asian countries are vital mineral exports—petroleum in Southwest Asia, Russian Asia and Indonesia, and tin in Malaysia, Thailand and Indonesia. Asia's other valuable mineral exports include manganese from India and chromite from Turkey and the Philippines; China produces great amounts of tungsten, antimony, coal, and oil.

"While Asia is clearly not immune to the global economic slowdown and financial market turmoil, the poll indicated that the current slowdown might be short-lived and the region will recover towards the end of the year."

Over the years, with rapid economic growth and large trade surplus with the rest of the world, Asia has accumulated over US$1 trillion of foreign exchange reserves - more than half of the world's total.

The Association of Southeast Asian Nations (ASEAN) aims to accelerate the economic growth, social progress and cultural development in the region through joint endeavours in the spirit of equality and partnership in order to strengthen the foundation for a prosperous and peaceful community of Southeast Asian Nations. As stated by World Economic Forum on East Asia 2011, robust economic growth and an improved investment climate have underpinned the economic recovery of SEAN, buoyed by an emerging market of nearly 600 million consumers. The planned economic integration by 2015 will see the region emerge as the world's 10th largest economy.

In 2012 Asia's economic growth is expected to get worse before it gets better, with China and India seen expanding this year at their slowest pace since the tail-end of the global financial crisis in 2009, prompting central banks to remain accommodative, a Reuters poll showed in January.

Surveys of more than 250 economists across Asia, excluding Japan, found significant downgrades to growth estimates when compared with the previous poll conducted in October. However, economists also thought Asia's policymakers would step in to stave off any sharp declines, with interest rate cuts expected in 2012 in India, Indonesia, Malaysia, the Philippines, Thailand and Vietnam.

Analysts have steadily chipped away at their 2012 growth estimates for China over the last five quarterly polls dating back to January 2011. The consensus view showed China's growth slipping to 8.4% in 2012, which would be the slowest growth in a decade. Asia's fate is closely tied to China's because it has become the top export destination for many of its neighbours, so a sharper slowdown there would have far-reaching repercussions.

While Asia is clearly not immune to the global economic slowdown and financial market turmoil, the poll indicated that the current slowdown might be short-lived and the region will recover towards the end of the year.

In India, which is feeling the bite of 13 successive rate hikes coupled with the government's inability to pass legislation to encourage foreign investment, growth estimates have come down sharply. Economists now see growth in the fiscal year ending March 2013 coming in at just 7%, down from 7.6% in the October poll. In April 2011, economists were looking for growth of 8.5%.

It is believed that while larger Asian economies have robust local markets to fall back on, it is the smaller ones that are exposed to the volatility in the west that might suffer more. Much weaker growth in 2012 for Hong Kong and Singapore is expected, which reflects both weakness of exports to developed countries and weaker financial service activity, on which both economies depend. Hong Kong's economy is expected to grow by 3% in 2012 and by just 1.2% in the first quarter, far from the 4% predicted in the previous poll. The most sizeable falls after Hong Kong and Singapore were seen in Malaysia, Philippines, Taiwan and Vietnam.

Indonesia looks likely to hold up somewhat better than more export-reliant economies.

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Hong Kong
Product Liability Lawyer of the Year



Smith & Partners
in affiliation with Carroll, Burdick & McDonough

Terence Lee
Partner
Tel: +852 2511 1970 Fax: +852 2511 1995
Suite 5406, 54th Floor, Central Plaza 18 Harbour Road, Wan Chai, Hong Kong SAR

tlee@cbmlaw.com
www.cbmlaw.com

Carroll, Burdick & McDonough (CBM) is a global legal services organisation which represents local, national and international clients in a diverse litigation and business practice. The firm focuses in the areas of appellate litigation; complex insurance matters; products liability litigation; corporate, commercial and real estate transactions; real estate and construction litigation; complex commercial, business and tort litigation; mass tort litigation; labour and employment litigation; and intellectual property licensing and development. The firm has U.S. offices in San Francisco, Los Angeles and Sacramento and international offices in Germany (Stuttgart, Böblingen, Munich), China (Bejing), Hong Kong and Singapore.

CBM Hong Kong specialises exclusively in the niche area of international product liability law, including litigation management and wide-ranging regulatory and related advisory work to all its clients in Asia. The firm's Products Liability Practice is a globally-known leader in products liability defense with an impressive record of defense verdicts and other favourable results in the difficult jurisdictions of Hong Kong, PRC, Taiwan, Japan, Korea, Singapore, Malaysia, India and Sri Lanka.

The firm's approach to handling litigation is simple, straightforward and focused on reaching an outcome that is efficient, cost-effective, and most importantly, successful. When a claim must be litigated, the firm's lawyers act decisively to establish a vigorous and complete defense. They also maintain solid working relationships with prominent experts in the United States and Europe in such areas as vehicle crashworthiness, vehicle dynamics, accident reconstruction, metallurgy, fire science and biomechanics.

From prevention to defense, the firm assists its clients in every aspect of the products liability field, including:

- Helping clients author warning labels and owner's manuals,
- Consulting on advertising campaigns to minimise liability exposure,
- Coordinating national and global defense strategies,
- Conceiving and executing national recall programs,
- Defending warranty and other consumer claims.

One of the firm's partners specialising in product liability practice is Terence Lee. Mr. Lee manages the Hong Kong office and coordinates its clients' Products Liability litigations and matters in Asia. He has successfully handled complex product, commercial, construction, land and trust litigation and arbitrations around the globe, including many in the challenging jurisdictions of Malaysia, Hong Kong, Singapore, PRC, Taiwan, Korea, Japan, India and Sri Lanka. He frequently advises listed companies in Malaysia and Hong Kong in their commercial deals, including merger and acquisition guidance, multi-national contract review and preparation and joint venture arrangements.

Mr. Lee has also been involved in many cross-border transactions and litigations, including conducting due diligence for a Swedish company acquiring shares in companies in Thailand, negotiating, reviewing and drafting joint venture and share purchase agreements and joint venture agreements in Malaysia, Hong Kong and PRC and handling a construction arbitration regarding a hotel in Vietnam.

According to Mr. Lee, CBM distinguishes itself in the provision of product liability legal advice on international level. He explained: "First of all, we have over 12 years accumulated valuable first-hand experience and expertise in all areas of cross-border product liability litigation. We can quickly and accurately grasp the issues presented and provide our clients with reliable, practical and effective advice. We also assist our clients with all kinds of disputes, starting from an initial customer's complaint up through court trial and appeals.

> "We have over 12 years accumulated valuable first-hand experience and expertise in all areas of cross-border product liability litigation."

"Secondly, we represent our clients in all jurisdictions in Asia, including Japan, S. Korea, PRC, Singapore, Malaysia, Taiwan and India. We have achieved a 100% defense verdict record in all product liability cases that have gone to trial in all these challenging jurisdictions over the past decade. In particular, we have achieved full defense verdicts in difficult cases in PRC, Japan, Taiwan and Korea at the appellate and apex levels."

Mr. Lee emphasised that the firm has an exceptional team with tremendous depth of experience. The following is a sampling of the wide range of diverse products CBM's Products Liability team has defended: automobiles and automobile components, boats and yachts, buildings and building materials, campers and camping equipment, drugs, electronic components, food and beverages, hand tools, home appliance, industrial machinery, material handling equipment, medical devices, motorcycles, sports and fitness training equipment, toxic chemical, weapons and military equipment.

Members of the Products Liability team are versed in a variety of different languages including: • Mandarin • French • Malay • German • Latvian • Russian • Spanish • English • Cantonese



GLOBAL FLUENCY

Carroll, Burdick & McDonough operates in Asia as

smith partners

That is our clarion call—and it is loud and clear. Global reach and understanding. Competence and experience in 28 jurisdictions worldwide, and counting. A laser sharp focus on anticipating and exceeding each client's needs.

If it sounds like we are a rare breed among law firms—we are. In working with Carroll, Burdick & McDonough, you will tap a team with strong local roots backed by an impressive global resume. A law firm with clients who cherish our international know-how as much as they do our superior, one-on-one client service.

We have the expertise to help you address your litigation and corporate needs. Anytime, anywhere, any matter.

It's time to start the dialogue.

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Hong Kong
Environmental Law Firm of the Year

FRED KAN & CO. 簡家驄律師行



Fred Kan & Co.

Fred Kan
Senior Partner
Tel: +852 2598 1318
Fax: +852 2588 1318
ka-chong@fredkan.com
www.fredkan.com

Fred Kan & Co. has since 1984 developed into a full service commercial law firm. However, its commitment to urban planning and environmental protection has persisted through the years.

Senior partner Fred Kan noted that the main issues related to environmental law in Hong Kong are: (1) creating more land for residential use while upholding high environmental standards; (2) promoting low carbon development; and (3) managing waste.

He said: "We distinguish ourselves from our competitors due to our commitment to environmental protection. Our knowledge and interest in town planning enable us to handle complicated land-use cases."

Mr. Kan added that many clients come to Fred Kan & Co. for assistance to manage business risks and/or to resolve problems from not properly managing such risks.

Fred Kan & Co.'s branch office is in Tianjin, China but the firm has always had an international outlook and an international clientele. The firm has a Japanese Department and an office in Tokyo. Further, Fred Kan & Co. is the Hong Kong member-firm of Advoc, a global network of independent commercial law firms.

"These and our commitment to good service and client-care have kept us in good stead with our international clients," commented Mr. Kan.

He also pointed out that in May 1992 the firm published the first issue of Urban Planning and Environmental Law Quarterly. In May 2012 the Quarterly will celebrate its 20th anniversary. There is no other publication on the subject in Hong Kong which has a longer history. Visit www.fredkan.com to view all past issues of the Quarterly.

Mr. Kan was called to the Bar in Ontario, Canada in 1969. After practising in Toronto for 15 years, he set up his Hong Kong firm in 1984 acting mainly for property developers.

He was a member of the City of Toronto Planning Board. His knowledge and interest in urban planning and environmental protection were important assets. He was also an Honorary Research Fellow of the Centre for Urban Planning and Environmental Management, University of Hong Kong and is the Honorary Legal Advisor to the Hong Kong Institute of Planners.

From 1997 to 2002 Mr. Kan was a council member of the Law Society of Hong Kong. He was the chairman of its External Affairs Standing Committee and was the chairman of its Annual Convention Committee. He was also a member of its Standing Committee on Policy and Resources as well as its Standing Committee on Standards and Development. Mr. Kan has served on many Law Society Working Parties, e.g. on specialist accreditation, incorporation of solicitors' practices, professional services development assistance scheme, etc. He is currently the immediate past chairman of the Member Benefits Committee and the chairman of the Czech Interest Group.

In addition, he is a council member of the Hong Kong International Arbitration Centre, and a member of the Macau Law Reform Advisory Committee.

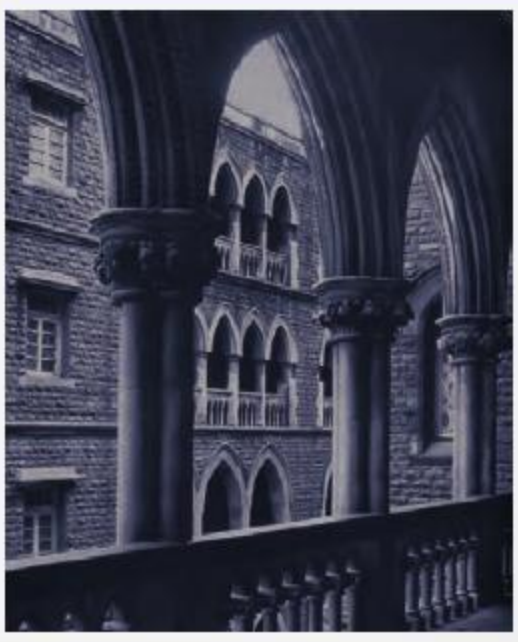
Mr. Kan has been selected by AsiaLaw Leading Lawyers Survey as one of Asia's leading business lawyers in each year commencing from 2003.

Bharucha & Partners offers a blend of rich experience, creativity, and the energy of youth. Each partner has handled complex commercial transactions or disputes, and each associate shares the partners' qualities and vision.

With five partners and thirty-five associates we work across practice areas, and count leading international and Indian corporate houses, banks, financial institutions, and funds amongst our clients.

Practice Areas

• Mergers & Acquisitions • Corporate Restructuring • Joint Ventures • Private Equity • Banking • Structured Finance • Projects and Project Finance • Capital Markets • Litigation • International and Domestic Arbitration • Intellectual Property • Telecoms • Information Technology • Real Estate • Employment Laws • Financial Regulation



b&p bharucha & partners
Advocates & Solicitors

Cecil Court, 4th floor
M. K. Bhushan Marg
Colaba
Mumbai 400 039 India
Tel:+91 22 2289 9300
Fax: +91 22 2282 3900

Hague Building
9, S. S. Ram Gulam Marg
Ballard Estate
Mumbai 400 001 India
Tel: +91 22 6132 3900
Fax: +91 22 6633 3900

Enkay House
4/48 Malcha Marg S. C.
Diplomatic Enclave
New Delhi 110 021 India
Tel: +91 11 4593 9300
Fax: +91 11 4593 9399

sr.partner@bharucha.in
www.bharucha.in

India
Tax Law Firm of the Year

With over 55 partners and lawyers, Gagrats has a broad based practice cutting across a wide range of legal disciplines. The firm offers its services throughout India, having headquarters in Mumbai and associate offices in New Delhi and Dubai.

The firm's main strength lies in its highly qualified staff. Most members of the firm have attended prestigious universities in England, the U.S.A., and India, such as Cambridge, London, Harvard and The National Law School of India University, respectively. Some partners at the firm have also qualified as Solicitors of the Supreme Court of England.

The professionals at Gagrats have represented clients on significant financings (including transactions which were selected by Euromoney as the Deal of the Year and more recently by Air Finance in 2010 as the Deal of the Year), some of the largest acquisitions in India and overseas, on private equity deals and on large power projects. The firm has also represented issuers on securities offerings including offerings of American Depository Receipts (ADRs), Global Depository Receipts (GDRs), Foreign Currency Convertible Bonds (FCCBs) and Rights Issues.

The firm advises several major foreign and Indian corporations, multilateral organisations, banks, funds, foreign institutional investors and airlines on international and cross-border transactions including joint ventures, M&A, (both inbound and outbound), private equity, public offerings, corporate finance, asset-based finance, external commercial borrowings, infrastructure projects, technology transfer, licensing and aviation law.

AREAS OF PRACTICE

Arbitration, Aviation, Asset Based Finance, Banking, Capital Markets, Commercial Law, Competition Law, Copyright Law, Corporate Law, Energy Law, Exchange Control, Foreign Investment, Franchising, Information Technology, Infrastructure, Insurance, Intellectual Property, International Finance, Joint Ventures, Labour Law, Litigation, Mergers & Acquisitions, Mutual Funds, Mining, Oil & Gas, Power Projects, Privatisations, Project Finance, Private Equity, Real Estate, Securities Law, Securitisations, Shipping, Taxation (both Direct & Indirect), Technology Transfer, Telecommunications, TMT, Trademarks.

With regard to taxation, the firm has a large practice in corporate, direct and indirect tax. It also advises foreign investors on structuring their investments in India. The firm has been the recipient of the 2011 Global Award as the "Tax Law Firm of the Year in India" and the "2011 Indian Corporate Tax Law Firm of the Year Award."

Gagrats has been the recipient of other awards too, including the 2008, 2009, 2010 and 2011 Indian Law Firm Awards, the 2011 Asian Mena Counsel Awards and has been recognised as one of the Most Responsive Domestic Law Firms in India in 2011. Gagrats has also been ranked as a Leading Law Firm by Chambers & Partners, Chambers Asia Pacific, Asia Pacific Legal 500, Asia Law Profiles, The IFLR 1000 and Which Lawyer PLC.



Gagrats Advocates & Solicitors

R. J. Gagrat
Senior Partner (Mumbai office)
Tel: +91 22 6752 9037/67264444
Fax: +91 22 6752 9053
rjgagrat@gagrats.com

India
Environmental Law Firm of the Year

M.V. Kini & Co., Advocates & Solicitors is a law firm with 150 lawyers dedicated to offering legal services of the highest standard in a wide range of areas, including litigation, arbitration, corporate and commercial law, international trade disputes, banking and securities, public infrastructure contracts, civil aviation, labour and service matters, environmental law, intellectual property laws, and WTO law.

With regard to environmental law, the firm's expertise is based on the requirements of the corporate sector. Hence, the team is specialised in offering legal and practical advice relating to the Hazardous Waste (Management, Handling and Transboundary Movement) Rules, 2008; the Water Act and the Air Act - the three key legislations in India under which an environmental permit must be obtained.

The firm assists clients while applying for or renewing their environmental permits or No Objection Certificates from the State Pollution Control Boards as well as the Ministry of Environment and Forests. It also offers hands-on advice in the event of show cause notices received from any of the authorities, and assists clients with their compliance requirements until all issues with the various government bodies have been successfully addressed.

Partner Els Reynaers Kini commented: "We take pride in our vast network within the environmental field in India and our ability to establish a positive communication channels with the environmental authorities which is key to any company's environmental strategy.

"That said, we also advise on various other environmental laws, including e-Waste, the hazardous chemical rules, various labeling requirements, while also tracking developments in various Multilateral Environmental Agreements which may have repercussions domestically (such as the POPs Convention, UNFCCC, the Basel Convention, etc.)."

Based on its extensive experience in interacting with state pollution control boards (including their Chairmen and Member Secretaries) and the Ministry of Environment and Forests (be it at Director level or the Joint Secretary), M.V. Kini & Co. can provide a rapid response to emergency situations, along with being able to provide concrete strategies to companies in how to specifically address difficult non-compliance situations. This practical experience, together with up-to-date knowledge of environmental legal developments, distinguishes M.V. Kini & Co. from other Indian law firms. Moreover, the office is one of the few law firms with a specialised environmental law department. Some of the firm's environmental lawyers have been the Counsels for various state pollution control boards, adding great strength and insight to how these bodies function and assess various situations.

Ms. Kini added that the firm's abundant experience with JVs and M&As places its professionals in a unique position to facilitate a quick and in-depth turnaround while executing environmental due diligences. "Many of our lawyers bring with them extensive experience as contract lawyers or litigating lawyers, sharpening their ability to identify critical aspects during an environmental due diligence. It is also an added advantage that several of our environmental lawyers have a science background," she concluded.



M.V. Kini & Co., Advocates & Solicitors

Els Reynaers Kini
Partner
Tel: +91 22 2261 2527/ 28/ 29
Mobile: +91 98218 70055
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Qatar
Law Firm of the Year

Sultan Al-Abdulla & Partners is an established legal practice, specialising in corporate and commercial transactional work and complex business litigation. Founded in 1999 by Sultan Al-Abdulla, an experienced Qatari lawyer, the firm draws its strength from the diversity of experience and perspective offered by a multinational team of experienced attorneys.

The firm's lawyers carry extensive experience and deep understanding of the market, the country's various segments and the general regulatory framework of doing business in Qatar. The team comprises of lawyers trained in a diverse range of legal systems with experience in contemporary transactions as well as litigation. In particular, the firm's lawyers offer understanding and experience of shariah compliant financial products, project finance, energy, construction, information technology and communication sectors. The firm's experience includes establishing incorporated and branch entities, drafting HR policies and contracts, structuring sports and media sponsorships, devising contractual regimes for protection of intellectual and industrial property and providing legal counsel in relation to information technology, electronic transactions, joint ventures, commercial agencies, franchises and licensing, hospitality management, supply and distribution, and international trade.

The firm's list of longstanding clients features international corporations with firm commitment to the Qatari market, and local institutional clients as well as leading business houses.

The firm has attorneys who come from different backgrounds and have considerable experience in advising clients on various legal matters relating to the structuring of their activities and to conducting business in Qatar independently or in association with third parties, such as joint ventures, due diligence, licensing, employment and management, incorporation and registration of companies. The firm regularly advises in relation to corporate restructuring, mergers and acquisition, divestiture and transfer of share holdings, private placement of shares, initial public offerings (IPOs), bankruptcy and liquidation of corporate entities.

Experience and activities

- Advised and implemented the restructuring of a syndicated Musharakah financing facility of US$ 200 million for the development of an energy related economic zone based in the State of Qatar.
- Provision of advice in respect of activities proposed to be carried out in the financial sector in Qatar. The advice required detailed knowledge of the legal and regulatory regime of the Qatar Financial Markets Authority ("QFMA") and of Qatar Financial Centre ("QFC") as well as practices adopted in the ever evolving procedural framework.
- Advising on the merger and restructuring of two large Qatari media companies. The new entity is due for an IPO later this year and is expected to raise around US$ 600 million.
- Representing a multinational contractor in a US$ 600 million construction dispute against a government authority.



Sultan Al-Abdulla & Partners

Al-Reem Tower, 8th Floor (Opposite Qatar Financial Center Building #1),
West Bay, P.O. Box 20464, Doha, State Of Qatar
Tel: +974 44 42 0660
alabdulla@qatarlaw.com
www.qatarlaw.com

Sultan M. Al-Abdulla – Managing Partner
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Russia
Private Equity Lawyer of the Year

SALOMONS



Salomon Partners

Anton Klyachin
Co-founding Partner
Tel: +7 495 691 1184
Fax: +7 495 691 1508
anton.klyachin@salomons.com
www.salomons.com

Anton Klyachin is a co-founding partner of Salomon Partners. He is responsible for the firm's corporate M&A practice, support of private equity and venture capital investments and labour law matters. He is recommended by Who'sWho Legal CIS 2010 and 2011 in Corporate M&A, Project Finance and Labour Law spheres.

Before founding the firm in 2006, Mr. Klyachin was the head legal adviser for Russian Technologies - an early stage investment fund. In that capacity, he was one of the first Russian venture capital lawyers. Previously, Mr. Klyachin was an attorney at the Moscow office of White & Case, and also an attorney at leading Russian law firm Monastyrsky, Zyuba, Stepanov & Partners.

Mr. Klyachin graduated from the faculty of law at Moscow State University in 2002. He is a member of an advisory council on legal regulation and protection of intellectual property.

In addition to his work at the law office, Mr. Klyachin hosts TV show "Who's For?" on first Russian legal TV channel "Zakon-TV". He is also a CEO of Poverim.ru – Russian charity raising funds for children with serious diseases.

Salomon Partners was established six years ago by several attorneys from different Russian and international law firms. Coming together for the purpose of engaging in their own private practice, they had a vision of a firm rendering specialised legal services of the highest quality in the various areas of commercial law.

Mr. Klyachin commented: "Our aim has never been to be a 'full cycle' law firm with varying degrees of competence in all areas, but one undertaking legal transactions and projects exactly corresponding to our expertise. This approach allows for the accumulation of a wide range of unique experience in the particular legal services we offer to our clients.

"Our clients turn to us for reliable, professional assistance in circumstances requiring advanced legal perspective. We undertake complex and extraordinary legal and commercial projects with the confident understanding that it is precisely in these special cases that our clients gain the most advantage and added value from our services."

Mr. Klyachin noted that staff at Salomon Partners aspire to strike a balance between international standards of professionalism and a deep understanding of the unique character of the Russian legal sphere. "The wide and varied experience of our attorneys permits the combined advantages of the broader perspective of an external legal advisor with the result-oriented approach of an in-house corporate lawyer," he said. "We strive to provide comprehensive, multisided consideration to each question put before us."

The firm specialises in private equity / venture capital, corporate M&A, management incentives, dispute resolution, and intellectual property.

Russia
Business Law Firm of the Year

INMAR Legal Co., Ltd.



The Inmar Legal Co., Ltd

Dmitry Kafanov
Senior Partner
Tel: +7 423 2413445
finance@inmarlegal.ru
www.inmarlegal.ru

The Inmar Legal Co., Ltd is a reliable consultant in business and irreplaceable assistant in any legal questions. The firm is always ready to come to the aid and consider client's problems by jointly developing the most optimal way of their solution.

The firm offers advice and support in all stages of an M&A transaction, such as preliminary planning, decision-making and post-transaction services.

In recent months the firm has participated in projects related to an acquisition of existing business by foreign investors as well in development of business projects from the beginning, in the shipbuilding, agriculture, and production of new technology equipment field.

Senior partner Dmitry Kafanov said: "We have provided full legal support encompassing the identification of a project, execution of total legal due diligence, preparing optimal legal model of project's realisation, receiving all government and municipal permits, and preparing all legal documents concerning the project until its implementation."

Other of the firm's services include:

- Complete due diligence of documents on companies analyzed including the initial analysis of financial documents;
- Handling of issues related to M&A launching considering the current legislation, court work and practical experience of use;
- Preparation of the model, timing program concerning stages of the project launching;
- Opening/closing of foreign representative offices, as well as accreditation of their employees;
- Creation of an organisation with foreign participation, alienation of shares/equity in the capital stock of the company;
- Pledge of shares/equity in the capital stock of foreign and Russian companies as a guarantee of liabilities;
- Support of all the deals on movable and real property transfer;
- Getting approvals and arrangement of notification on the deals that required interaction with state antimonopoly institutions;
- Preparation and drafting of all transaction documents as well as preparation of legal opinions in relation to various legal aspects of planned or concluded transactions.

The Inmar Legal Co., Ltd has a large client base. The firm provides services in the following industries: transport, foreign investments, real estate, agriculture, trade, hotel business, as well as restaurant business and catering.

Dmitry Kafanov is a founder and a senior partner of the Inmar Legal Co., Ltd. He has been specialising in complex legal support of business and investment projects for more than 15 years.

He has actively participated and has vast experience in organising all the aspects of legal support of projects in the sphere of navigation, commercial and residential real estate, telecommunications, projects related to international trade and foreign investment.

Mr. Kafanov has also extensive teaching experience. He wrote a number of articles devoted to the problematic issues in the sphere of navigation, real estate, and fiscal law.

Mr.V. Hariharan graduated from the National University of Singapore in 1988 with an LL.B (Hons.). He was admitted to the Singapore Bar, as an Advocate and Solicitor, in 1989. He is a Fellow of the Singapore Institute of Arbitrators, a Member of the Chartered Institute of Arbitrators and a Member of the Panel of Arbitrators under the Law Society of Singapore Arbitration Scheme. He has also been appointed as an authorised counsel of the Republic of Tuvalu and the Republic of Kiribati and has issued numerous legal opinions to financial institutions on the laws of these two Pacific Island states particularly in the field of ship mortgages.

Mr. Hariharan has also co-authored the section on "Singapore" for the publication "Getting the Deal Through - Shipping in 30 Jurisdictions".

Mr. Hariharan deals primarily with non-contentious admiralty matters specialising principally in sale and purchase, chartering and financing of vessels. In this regard, his clients include financial institutions, shipowners, foreign counsel and very often Singapore law firms which do not handle work in this specialised field. He advises on the structuring of ship sale and purchase and ship finance deals, the documentation and registration aspects connected therewith and the marine insurance issues principally the requirements for the hull and machinery, protection and indemnity and mortgagee interest insurances. He is also actively involved in the negotiation and drafting of ship/rig construction contracts and ship-repair contracts. His clients in this area include many of the major shipyards in Singapore.

Mr. Hariharan also supervises the company secretarial department in the firm which handles the company secretarial work for a large number of Singaporean and offshore incorporated companies.

Haridass Ho & Partners is a full service law firm with areas of specialisation in maritime law, corporate and commercial law, banking law, arbitration and litigation, insurance law and conveyancing. The firm aims to provide speedy, cost-efficient legal advice and solutions to problems. With this in mind, the firm is structured to allow for the formation of project groups to undertake specific matters/instructions. This grouping system allows for multi-disciplinary teams of lawyers to render collective expertise to a particular project or matter if there is a need for this approach.

The firm has built a strong reputation in its Admiralty practice and advises and acts for clients in all areas of admiralty law. The practice in this area is comprehensive and deals with all aspects of both 'wet' and 'dry' work. This department deals with all shipping-related issues, including issues relating to the carriage of goods by sea, transportation law and contractual arrangements for the hire of vessels and affreightment of goods.

The firm represents the major shipyards and rig builders in Singapore and the region. The firm also acts for shipowners, charterers, Protection & Indemnity Clubs, Insurers and cargo interests, as well as for oil and commodity traders, salvors, barge and tug operators, ship managers and agents, crew, ship chandlers and freight forwarders.

Haridass Ho & Partners will be celebrating its 27th anniversary this year and looks forward to serving its clients in the years to come.

Singapore
Shipping Lawyer of the Year

Haridass Ho & Partners
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Haridass Ho & Partners

V. Hariharan
Partner
Tel: +65 65332323
hariharan@hhp.com.sg
www.hhp.com.sg

2012 Litigation Law Firm of the Year in Singapore

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For more information, please contact us at
enquiry@braddellbrothers.com

Turkey
Energy Law Firm of the Year

BODEN LAW OFFICE



Boden Law Office

Değer Boden
Partner
Tel: +90 212 251 15 00
Fax: +90 212 251 15 01
dboden@boden-law.com
www.boden-law.com

Boden Law Office was established as a boutique law firm based in Istanbul with the objective of delivering the highest level of service to its clients. The firm offers sophisticated, effective, attentive corporate and commercial legal advice. The practice specialises in key sectors and disciplines of the Turkish and international law. Clients of the firm include leading domestic corporations, state owned enterprises, multilateral corporations and financial institutions.

Boden Law Office provides advice and representation particularly with respect to cross-border transactions, project development and finance transactions in the areas of power, oil and gas, ports, metals & mining and general infrastructure, mergers & acquisitions, joint ventures, alliances, dispute resolution with a special emphasis on arbitration, restructurings and creditor rights.

The firm is very active in the energy law field. The firm differentiates itself with its industry specific expertise in energy, natural resources and mining sectors. Members of the practice have published many articles on energy, project finance and international arbitration.

According to Değer Boden, partner at Boden Law Office, the firm tailors its services to its clients' needs and requirements. She noted that sound judgments can only be made if they are based on thorough research and a deep understanding of the clients' objectives and the law. In order to offer the highest level of service, professionals at Boden Law Office take time and make effort to get deeply involved with the client's business while trying to understand key factors and legislative developments that affect their performance. Practitioners at the firm adhere to the highest standards of legal excellence. They execute their work responsively, with a result-oriented approach, and professionalism.

Mrs. Boden added that project finance and acquisition deals or international arbitration cases in the energy, natural resources and mining sectors require specific industry and regulatory knowledge. The firm is capable of providing unique regulatory risk analysis in these sectors.

Mrs. Boden was admitted to the Istanbul Bar in 2001. She is fluent in Turkish, English and French. She is the author of many articles on topics such as international arbitration, electricity regulation, energy disputes, and project finance, among others, and she lectures in many conferences on these topics.

"Professionals at Boden Law Office take time and make effort to get deeply involved with the client's business while trying to understand key factors and legislative developments that affect their performance."

Turkey
Capital Markets Law Firm of the Year

Pekin & Bayar
Law Firm



Pekin & Bayar

Selin Bayar
Senior Partner
Tel: +90 212 359 5700
s.bayar@pekin.com.tr
www.pekin.com.tr

Pekin & Bayar has been active in the corporate & commercial law area since 1946. It has long been a top tier firm in its major expertise areas, namely capital markets, mergers & acquisitions, real estate, project finance, banking and litigation.

Pekin & Bayar is also a leading law firm in the capital markets area, providing advisory services pertaining to public offerings, as well as offering legal consultancy to capital market institutions and publicly-listed companies.

According to senior partner Selin Bayar, the firm has acted as the legal adviser for numerous major public offerings involving both equity and rights offerings. "In addition," she said, "we have provided legal advisory services for tender offers realised in Turkey during the past decade; therefore, we have extensive experience in capital markets law."

Concerning the capital markets industry as a whole, Turkish legislation, particularly in terms of public offering rules, has been subjected to significant amendments during the last two years as part of the reform and regulation in financial markets. A new draft of capital markets code is being published. Consequently, Pekin & Bayar is providing its contribution to such legislation reform and law-making processes via its engagement in TUSIAD (Turkish Businessmen and Industrialist Association) committees.

When asked to describe the firm's typical client base, Ms Bayar noted: "During the past two decades, although we have acted as legal advisers for public companies and leading underwriters, we have primarily been involved in representing the underwriters' side in Turkey's major IPO transactions."

Notably, the firm has represented leading underwriters, both domestic and international. These have included: Credit Suisse, Deutsche Bank, Goldman Sachs, Morgan Stanley, Lehman Brothers, Raymond James, İş Yatırım, Yapı Kredi Yatırım, TSKB, Finans Yatırım, Ak Menkul, Deniz Yatırım, Garanti Yatırım and Ekspres Yatırım.

Ms Bayar added: "Most of the underwriters that we have represented are leading global investment banks, and almost all of the IPOs for which we have acted as legal adviser have encompassed global elements, such as sales to global institutional investors. We also offer extensive expertise in drafting global offering circulars – and we have represented global underwriters in the IPO of Turkcell, which is a leading mobile phone operator and the only Turkish company listed in New York Stock Exchange.

"On the whole, although 2011 proved to be a quiet year in terms of capital markets transactions, we saw significant success in establishing case precedents for the public offering of MEY A.Ş. vis-a-vis the capital markets board. Following on from this, our objective for 2012 is to continue to be a key player in the capital markets area."

In recent months, LCT Lawyers has been involved in a number of important projects. These include the East West Highway, the Subway Project of Ho Chi Minh City, finance for a Vinh Tan 2 Hydro Powerplant, the Mapletree Business City in Binh Duong, and a one million ton steel project of Kyoei Steel in the north of Vietnam, among others.

Meanwhile, many of the firm's lawyers are arbitrators at the Vietnam International Arbitration Centre, and have experience at international arbitration, such as ICC or SIAC. In 2011 and 2012 they have completed three publications, including Kluwer Law International in its International Encyclopediae of Laws.

Moreover, LCT's legal advisers are consistently ranked highly by Legal 500, IFLR 1000, PLC and Chambers Global in areas of banking and finance, dispute settlement, project finance and corporate and M&A.

According to Ms Hoang Nguyen Ha Quyen, managing partner, LCT Lawyers is well perceived by clients as providing practical solutions, meeting deadlines and providing advice with a high level of accuracy. Its lawyers are also mindful as regards legal costs – always providing clients with the most practical and workable solutions.

When asked to summarise some core legal issues encountered during LCT's current case work, Ms Hoang Nguyen Ha Quyen noted that conflicting regulations, combined with the different interpretations of authorities, bring client trouble when estimating timeline and budget for projects in Vietnam.

Today, LCT's client base includes global clients in inward investment matters, as well as domestic clients, including large state-owned enterprises or the government in international transactions. Ms Hoang Nguyen Ha Quyen added: "Because of our expertise, LCT Lawyers has been contracted by many international law firms to cooperate with respect to inward investment."

Past successes / future prospects

During 2011, LCT assisted Japanese clients in their various transactions in Vietnam. These projects are among the largest in Vietnam; similarly, the firm represents clients from Singapore, Taiwan and Malaysia as regards their existing projects in Vietnam.

During 2012, LCT Lawyers welcomed Madame Dr Nguyen Thi Kim Vinh, justice emeritus of the Appelate Chamber of Supreme Court of Vietnam, as a partner. In addition, Mr Chau Huy Quang, a founding partner of LCT Lawyers, was recently listed – in April 2012 – by the Vietnam International Arbitration Centre (VIAC) as a recommended arbitrator.

This year, LCT Lawyers further aims to expand its capacity of associates to 40 people – and relocate to the Bitexco Financial Tower, one of the world's iconic towers and the tallest building in Ho Chi Minh City.

Vietnam
Contract Law Firm of the Year

LCT LAWYERS



LCT Lawyers

Ms Hoang Nguyen Ha Quyen
Managing Partner
Tel: +84 83 8212 357
Fax: +84 83 8212 382
quyen.hoang@lctlawyers.com
www.lctlawyers.com

EUROPE

Europe, called by some the old continent, is one of the world's most economically developed regions. With the European Union comprising 27 nations and a total population of around 500 million, the continent generates around 30% of the value of global GDP, making it the largest single economy.

2011 has brought challenges to the European Union in the form of sovereign debt risks and the attempts made by governments to tackle them. In the last three years Greece, Ireland and Portugal have received EU and IMF backed bailouts which, in partnership with strict state-encouraged austerity measures, are designed to help the member states get back on track. This road has been long and difficult and has caused turmoil in markets, lack of consumer confidence and a drop in the euro currency value.

According to the OECD report "A Market Perspective on the European Sovereign Debt and Banking Crisis", Europe has been beset by two interrelated crises: (i) a banking crisis, stemming from losses in capital market securities (including US subprime and other structured products), as well as home-grown, boom-bust problems in the property markets of some EU countries; and (ii) a sovereign debt crisis exacerbated by recession, transfers to help banks, and in some cases very poor fiscal management over a number of years that was inconsistent with the principles laid down in the Stability and Growth Pact and the Maastricht Treaty. The report highlights how both Greece and Ireland have faced very significant adverse movements in their yield spreads relative to euro-area benchmark bonds, and to a lesser extent this is also the case for Portugal, and Spain. The report finds that market-implied sovereign restructuring probabilities calculated by financial firms do, in fact, discriminate quite clearly between countries on a relative basis and the market has even begun to ponder whether the crisis could spread further, and whether the euro system in its current form is sustainable.

The short-term outlook for the world economy seems to hinge on whether a resolution to Europe's debt crisis can be found. A resolution, in turn, will be difficult to come by if the euro-zone falls back into recession. If output is shrinking and unemployment rising, then austerity measures are likely to make economic conditions worse while raising very little new revenue. The euro-zone may fall ever deeper into a hole.

That is an unnerving possibility given the outlook for the euro-zone. After shrinking in the fourth quarter of 2011, the euro-zone economy showed early signs of life in 2012. The big stock exchanges in Europe started the year strong, with the Dax index of German stocks up 16%. Even the Athens stock exchange was up 21%. However, these positive events are not enough to bring optimism about the continent's economy. In fact, an analysis of recent data points by Now-Casting, which publishes "real-time" economic forecasts, suggests that economic contraction continued in the first quarter of 2012. Given the fact the euro crisis is far from over and a risk still exists that Greece will not have the money to pay bondholders, the recovery is not expected to take place soon.

The European Central Bank's trillion-euro effort to prop up the European banking system (cheap, unlimited, 3-year lending to banks) has forestalled a crisis. Many people began convincing themselves that the worst of the storm had passed. As The Economist noted, current global economic conditions are much better now than in late autumn of 2011. Therefore, reasons for optimism are real, but if policymakers get it wrong again, the recovery could yet turn to dust. And there are ever so many ways to get it wrong, the most dangerous of which is to fall into complacency. European governments certainly seem to have let their guard down. And the ECB, having rescued the financial system, is alarmingly relaxed in the face of what has clearly become a new euro-zone recession. At the same time, grinding austerity measures in many EU countries continue to take their toll. Further, the latest euro-zone figures on manufacturing activity point strongly toward another quarter of recession to start this year. Consequently, one needs to be prepared that worse may still be ahead.

"The short-term outlook for the world economy seems to hinge on whether a resolution to Europe's debt crisis can be found. A resolution, in turn, will be difficult to come by if the euro-zone falls back into recession."

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BLS Attorneys at Law has more than 35 years of experience in all areas of Commercial Law, Corporate Law, Litigation and Tort. As a leading medium-sized law firm, it attaches special importance to the provision of all-encompassing and high quality legal advice to each of its clients. The firm's practical application of its philosophy to provide a sustained and personal client support has been awarded several times in the past years.

The office's success is based on a qualified and specialised team of lawyers, who are able to develop tailored concepts and solutions even under complex frame conditions. Furthermore, all of the firm's employees - besides their areas of expertise - are well equipped with broad legal knowledge in order to be able to provide the client with the best possible know-how.

International corporations and businesses of any size as well as individuals comprise the firm's client base. "They appreciate the quick, competent and results-oriented provision of our legal advice," said partner Dr. Thomas Boller. "In doing so, we always make sure that every case resolution is economical for our clients. The organisational structure of our law firm allows for short communication channels and quick response times. Therefore, mandates can be processed at short notice. Furthermore, we are committed to guaranteeing continuity in the support of our individual clients. We will retain and even put a strengthened effort into this system in the future since our clients highly appraise this kind of support service."

Mr. Boller noted that to a great extent, BLS is focused on litigation. The firm conducts a large variety of legal proceedings for clients, particularly in all fields of Commercial Law. Therefore, practitioners at the practice can draw upon wide experience in litigation proceedings, both procedurally and tactically. Among the firm's clients are: the largest Austrian creditors' protection association, several leading industrial producers, insurance companies, telecommunication companies, technology companies, the leading provider of integrated safety, quality and resource management, and many others.

Furthermore, BLS advises on general Corporate Law issues, compliance with the respective Companies Acts, commercial registry and restructuring. Mr. Boller commented: " Last year we represented clients in all corporate law matters and legal disputes, especially with the foundation of corporations including company register matters, such as by-law changes, conversions, splits, appointing managers, conferring proxy and its rescission and legal disputes between shareholders."

He also pointed out that since 1999, BLS is the sole Austrian member of AVRIO ADVOCATI EUROPEAN LAW FIRMS ASSOCIATION. AVRIO members are chosen if they meet the high quality standards. "Thanks to this membership," said Mr. Boller, "we have a practically worldwide network of internationally established lawyers, tax consultants and notaries at our disposal, making it possible to process cross-border cases quickly and successfully. Our law firm also collaborates with lawyers and clients from countries where AVRIO is not present, for example law firms in the USA, Serbia, Bulgaria, etc."

Austria
Law Firm of the Year

rechtsanwälte
B|L|S attorneys at law



BLS Rechtsanwälte Attorneys at Law

Dr. Thomas Boller, LL.M.
Partner
Tel: +43 (1) 512 14 27 12
thomas.boller@bls4law.com
www.bls4law.com



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2012 Private Clients Law Firm of the Year in Austria

Private Foundation | Trusts and Foundations | Private Clients | Real Estate | Private Equity | Taxation | Litigation and Arbitration | Enforcement- and Insolvency | Commercial | Merger & Acquisition | Joint Ventures | Project Finance | Venture Capital | Due Diligence | Public and Environmental | Employment and Labor

www.kerres.at
Vienna, Austria

Austria
Capital Markets Law Firm of the Year

BRANDL & TALOS
RECHTSANWÄLTE · ATTORNEYS AT LAW



Brandl & Talos Rechtsanwälte GmbH

Dr. Thomas Talos LL.M. (Virginia)
Partner
Tel: +43 1 522 5700
talos@btp.at
www.btp.at

Brandl & Talos is well-established among the leading law firms in Austria. The firm stands for international competence in capital markets, banking and finance, M&A, corporate law, EU-law, gaming law, internet law and white-collar crime. Its experienced and internationally well-respected attorneys assist clients in all aspects of capital markets matters, including participations and takeovers, financing or the establishment of businesses. Brandl & Talos provides high level legal advice to businesses of all sizes – from start-ups, well-established small and medium-sized businesses to the largest multinationals. The firm's clients place their trust in the firm, expecting and receiving the best of legal advice.

The legal practitioners at Brandl & Talos are recognised specialists in their practice areas and their wide experience, knowledge and ability allow them to pinpoint the essentials. Brandl & Talos assists companies turning good ideas into sustained success and help directors, executives and managers to cope with the fast-changing legal challenges of today's markets.

Below are a few examples of what leading legal directories say about Brandl & Talos:

- "Clients select this well-known capital markets boutique for particularly complex mandates citing its 'Excellent performance and client focus'" - Chambers Europe;
- "This boutique has built 'real strength in banking and capital markets litigation'" - Chambers Europe;
- "Brandl & Talos Rechtsanwälte GmbH has a great reputation for capital markets work" - Legal 500;
- "Response times are extremely short and the team is accessible almost 24 hours a day. Advice is always on the point" - Legal 500;
- Rated "Highly Recommended" in investment funds - PLC Which Lawyer?;
- Rated highly in banking & finance, capital markets, corporate/M&A and dispute resolution - Chambers Europe.

Within ten years, Brandl & Talos has become a well-established law firm with experienced and internationally respected attorneys and associates, assisted by a team of dedicated legal assistants and back-office staff. The team is able to assist and provide tailored and personal services to a large number of international clients in the most complex fields of legal practice.

The firm's Capital Markets Law is divided into:

- Securities Supervision Law
  Ernst Brandl
- Banking and Stock Exchange Law
  Ernst Brandl
  Christopher Schrank
  Christian Lenz
  Christian Thaler
  Roman Rericha
- Equity Capital Markets
  Thomas Talos
  Christian Thaler
- Debt Capital Markets
  Christian Thaler
  Christopher Schrank
- Takeover Law
  Christian Thaler

In addition, the firm specialises in the following practice areas:

- Corporate Law

Commercial Law, Mergers & Acquisitions, Corporate Law, Reorganizations, Business Establishment, Competition Law, Trademark Law, Corporate Finance, Restructurings, Private Equity and Venture Capital

- General Civil Law

Real Estate Law, Contract Law, Law of Damages, Law of Warranties, Enforcement Law, Insurance Law, Civil Procedure Law, Legal Issues of the Internet, Legal Issues of IT

- Public Law

Data Protection Law, European Union Law, Trade Law, Administrative Law, Gaming Law, Energy Law, Environmental Law

- Criminal Law

Criminal Procedure Law, Corporate Criminal Law / White-Collar Crime

Brandl & Talos has been involved in many highly recognised and publicised cases in selected areas of law. Recently, the firm advised bwin in its multi-billion euro merger with PartyGaming.

The merger of bwin Interactive Entertainment AG with PartyGaming Plc became effective on 31 March 2011. This EUR 1.7 billion merger resulted in the creation of the world's largest listed online gaming company. The preparation of the transaction lasted more than one year and involved legal aspects of more than 15 international jurisdictions. The transaction is especially significant as it was the first cross-border merger of two publicly listed companies in Europe. The multi-jurisdictional nature added to the complexity of the transaction and set a precedent for the merger of public companies in Europe.

The newly merged company is now called bwin.party digital entertainment plc and is listed in the FTSE 250 on the London Stock Exchange. This transaction is further evidence that a young and dynamic law firm can successfully be involved at the highest level of international law and lead multi-jurisdictional, high-value and complex transactions.

BRANDL & TALOS

RECHTSANWÄLTE · ATTORNEYS AT LAW

UNDERSTANDING WHAT MATTERS.

Brandl & Talos is a boutique law firm offering its clients a broad range of legal services in fields as diverse as banking and finance, capital markets law, corporate law, M&A, EU-law, gaming law, internet law or white-collar crime.

In the field of prevention and compliance Brandl & Talos focuses on providing its clients with effective support and guidance in order to prevent costly and image destroying proceedings.

In order to further enhance international advice, our large informal network of partner law firms throughout the EU provides local legal expertise.

Brandl & Talos Rechtsanwälte GmbH
Mariahilferstraße 116, 1070 Vienna, Austria
Tel: +43 1 522 5700
Fax: +43 1 522 5701
Email: office@btp.at

Contact: Thomas Talos
E-mail: talos@btp.at

Contact: Ernst Brandl
E-mail: brandl@btp.at

www.btp.at

2012 Litigation Law Firm of the Year in Austria

KSW

Kunz Schima Wallentin
Attorneys at Law

Kunz Schima Wallentin was founded in 1990 to serve the national and international business community. We also work closely with a number of selected external legal consultants and have created an advisory board of well-known university professors.

Alongside labour and employment law we provide advice on various legal fields like corporate and commercial law (including mergers and acquisitions), insolvency law, IT law, antitrust, competition and intellectual property law, real estate law, and healthcare law. Serving the business community is our main focus.

Kunz Schima Wallentin is a member of a "Best Friends" network that covers all of Austria, all European capitals and, above all, the new EU member states. We are an independent law firm, and also the exclusive Austrian member of Ius Laboris, an alliance of leading law firms not only providing specialized services in employment and labour law throughout Europe, the Americas, Australia and Asia but also providing advice on employee benefit, immigration, and pension law questions.



HonProf Dr Georg Schima, M.B.L.-HSG
Porzellangasse 4, 1090 Vienna, Austria
Phone +43 1 313 74
Fax +43 1 313 74 80
office@ksw.at
georg.schima@ksw.at

WWW.KSW.AT

AFSCHRIFT Law Firm specialises in domestic and international tax law and law relating to white collar crime. AFSCHRIFT Law Firm was established in Brussels in 1994 and over the years, has expanded its presence and activity in Antwerp, Geneva, Luxembourg, Madrid and Tel Aviv.

The firm advises all taxpayers, natural or legal persons, on organising their personal, real property or professional patrimony to the best standard. As a specialist, it helps its clients in performing transactions, for instance by setting up international financial packages that minimise tax costs while remaining legally compliant.

The firm gives preventive and rigorous advice in relation to the decisions and behaviour clients plan to adopt, so as to avoid the application of fiscal and criminal laws. The firm advises a significant number of major companies and banks in reorganisations, tax planning and tax litigation.

Furthermore, AFSCHRIFT Law Firm defends taxpayers in all disputes concerning tax matters. The firm also defends assertively and effectively taxpayers undergoing criminal prosecution in tax and all other financial cases, notably to assure respect for their fundamental rights.

AFSCHRIFT has often appeared as a "pioneer" in respect to the developed argumentation in the dynamic field of tax law.

The firm chose deliberately the "boutique" status as it dedicates its entire activity to the sphere of Tax Law and Financial Criminal Law. This allows the firm to gather specialist lawyers, which consequently grants it large independence. Moreover, the firm purposely decided not to create distinct departments for consultancy and litigation, in order to allow each lawyer to practice simultaneously in the two spheres of activities.

According to Thierry Afschrift, partner at AFSCHRIFT Law Firm, national tax legislation in Belgium makes the country an attractive business location. He explained: "Belgian holding companies are very appealing to foreign investors. In fact, there are many tax considerations which warrant the establishment of a holding company in Belgium. The different preoccupations are for example: tax treatment of income from shares, the flat rate non-reimbursable tax credit for foreign source income and the deduction of interest paid by the holding company on loans used to finance the acquisition of shareholdings. Foreign investors may also be interested in the Belgian system of the 'deduction for notional interest', a tax deduction for equity capital."

Asked about the firm's plans for the near future, Mr. Afschrift said that the firm is reinforcing its presence and its activity in Luxembourg, a country of major importance for taxpayers. "In particular, the extremely innovative Luxembourg law is interesting for its sophisticated and advantageous structures for tax purposes," he added.

Belgium
Tax Law Firm of the Year



AFSCHRIFT LAW FIRM

Thierry Afschrift
Partner
Tel: +32 (0)2 646 46 36
Fax: +32 (0)2 644 38 00
avocats@afschrift.com
www.afschrift.com

AFSCHRIFT LAWYERS
Brussels • Antwerp • Geneva • Luxembourg • Madrid • Tel Aviv

BRUSSELS
Avenue Louise 208
B-1050 Brussels
T: +32 2 646 46 36

ANTWERP
Frankrijklei 33 (WTC)
B-2018 Antwerp
T: +32 3 612 01 06

GENEVA
Rue du Rhone 65
CH- 1211 Geneva 3
T: +41 79 544 80 78
+41 22 737 10 00

LUXEMBOURG
8, rue 1900
L-2157 Luxembourg
T: +352 2684 54 16

MADRID
Monte Esquinza 36,2
E-28010 Madrid
T: +34 64 752 53 94

TEL AVIV
Harbaa Street 21
IL-64739 Tel Aviv
T: +972 3 623 61 55

www.afschrift.com
avocats@afschrift.com

Belgium
Banking & Finance Lawyer of the Year

WILLKIE FARR & GALLAGHER

Willkie Farr & Gallagher LLP Brussels

Avenue Louise 480/3b
B – 1050 Brussels
www.willkie.com



Michèle Grégoire
Partner - Banking and Restructuring
Tel: + 32 2 290 18 20
Fax: + 32 2 290 18 21
mgregoire@willkie.com

Other partners:
Xavier Dieux - Corporate & Finance
Jacques - Philippe Gunther - Competition

Michèle Grégoire is a partner at Willkie Farr & Gallagher LLP Brussels and is well known for her expertise in complex litigation and strategic business restructuring. She represents and advises the most important actors in the financial field such as banks, insurance companies, investment funds, assets managers and public authorities. In Belgium Michèle is ranked among the top leading lawyers practicing litigation, banking, financial and restructuring matters.
She received a Master of laws from the Université Libre de Bruxelles, a post graduate degree from the University of Geneva and a PH.D. from the Université Libre de Bruxelles, each with a summa cum laude distinction.

Michèle was admitted to the Brussels Bar in 1983, to the Paris Bar in 2002 and to the Belgian Supreme Court Bar in 2009.

She is the President of the Belgian Civil Law Center, Past-Dean of the Law faculty of the Université Libre de Bruxelles, at which she is a Professor, teaching Banking Law, Insolvency Law, Guarantees and Credit Law. Michèle is the author of numerous scientific books and articles on these topics. She is also, on a regular basis, a Guest Professor at the Université Paris II Panthéon-Assas, the University of Lebanon, the National University of Hanoi and the Business Law School of Ho Shi Minh City. She was named titular of the prestigious Chair Francqui (2010) and of the Continental Law Chair (2011-2012). In that framework, she gave special cycle of lectures on the future trends of financial and insolvency proceedings law in Europe at the Université de Liège (Belgium), the Diego Portalis University of Santiago (Chili) and the Hassan II University of Casablanca (Morocco).

Xavier Dieux, who heads the Brussels office of Willkie Farr & Gallagher LLP, is considered as one of the best Belgian business lawyers by all international surveys. He is appointed by most important Belgian and multinational companies to handle strategic alliances, public takeovers and all kinds of complex commercial issues. He provides his clients with legal services of unparallel creativity, be it as transactional lawyer or litigator. He is a member of the Board of Directors of Guberna (the Belgian governance institute), of the Corporate Governance Commission Foundation and of the Belgian Royal Academy. Furthermore, Xavier Dieux is Professor at the Université Libre de Bruxelles where he teaches commercial and financial law. He is the author of numerous scientific books and publications.

Present at the Paris and the Brussels offices, Jacques-Philippe Gunther is well-known as one of Europe's leading specialists in competition law, particularly for his expertise in advising clients on European merger filings and in complex disputes before the European Commission or the Court of Justice on cases of cartel and abuse of dominant positions. He has specific experience in media, defense, energy, sports and finance sectors.

Currently, Willke Farr & Gallagher is building a European Restructuring Practice Group in which Michèle Grégoire, Alexandra Bigot (honored in France as Lawyer of the year 2011 in Restructuring), Maurice Lantourne (from the Paris office), Andreas Hautkappe (from the Frankfurt office) and Maurizio Delfino (from the Milan and Rome offices) cooperate with the upmost efficiency.

Taking an opportunity of its 10th anniversary celebration, the Willkie's Brussels office and the European Restructuring Practice Group organise a seminar, concerning the future challenges of corporate debts, which will take place this summer at the Royal Belgian Academy (please refer to www.willkie.com for further information).

The choice of the topic and the date are not coincidental. Members of Willkie Farr & Gallagher LLP believe the seminar will create unexpected opportunities to analyse some aspects of the present crisis and its impact on the future challenges of corporate debts. The debate between bankers, regulators, managers and private equity funds will address the crucial necessity of new alliances and governances between creditors and debtors. Moreover, the background of Basel III and the additional rules reducing bank lending volume involves the analysis of corporate and regulatory reactions, in particular regarding the non-bank lending tools such as all kinds of LBO refinancing. The seminar will also aim at improving understanding of the present trends in safeguard rules, by an overview of Belgian legislation regarding business reorganisation and sureties, the sauvegarde financière accélérée in France, the fundamental reform of the German insolvency law and the recommendations for a revised European Insolvency Regulation.

"Currently, Willke Farr & Gallagher is building a European Restructuring Practice Group in which Michèle Grégoire, Alexandra Bigot, Maurice Lantourne, Andreas Hautkappe and Maurizio Delfino cooperate with the upmost efficiency."

CorporateINTL
LEGAL AWARDS
WINNER 2012

A LEADING INTERNATIONAL *BOUTIQUE.*

WILLKIE FARR & GALLAGHER

Founded 115 years ago and headquartered in New York City, Willkie Farr & Gallagher is a leading international law firm focusing on corporate law, M&A, banking and financial services, business reorganisation and real estate practices, with both transactional and litigation expertise.

The firm is also established in Washington DC, Paris, London, Milan, Rome, Frankfurt and Edinburgh due to the alliance with Dickson Minto.

All of Willkie Farr & Gallagher's offices enjoy a high degree of autonomy and all of its attorneys are important local figures in their cities, countries and legal communities.

Willkie is known for its expertise in handling a wide array of large, complex cross-border transactions. This is achieved by continuously developing the international scope of the talent in all of our offices, as well as by maintaining close relationships with experienced business law firms all over the world.

Willkie's outstanding CREATIVE SOLUTIONS TO COMPLEX SITUATIONS has ranked the firm among the tops law firms in the world handling multibillion dollar corporate transactions, reorganisation of some of the world's largest companies, high-profile complex litigation, or in regulatory matters having a major impact on international business and finance.

Furthermore, Willkie's PRAGMATIC PHILOSOPHY in guiding major transactions is reinforced by first-hand experience in high-level positions in government regulatory agencies and skills gained over the decades in resolving complex disputes of nearly every description. Willkie's skills encompass the spectrum of legal and business advisory services that global organisations, smaller entities and individuals require.

The office COMBINES ENTREPRENEURIAL SPIRIT AND ACADEMIC POSITIONS promoting an analytic and critical view on legislation which allows the firm to deliver a high level tailored personal legal service to its clients.

www.willkie.com

ANTONIS PASCHALIDES & CO LLC

ADVOCATES & LEGAL CONSULTANTS

Antonis Paschalides & Co LLC is a Cyprus law firm based in Nicosia that has provided legal services on a local and international level for over a quarter of a century. The firm was initially founded under a different setup back in 1980 and through its various stages of evolvement over the years, has emerged with the current structure as of October 2007.

Antonis Paschalides & Co LLC is very respected amongst Cyprus law firms, and best known in the local market for its integrity and high efficiency. It has traditionally maintained a very strong and knowledgeable litigation team and represented top Cypriot clients including all the major banking institutions of the island.

The Cyprus taxation system has over the years transformed the island into an international financial centre with more and more European and international law firms using Cyprus companies in cross border transactions. The reputation of the firm has allowed it to work alongside some of the biggest international law firms exposing it to transactions of an impressive magnitude. The trust of clients and associates in the high quality of work provided by Antonis Paschalides & Co LLC is reflected in the projects in which it was involved and which included some of the biggest investments ever made in Russia and Eastern Europe.

Mergers and acquisitions, corporate law, banking and litigation have been the firm's strongest areas of practice throughout the years but the recent return of founder Antonis Paschalides from his position of Minister of Commerce, Industry and Tourism (and Energy) of the Republic of Cyprus (2008 – 2011) has evolved the firm into one of the leading Cyprus law firms on matters of energy, gas and oil, advising a number of international institutions on Cyprus energy issues.

Accredited legal directories have noted Antonis Paschalides & Co LLC for its "flawless" work, characterizing it amongst others as "highly competent", "problem solvers" and as "extremely efficient". Corporate INTL has awarded Antonis Paschalides & Co LLC the title of "2012 Litigation Law Firm of the Year in Cyprus".

Corner of Makarios Ave. &
36, Agias Elenis str.
Galaxias Building
Suite 502 - 1061 Nicosia
CYPRUS

Tel: +357 22 661 661
Fax: +357 22 672 333
info@paschalides.com

www.paschalides.com

GEORGE Z. GEORGIOU & ASSOCIATES
ΓΙΩΡΓΟΣ Ζ. ΓΕΩΡΓΙΟΥ & ΣΥΝΕΡΓΑΤΕΣ

1ST FLOOR, 1 ERAS STREET,
1060 NICOSIA, CYPRUS

T: +357 22763340
F: +357 22763343

E: ADMIN@GZG.COM.CY
W: WWW.GZG.COM.CY

2012 Dispute Resolution Lawyer of the Year in Cyprus

George Z. Georgiou & Associates LLC is an award winning, full service civil law firm, striving to give its clients the best possible service and advice, when they need it and how they need it. The Firm is acknowledged as having expert knowledge in corporate & commercial work, dispute resolution including arbitrations & mediations, and land law. In addition, as the exclusive Cypriot member of the global human resources lawyers alliance Ius Laboris, the Firm is internationally recognized as being an expert in employment law, pensions and corporate immigration. With a strong and healthy reputation for hard, honest work, performed by perfectionists, no wonder the Firm is one of the fastest growing law firms In the world.

Ius Laboris | Global Human Resources Lawyers

Cyprus
Property Law Firm of the Year

MICHAEL CHAMBERS & CO.
ADVOCATES & LEGAL CONSULTANTS



Michael Chambers and Co LLC

Michael Chambers
Senior Partner
Tel: +357 25 81 99 66
constantina@cypruslawfirm.com
www.cypruslawfirm.com

The Firm

Michael Chambers and Co LLC is a full service law firm located in the heart of Limassol in Cyprus. The firm offers a wide spectrum of expertise in an impressive variety of legal fields. Its real estate team is growing in size and continues to develop from strength to strength.

The real estate team represents buyers and sellers of both residential and commercial property on the island of Cyprus. They also advise extensively on landlord and tenant issues and other property matters such as property litigation, remortgaging, tax and transfer of title.

Practitioners at Michael Chambers and Co LLC distinguish themselves from the competition by placing professionalism at the heart of their service. They treat every client with utmost priority and adhere to a code of service which commits to, and places an emphasis on, keeping each client informed every step of the way. The team comprises experts in their field who have chosen to specialise in property transactions and who have a highly detailed understanding of all of the intricacies that such work presents. Most important of all, they know that ultimately what clients really want is their transactions to go through with the utmost speed and efficiency and staff at the firm have placed this as their core goal.

Property transactions, by their very nature, can be stressful for clients: the stakes can be high and time is often short. Michael Chambers and Co LLC's team fully understands that a property transaction is, from a financial perspective, one of the biggest transactions that an individual (and often a business) will undertake. Members of the team offer a service which reflects this aspect of real estate deals by focusing on minimising client anxiety. Not only do they place an efficient and speedy service first, but they also ensure that each client is kept fully appraised of what is happening in his or her transaction at every stage.

At Michael Chambers and Co LLC professionals do not view any client as 'typical'. They are instructed by a variety of different real estate clients - from first time buyers through to multinational corporations undertaking complex property related transactions. No matter the scale of the transaction, by instructing the firm each client can rest assured that its team will treat their case as an individual one examined against its own specific facts. The firm refuses to apply a 'processing' approach to transactions. Each is unique and treated as such by the firm's experts.

The firm employs lawyers who have been trained in both Cyprus and abroad and has an extensive network of trustworthy international contacts. This enables it to work effectively on both the domestic and international playing fields according to the transactional requirements.

Members of Michael Chambers and Co LLC believe that 2012 will be a highly significant one for the firm, marked by expansion and the cementing of its reputation as a major player in the Cypriot market. 2012 looks set to see the team expand further. Building upon the successes of 2011, the firm looks forward to adding more lawyers to its already thriving team and to expanding its real estate division even further.

Real Estate in Cyprus

Cypriot real estate law has its foundations loosely based on British law. All land in Cyprus is required to be registered and the Land Registry maintains detailed records of ownership and charges made against property on the island.

The real estate sector in Cyprus relies (to a certain degree) on investment on the island by foreigners. The sector has undeniably felt the impact of economic crisis on both the island and worldwide. The Cypriot deficit together with exposure of Cypriot banks to Greek debt have done their share to hit the property market and 2012 seems set to be hallmarked by austerity measures, a number of which have already been implemented, with more expected to come. However, there is a also much to remain positive about, most particularly the discovery of natural gas off the island which promises huge business potential in the medium term and which should boost the economy and property market accordingly. Closer relations with Israel and Russia as trade and business partners offer reasons to remain optimistic about the prospects of the island in 2012 and beyond.

With the impact of the economic crisis a number of legislative changes have come into force aimed at promoting austerity across the island. Taxation changes have already begun to be implemented, with recent modifications made to provisions relating to company tax, property tax and increases regarding VAT shortly due to come into effect.

Other legislative changes have been implemented with the sole aim of boosting the property market. Much publicised failings in the Land Registry's timely issue of title deeds and other non-purchaser friendly provisions have been addressed in order to 'clean up' property transactions on the island. The new Sale of Immovables (Specific Performance) Law, by way of example, extends protection afforded to buyers by lengthening the time frame for deposit of a contract of sale at the Land Registry and by giving buyers a second chance at deposit in the case where an agreement, for whatever reason, was not initially registered. New remedies have also been created for buyers who have bought land with a developer mortgage over it.

Another initiative aimed at boosting the property market, by amending the Town and Country Planning Legislation, Street and Buildings Regulation and the Immovable Property (Tenure, Valuation and Registration) Law, was the so-called "Planning Amnesty" which enabled for a limited period the legalisation of certain specific irregularities, permitting a certificate of registration to be issued where it would previously have been rejected, subject to such irregularities being listed on the title.

The Cypriot property market has long enjoyed the investment of foreign nationals on the island. In recent years the previous trend for property purchasers from the United Kingdom in particular has been overlapped by a surge in Russian buyers on the island. Close ties to Russia have been advanced by the current government. Cyprus offers considerable attractions to investors and has long been seen as offering non-EU companies a gateway to Europe by offering one of the most advantageous venues for incorporation in Europe and a highly advantageous taxation system to those who invest on the island.

Czech Republic
Patent Law Firm of the Year

ČERMÁK a spol.
advokátní a patentová kancelář
law and patent office



Cermak a spol.
Law and Patent Offices

Dr. Karel Cermak Jr.
Managing Partner.
Tel: +420 296 167 111
intelprop@apk.cz
www.cermakaspol.cz /
www.cermakaspol.com

Čermák a spol. is a leading IP law firm in the Czech Republic and Slovakia, providing services in all areas of IP law, including patents, trademarks, utility models, industrial designs, unfair competition, and others.

The firm is home to a qualified team of lawyers for both IP prosecution and litigation, including litigation in court. Moreover, Čermák a spol. is a member of all important international IP organisations, including AIPPI, INTA, FICPI, LES, LIDC, among others.

Meanwhile, one of Čermák a spol.'s strengths is a unique combination of experienced and qualified patent attorneys and lawyers. In patent litigations, the firm works in teams consisting of at least one patent attorney and one litigation lawyer, allowing it to achieve a professional representation of the client in court, with full support of a patent attorney skilled in the respective technical area.

Another major advantage for Čermák a spol. is its long term and extensive experience in patent litigation, dating back to the 1990s, when Čermák a spol. (Čermák Hořejš Vrba at that time) assisted virtually at the birth of patent litigation in the Czech Republic – and obtained the first preliminary injunction in a patent litigation case in the Czech Republic.

Dr. Karel Cermak Jr., managing partner, noted: "We also successfully represent clients in revocation, invalidation and declaratory proceedings with the Industrial Property Office of the Czech and Slovak Republics.

"The interplay between these proceedings, conducted by the patent offices, and the litigation in court, is also vital to our clients' successes in achieving their goals in patent litigations."

Dr. Karel Cermak Jr. concluded: "Moreover, our clients include many renowned global corporations in the pharmaceutical, chemical, engineering, electric and many other industries.

"Our recent experiences are primarily in the area of enforcing pharmaceutical patents in the Czech and Slovak Republic – before and after the completion of registration procedure of generic medicines with the local regulatory authorities."

"We successfully represent clients in revocation, invalidation and declaratory proceedings with the Industrial Property Office of the Czech and Slovak Republics."

Czech Republic
Energy Law Firm of the Year

RANDA HAVEL LEGAL



RANDA HAVEL LEGAL

Jan Havel
Partner
Tel: +420 371 004 500
Fax: +420 222 537 500 - 501
jan.havel@randalegal.com
www.randalegal.com

"We provide more than just legal advice – we provide added value to our client's business."

Randa Havel Legal is one of the few law firms in the Czech legal market that is focused on the energy sector in a global sense. The comprehensive legal services of Randa Havel Legal in this field include regulatory matters of business activities on the energy market, drafting all types of contracts in the field of production and distribution of energy which need to be concluded between the participants on the energy market and legal counseling regarding supplies of investment projects, be it green field investments or takeover and reconstruction of existing industrial equipment.

The firm's lawyers are top professionals in the field of EPC contracts (Engineering, Procurement, Construction) in "green field" projects or projects of takeover and reconstruction of existing facilities. The firm's services include preparation of tender documentation, drafting EPC contracts from the perspective of an investor, including commercial and legal negotiations with the EPC contractors, consultancy in the field of double taxation avoidance, permanent establishments, the optimal model of project insurance, project financing, securing of the contractual price payment and providing licenses for know-how and intellectual property to supplies that are the subjects of EPC projects.

Randa Havel Legal's energy law team is led by Jan Havel who is a former head of the Legal Department at Škoda Power, one of the world's leading producers of steam turbines. Jan Havel's long term experience includes provision of legal advice in over 50 complex investment and development projects in the energy sector, including nuclear power, in Europe, the Americas and Asia in the past 15 years.

The energy law team further comprises of two other partners of the firm, Tomas Rydvan and Alois Satava, and four associates (qualified Czech attorneys) and a number of junior associates of the firm. All senior members of the energy law team have considerable experience which they gained in number of Czech and international energy projects.

Randa Havel Legal has very strong position and experience in the energy sector on the Czech and Slovak territory. In the past years we have participated on many major investment energy projects in the CEE territory, including modernisation/reconstruction/completion of three nuclear power plants in the region – NPP Temelin (Czech Republic), NPP Dukovany (Czech Republic), and NPP Mochovce (Slovakia).

On the other hand, thanks to the firm's clients, Randa Havel Legal have had the opportunity to participate on a large number of international energy projects in the territories such as Romania, Finland, Turkey, The Netherlands, UK, Hungary, Bosnia, Chile, Pakistan, India and others. Therefore, the firm can offer clients perfect knowledge of the Czech and Slovak energy sector as well as remarkable international experience in the energy sector.

Czech Republic
IP Law Firm of the Year

The Rott, Růžička & Guttmann Patent, Trademark and Law Office was founded in 1990. It is a leading intellectual property firm serving domestic and foreign clients from offices in the Czech Republic and Slovakia.

The firm handles applications to protect inventions, utility and industrial designs, topographies for semi-conductor products, plant varieties, trademarks and designations of the origin of products, as well as research regarding patents and trademarks. The firm also assists clients with copyright and competition matters.

When a client's intellectual property rights have been violated, Rott, Růžička & Guttmann Patent, Trademark and Law Office provides solutions in private law (such as filing claims and applying for preliminary injunctions) and in public law (such as working with customs agencies). The firm counts leading global brand manufacturers as clients for anti-piracy work and has links with practitioners in more than 120 countries.

Members of staff are authorised to appear before the Offices of Industrial Property as well as the regular courts in both the Czech Republic and Slovakia. One of the firm's partners is also an arbitrator for the Arbitration Courts of both the Czech Chamber of Commerce and Chamber of Agriculture.

The firm's senior partners, attorneys at law, patent attorneys, legal clerks and additional collaborators have many years of practical experience in industrial property work and in all relevant scientific and technical fields.

The office has a separate branch in Bratislava - Rott, Růžička & Guttmann Patent, Trademark and Law Office v.o.s. (general commercial partnership) - founded in 1993.

The firm counts leading global brand manufacturers as clients for anti-piracy work and has links with practitioners in more than 120 countries.

The Bratislava branch is staffed by attorneys at law, patent attorneys and office clerks. By providing representation in both the Czech and Slovak Republics, they offer savings for clients.

Across its offices, the firm has six attorneys at law and sixteen patent attorneys. A separate research team conducts trademark research for leading search providers such as Thomson Compu-Mark, Novagraaf-Eurosearch and Knijff Multisearch. The office provides services in English, German, French, Russian, Slovakian and Japanese.

The firm's partners and patent attorneys are members of the international associations: AIPPI, INTA, AIPLA, FICPI, ECTA, MARQUES, and LES.

Rott, Růžička & Guttmann Patent, Trademark and Law Office

Vladimír Rott
Senior Partner
Tel: +420 233371789
vrott@rrg.cz
www.rrg.cz

Czech Republic
IT Law Firm of the Year

ROWAN LEGAL is an international law firm which has been operating for over 20 years. Currently ROWAN LEGAL has over 40 lawyers located in four offices in the Czech Republic and Slovakia (Bratislava, Brno, Prague and Ostrava). ROWAN LEGAL provides legal consultancy services to both public and private entities. ROWAN LEGAL specialises in ICT law, dispute resolution (including international commercial and investment arbitration), public procurement, investment projects, transactional law and corporate law.

From the very beginning ROWAN LEGAL has specialised in various legal aspects of the ICT sector, such as the implementation of information systems, software law, e-commerce, electronic communications, outsourcing or cloud computing. With more than 20 lawyers engaged in ICT law, ROWAN LEGAL has one of the largest ICT focused practices in the Czech Republic and Slovakia. Many members of the team regularly give presentations at professional conferences; they also frequently publish articles and books on the legal aspects of ICT.

In relation to the protection of intellectual property in information technologies, ROWAN LEGAL provides legal support to software houses, suppliers of information systems and their customers, with the aim of protecting their intellectual property rights in compliance with business agreements and their specific needs. Services provided in this area include:

- Negotiating contractual conditions with the support of experienced legal IT specialists and negotiators;
- Defining legal aspects of SW licenses, sub-licenses and other license arrangements;
- Helping clients with IP rights protection and dealing with disputes in the form of mediation and representing clients in arbitration and court proceedings; and
- Preparing IPRs protection preventative measures (setting employment and other contracts, companies' internal regulations, methodologies for tracking the development of computer programs, and so on).

In the telecommunications sector, ROWAN LEGAL assists its clients with respect to their business projects or deals in the area of digital TV broadcastings (DVB-T), interconnection of telecommunications networks, compliance activities, regulation of frequency spectrums and other aspects of the provision of services and the operation of electronic communications networks.

The ICT expertise of ROWAN LEGAL lies also in the area of ICT Outsourcing. The firm's legal team has assisted in many ICT Outsourcing projects. Legal support in this area comprises representation of ICT suppliers, as well as private businesses and public authorities outsourcing their activities to third parties. ROWAN LEGAL usually provides complex support with respect to Outsourcing transactions, including Due Diligence, transfer of employment relations, securing the protection of data (in particular personal data) and the transfer of rights from licenses or providing complex exit strategies relating to the timely preparation for the eventual termination of the outsourcing relationship.

With the recent expansion of cloud computing, ROWAN LEGAL has participated in developing standard terms and conditions for cloud computing services on behalf of major IT companies in the Czech Republic and Slovakia.



ROWAN LEGAL

Martin Maisner
Partner
Tel: +420 224 216 212
maisner@rowanlegal.com
www.rowanlegal.com

Czech Republic
Corporate Tax Lawyer of the Year

VORLÍČKOVÁ PARTNERS
tax/audit/advisory



VORLÍČKOVÁ PARTNERS

Lucie Vorlíčková
Partner, General Manager - Prague
Tel: +420 233 111 100
Fax: +420 233 111 133
lucie.vorlickova@vorlickova.com
www.vorlickova.com

Before establishing VORLÍČKOVÁ PARTNERS in 1994, Lucie Vorlíčková spent her initial years of practice as an assistant auditor at (today) KPMG in Munich, and later as head of Tax & Audit at Rödl & Partner's Prague branch. She is a certified tax adviser and a certified public auditor with 21 years of professional experience. She holds a German MBA from Würzburg University of Applied Science and a Master of Laws (LLM) in International Taxation from the European Tax College (Tilburg University/KU Leuven).

Since 1992 she has had a wide-ranging advisory practice providing services mainly for large international companies and international SME´s doing business in the Czech and Slovak Republic. Her practice areas include the structuring of inbound and outbound investments, M&A transactions, reorganisations and all kinds of cross-border transactions, transfer pricing documentation, tax compliance and tax risk management, expatriation/immigration projects and criminal tax law.
Lucie is a frequent speaker at tax conferences and the permanent correspondent for the Czech Republic for the leading German tax journal Internationales Steuerrecht. Among her other academic activities, she is a lecturer on international corporate tax law at the Charles University (Faculty of Law) in Prague. She is a member of the Permanent Scientific Committee of the International Fiscal Association (IFA), Rotterdam. Moreover, she is a member of the board of the German-Czech Chamber of Commerce, where she heads the working group "Law & Tax".
Lucie Vorlíčková has been nominated repeatedly as one of the world's leading tax advisers by International Tax Review and other publications. In each of the past six years she has been recognised as one of the "25 leading women of Czech business" by Hospodářské noviny, the leading Czech business journal.
VORLÍČKOVÁ PARTNERS is an independent full-service tax law and accounting firm offering top-level advice and pragmatic solutions to complex problems. "Our principles of quality, involvement and short-line communication place us in a unique position in our home market, the Czech Republic," commented Ms. Vorlíčková. When providing international advice, VORLÍČKOVÁ PARTNERS maintains close relationships with leading tax law and accounting firms across Europe and the United States. In this way, the firm is capable of offering high-quality advice on both domestic and international matters.

SPECIALISATION:
- Tax advice under Czech, international and European tax law;
- Auditing services and business consulting;
- International accounting standards;
- Compliance services (outsourcing of tax, accounting and salary administration).

CLIENTS:
- Domestic and foreign corporate group companies;
- Domestic and foreign small and medium-sized enterprises;
- Investment funds;
- Private clients.

Czech Republic
Franchise Law Firm of the Year

Zilvarová Ctibor Hladký



ZILVAROVÁ CTIBOR HLADKÝ v.o.s.

Jiri Ctibor, LL.M., Ph.D.
Advokát / Attorney-at-Law
Tel: +420 225 020 500
jiri.ctibor@z-c-h.cz
www.z-c-h.cz

The ZILVAROVÁ CTIBOR HLADKÝ law firm is among the renowned law offices specialising in legal services for businesses in all areas of law relating to the conduct of business in the Czech Republic.

Since 2010, the ZILVAROVÁ CTIBOR HLADKÝ law firm has also served as an insolvency administrator. Legal services are provided in the Czech, Slovak, English and German languages.

Thanks to excellent working relationships with a number of foreign law firms and the firm's membership in the Middle European Law Network, an association with independent law firms, the firm offers complete legal services not only to Czech and Slovak clients, but multinational corporations as well.

ZILVAROVÁ CTIBOR HLADKÝ is an independent law firm, with exceptional epmhasis on a corporate culture based on ethics and good relationships. The firm is convinced that following the top level of service standards helps them maintain and contribute to the business success of clients.

Priorities
A high professional level of all lawyers, work based on continuing education and team-work, the most effective execution of legal services, particularly precise and quick recommendations focused on solving particular problems, the speed of top level legal advice and service while sustaining quality, understanding the economic aspects of clients' activities and their specific needs, mutual trust, personal approach, regular contact with clients regarding the status of their issues, recognising connections, the continual provision of above-average service, always satisfying clients with work, clearly established conditions of remuneration for legal consulting, and always delivering a clear breakdown of services provided.

The firm believes it is not enough to know the legal regulation, but also necessary to set them within appropriate contexts and business evaluation.

Consultancy Areas
Leasing, franchising, insolvency, real estate law, including construction and environmental law, mergers and acquisitions, general commercial and civil law, including debt management and collection, labour law, intellectual property and IT law, energy law, competition law, consumer protection law, private data protection law, eu law, litigation, arbitration and mediation proceedings.

Pro Bono
Companies in all fields should help those in need as a natural part of their activities. For this reason, ZILVAROVÁ CTIBOR HLADKÝ law firm is a major supporter of the civic association Bunny on the Horse (Zají□ek na koni), which provides services to families and facilities caring for children and youth with various disabilities.

Memberships and Partnerships
The Czech Franchise Institute, The Association of Independent Law Offices - Middle European Law Network, The Czech-Swiss Chamber of Commerce, The German-Czech Chamber of Commerce and Industries.

Denmark
Law Firm of the Year

LETT

Lett Law Firm

As a full-service law firm, LETT provides professional legal advice to some of the world's largest listed companies in Denmark, as well as the public sector, private organisations and individuals. LETT is recognised as one of Denmark's leading law firms with a strong national and international practice.

LETT is committed to respond to the needs of clients, building on a conviction that expedience and practical usefulness are just as important as giving good legal advice. LETT places great emphasis on not merely identifying legal problems, but also presenting proposals bearing the clients' specific business needs in mind.

The firm's client portfolio includes a number of the top Danish companies such as Shell, TDC, DSB, MT Højgaard, Codan, Tryg, Nordea Bank, BRF, Nykredit, Ernst & Young, PWC, Chartis, Topdanmark, Danica, Aldi, Abbott Laborotories, Akzo Nobel Deco, Sydbank, Lindberg, Kemp-Lauritzen and Satair. Moreover, LETT represents public authorities such as the municipality of Copenhagen, Region Hovedstaden and the Danish Tax Authorities.

LETT's staff totals 380 across offices in Copenhagen, Aarhus and Kolding and LETT works closely with leading law firms, especially in Scandinavia, Continental Europe, the UK, the US, Asia as well as in other jurisdictions.

Practice Areas
Banking & Finance, Food Law & Pharmaceuticals, Capital Markets, Insolvency & Restructuring, Commercial & Company, Insurance & Tort, Construction Law & Real Estate, Intellectual Property & Entertainment, Employment & Labour, IT, E-Commerce & Telecommunications, Energy, Litigation & Arbitration, Environment, Mergers & Acquisitions, EU & Competition, Private Equity & Venture Capital, Procurement, Public, Tax, Transport & Shipping

2011 has been yet another record year for LETT. Both LETT's turnover and revenue has increased materially in a Danish legal market, even though the market is characterised by consolidation, cost reductions and pressure on fees. From a strategic point of view, LETT has in the past period focused on specialisation and internationalisation. An international relationship strategy has put LETT on the world map and consolidated LETT's position as part of the Danish top legal suppliers to international equity funds and banks. The international industries applaud that LETT applies the most modern approaches to project management of international transactions and the use of strategically orientated client relationship partners.

We generate results through collaboration and close relationships.



LETT

Peter Mejlby
CEO
Tel: +45 33 34 03 71
pem@lett.dk
www.lett.dk

DELACOUR DANIA
INTELLECTUAL PROPERTY RIGHTS









Visit www.delacourdania.com

It is DELACOUR DANIA's ambition to be second to none in relation to providing legal advice on intellectual property rights.

Our ambition is founded on a long standing and broad experience with regard to advising on all aspects of intellectual property rights, including registration of trademarks, dispute resolution of any kind, drafting of contracts as well as risk management and due diligence.

DELACOUR!
DANIA
LAW FIRM

France
Chemistry Law Firm of the Year

CABINET PLASSERAUD
European Patent & Trademark Attorneys
Conseils en Propriété Industrielle

Cabinet Plasseraud

52, rue de la Victoire
75 440 Paris Cedex 09
France

Tel: +33 (0)1 40 16 70 00
www.plass.com

PARIS - info@plass.com
LYON - contact-lyon@plass.com
LILLE - contact-lille@plass.com
DIJON - contact-dijon@plass.com
TOULOUSE - contact-toulouse@plass.com
SHANGHAI - contact-shanghai@plass.com
PRAGUE - praha@plass.com

Founded over a century ago, Cabinet Plasseraud is one of Europe's leading Intellectual Property firms.

Cabinet PLASSERAUD has earned international recognition in the patent and trademark fields over the years. The firm is well established in France, with offices in Paris, Lyon, Lille, Toulouse and Dijon, and has expanded internationally with offices in Shanghai and Prague. The international dimension of Cabinet PLASSERAUD is also reflected in the diversity of cultural backgrounds of the staff members.

Cabinet PLASSERAUD's patent attorneys and technology specialists are competent in all technical fields, thus allowing the firm to offer clients, whether they are research organisations, small or medium-sized companies, or multinationals, the best possible advice for the acquisition and defence of patent rights.

The firm has very diversified practice areas, including chemistry, from pharmaceuticals and cosmetics to polymer and inorganic materials, as well as biotechnology, chemical engineering, petrochemistry, food industry, paper chemistry etc.

Cabinet PLASSERAUD has strengthened its Chemistry Department with attorneys who have acquired varied professional experiences in industry, at universities, patent offices, and law firms. Each attorney has a unique profile and expertise as well as in-depth general chemistry/biochemistry knowledge enabling the Chemistry Department to intervene in all areas of chemical and biochemical sciences.

This team of more than 25 highly trained professionals deals with all aspects of acquisition and defence of patent rights. More specifically, the firm's services include drafting and prosecution of patent applications, supplementary protection certificates, opposition and appeal proceedings at the European Patent Office, nullity and infringement proceedings in the Courts.

Cabinet PLASSERAUD has recently enriched its internal search department with a new specific service that focuses on chemistry (sub-)structure searches, using state of the art chemistry databases which are recognised as gold standard search tools within the pharmaceutical and chemical industry. This service is especially useful for establishing the state of the art with respect to a particular technology, identifying prior art for patentability, validity, and freedom-to-operate opinions; where a traditional prior art search using key words and international patent classification may be less effective.

The firm has a global approach to IP. That is why Cabinet PLASSERAUD created CONTRATAK, a subsidiary which is fully dedicated to fighting infringement and counterfeiting all around the world with the assistance of a reliable network of local investigators, as well as FIVALOR, a department specially dedicated to financial evaluation of IP rights, a must-have when it comes to financial valuation, transactions (licensing, technology transfer) and damage assessment.

Partners - Chemistry/Life Sciences Department:



Didier Boulinguiez



Cyra Nargolwalla



Raphaël Fleurance



Catherine Touati



Ina Schreiber



Frédéric Niemann

Finland
Banking & Finance Lawyer of the Year

TRUST.

Mika J. Lehtimäki, partner at Attorneys-at-Law TRUST, has, throughout his career, served especially the interests of foreign clients in complex financing and M&A transactions taking place in Finland. The most notable transactions have been prominent public-to-private transactions and more recently corporate restructurings and complex inter-creditor issues.

He has spent a considerable amount of time in Oxford carrying out research and co-heading the financial law group at the Oxford University. He commented: "Coupled with long practical experience this has afforded me a good view on the demands of international clients and also on English and US law and market practice. During the last years, I have lectured and written especially on voluntary restructurings and financial law."

Attorneys-at-Law TRUST is a small firm (by choice) and serves only a limited number of valued clients. It is a niche practice and sets itself apart from the other law firms thanks to its focus only on the most demanding Banking & Finance and M&A advisory work. The office's primary clients are international financial firms, banks, specialist funds, small high growth companies and foreign law firms.

Mr. Lehtimäki said: "Due to the nature of our legal practice, we deal with some of the most sensitive and business-critical matters of our clients. For that purpose, we cherish a high level of trust in relation to all client matters. This also means that we aim, in all assignments, to understand our clients' business objectives making our clients feel that dealing with us is comfortable and easy."

He claimed that professionals at Attorneys-at-Law TRUST focus all their efforts solely on the excellence of their core competences in Banking & Finance and M&A. No other Finnish firm offers that. Additionally, TRUST has very strong links with prominent international firms which equips it to solve legal problems of the most demanding international clients.

"Our key competitive factors are providing value through innovative solutions, specialist legal knowledge and maturity of judgement," pointed out Mr. Lehtimäki. "We seldom carry out routine assignments. We often concentrate on structuring and negotiations but can also handle a transaction from start to finish - and follow up."

When asked about the main legal in Finance and M&A Mr. Lehtimäki said they relate to restructuring aspects of a transaction and securing different forms of financing. This means that a transaction is often evaluated also from the insolvency law point of view. Therefore the conflicting interests of the creditors and the sponsors - each class respectively - will be pronounced and sensitive.



Attorneys-at-Law TRUST

Mika J. Lehtimäki
Partner
Tel: +358 40 534 2273
Mika.Lehtimaki@theTrust.fi
www.thetrust.fi

Germany
Anglo-American Business Law Firm of the Year

DS PPR & PARTNER

DS PPR & PARTNER is a sought-after commercial law firm in Düsseldorf. Its attorneys work together with a certified public accountant and a tax adviser to offer a full range of legal services. At present, the firm's focal points are M&A and corporate law (predominantly with a cross-border focus), commercial law, tax, litigation and arbitration as well as international law.

Moreover, DS PPR & PARTNER is part of the DS network, which has a total of approximately 200 attorneys in 15 offices, predominantly in continental Western Europe (Germany, France, Spain, Italy and Belgium) and Asia (China, Vietnam and Singapore).

The firm maintains a China desk and an India desk, with experts located in Düsseldorf. Clients are comprised of large and medium-sized companies from Germany, Europe, the US and Asia; its clients' core branch areas include the energy sector, the chemicals industry, IT and telecommunications, the retail market, the healthcare sector, the food industry as well as steel, machinery & plant engineering and construction.

DS PPR & PARTNER is known for its strong Anglo-American focus and is represented in North America and Latin America via the Lexwork network. Dr Theo Rauh, partner, notes: "For many years, DS PPR & PARTNER has advised Northern-American multinationals concerning their investments in Germany and Europe."

For a law firm of its size and structure, DS PPR & PARTNER has extraordinarily substantial experience in international M&A transactions. The firm also guarantees a close working relationship with its clients each step of the way, thanks to experienced partners and highly qualified associates who devote themselves concertedly to client goals with all of their energy. DS PPR & PARTNER offers a high degree of flexibility, a deep understanding of legal issues, as well as efficient and prompt action.

Partner Dr Ulf Hackenberg adds that clients profit from the firm's direct lines of communication, swift reaction times and goal-orientated thinking.

He says: "DS PPR & PARTNER has long-standing experience coordinating and consolidating advice from professional, well-versed teams internationally, to clients in cross-border transactions, and thus serves as a 'one-stop' shop covering all of the pertinent jurisdictions.

Working together with its clients, DS PPR & PARTNER identifies the best solution for the respective legal issues involved – and has been identified in client evaluations as a law firm which meets the requirements and demands of economic and corporate realities."

DS PPR & PARTNER



Dr Theo Rauh
Partner
Tel: +49 (211) 828 929 0
theo.rauh@dsppr.de
www.dsppr.de



Dr Ulf Hackenberg
Partner
Tel: +49 (211) 828 929 0
ulf.hackenberg@dsppr.de
www.dsppr.de

Germany
Cross-Border Law Firm of the Year

herfurth.partner
INTERNATIONAL LAW



Herfurth & Partner

Ulrich Herfurth
Partner
Tel: +49 511 307 56 16
Fax: +49 511 307 56 10
info@herfurth.de
www.herfurth.de

Herfurth & Partner was established in 1990. It is the firm's business to help companies to cross new borders; meanwhile, its partners specialise in national and international commercial and corporate law. Its consultation encompasses all legal issues pertaining to: corporate structuring, finance, technology, business and products, as well as marketing and sales, labour, real property and assets.

"In addition to providing classic legal advice to companies within Germany, global transactions are also one of our core specialities," noted Ulrich Herfurth, partner. "Moreover," said Mr Herfurth, "we offer a unique service to our German and foreign clients. Rather than focusing solely on Germany, we have gained experience working throughout Europe, the USA, Latin America and Asia."

Notably, Herfurth & Partner is also the founding member and head office of the ALLIURIS Group, an international network of medium-sized law firms, comprised of 28 offices and 350 corporate lawyers within Europe, the Middle East, India and Brazil.

When asked about some prevalent issues that the firm is currently addressing concerning its cross border legal offering, Mr Herfurth noted that the firm advises family-owned companies as well as group companies both in Germany and abroad. He said: "Our clients benefit from the wide range of industry knowledge that our lawyers possess, as well as from our lawyers' ability to grasp concepts and ideas crossing such borders. We are able to furnish specialised knowledge in banks, insurance and financial services, medical and health technology, biotechnology, machine and mechanical engineering and construction, fashion and clothing industry, among other services."

Herfurth & Partner has a long track record in international, corporate, sales and investment projects. "We believe that it is a great advantage being able to assist companies in their cross-frontier business," said Mr Herfurth.

In a market with ever-increasing competition, companies need to develop their skills and strengths, as well as their connections within the European and worldwide markets. Within the ALLIURIS Group, member firms are conversant with the requirements of their international clients. Subsequently, partners are experienced in understanding the differing approaches of their foreign clients to legal matters – and can respond effectively to their bespoke needs."

Mr Herfurth concluded: "During 2011, we worked on several finance and M&A projects; similarly, projects related to establishments and joint ventures in China, India and Latin America were commonplace.

"For 2012, we plan a further expansion of the ALLIURIS Group."

Additional information on Herfurth & Partner concerning publications, details of events and lawyer information can be found at www.herfurth.de

Germany
Private Equity Law Firm of the Year

heymann



Heymann & Partner Rechtsanwälte

Thomas Heymann
Partner
Tel: +49 (0)69 768 063 – 0
Fax: +49 (0)69 768 063 – 15
t.heymann@heylaw.de
www.heylaw.de

Heymann & Partner was founded in 2005 to serve global clients in their private equity and technology driven transactions. Today Heymann & Partner is recognised as a leading boutique firm in its core practice areas. The firm has currently about 20 lawyers with all partners coming from global law firms. Thomas Heymann was managing partner Germany at Clifford Chance and at Willkie Farr & Gallagher. Other recognised partners with specialising in private equity transactions are Dr. Henning Bloss and Titus Walek.

The firm does not follow a full-service concept. It is primarily focused on certain core practice areas, such as private equity with an emphasis on leveraged buy-outs and restructuring, technology and outsourcing.

Over the last years Heymann & Partner has grown to a leading law firm in Germany in these areas, combining a very high technical standard with commercial common sense.

Heymann & Partner advises a number of funds and investors on a regular basis. Key private equity clients are: Alpha, Investcorp, Harbourvest, Apollo, Charterhouse, Morgan Stanley, View Point, Triton, Aurelius and Hannover Finanz. Recent transactions include:

- Advising Morgan Stanley in connection with an investment into a German software company;
- Advising Alpha in connection with the sale of its participation in Uster Technologies to Toyota;
- Advising Morgan Stanley in connection with the financial restructuring of Erich Rohde;
- Advising ACapital in connection with the acquisition of Mustang;
- Advising Triton/Basler in connection with the acquisition of Venice Beach;
- Advising Montefiore investment in connection with the acquisition of Car Del Mar Ferienautovermietung GmbH;
- Advising Triton on proposed acquisition of the department store group Karstadt;
- Advising Charterhouse in connection with the potential acquisition of a company.



ROWEDDER ZIMMERMANN HASS

RECHTSANWÄLTE - ATTORNEYS AT LAW (GERMANY)

Augustaanlage 59
68165 Mannheim
Germany
T +49 621 41938-0
F +49 621 41938-80

rowedder.com

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Portland House, Glacis Road,
PO Box 204, Gibraltar
Tel: +350 2000 1892 Fax: +350 2007 8990



Greece
Competition Law Firm of the Year

D.N. Tzouganatos & Partners



D.N. Tzouganatos & Partners

Prof. Dimitris Tzouganatos
Partner
Tel: +30 210 3626855
Mob: +30 6979 445958
Fax: +30 210 3610134
dtzouganatos@tzouganatoslaw.gr
www.tzouganatoslaw.gr

D.N. Tzouganatos & Partners is recognised as Greece's sole antitrust boutique. Professor Dimitris Tzouganatos (former chairman of the Hellenic Competition Commission during the period 2000- 2003) founded the firm joined by two partners, initially Nikos Kosmidis and subsequently Stamatis Drakakakis. The team comprises also two associates and two special counsels.

The firm covers a full range of competition law matters (antitrust, mergers, state aid) and combines its work with unique experience in dealing with the Hellenic Competition Commission (HCC) as well as other Regulators (for energy, electronic communications). Its state aid practice ranges from representation of clients in state aid complaints to advising large corporations on state aid instruments. Most recently the firm focused on state aid measures in support of financial institutions.

Moreover, professionals at the firm often litigate competition law cases before the Greek administrative and civil courts (including unfair competition claims). They also represent clients before the European Commission for both contentious and transactional matters.

The firm's record of the last three years (2009-2011) includes the vast majority of high-profile cases in Greece. On the antitrust front, indicatively, the firm represented:

- the Hellenic Petroleum Company, the oil refinery incumbent involved in a complaint for abuse of dominance position;
- Unilever Hellas, during an investigation for parallel import practices,
- Nireus Aquaculture, a fish-farming company involved in an alleged crisis cartel case;
- the Technical Chamber of Greece in a case regarding legal professions and allegedly minimum fees;
- Interamerican insurance company in an alleged cartel case;
- the Hellenic Association of Coastal Ferries in an alleged cartel case.

Further, the firm regularly advises large domestic and foreign corporations on various compliance issues (e.g. vertical and horizontal agreements, unilateral contact/pricing policy).

On the merger/transactional front, the firm obtained clearance for three landmark cases in Greece, namely:

- the acquisition of BP ground fuel activities by Hellenic Petroleum;
- the acquisition of diary company MEVGAL by Vivartia; and
- the merger between the two largest private banks in Greece (Alpha Bank and EFG Eurobank).

D.N. Tzouganatos & Partners has a strong record in fighting cases before the Appellate Administrative Court of Athens, competent for the judicial review of the HCC decisions. Some of the most recent representations include:

- Thessalonica and Thessaly Gas Supply Companies (appeals against HCC's finding of abuse of dominance in the market of licensing gas installation equipment);
- Mediterranean Shipping Company (appeal against HCC's finding of an illegal vertical agreement between MSC and the Port of Piraeus);
- Nestlé Hellas (appeal case against HCC's finding of abuse dominant position in the instant coffee market).

The firm is characterised by the power of focus on EU and Greek competition law. Accordingly, its partners continuously contribute to conferences and events promoting the understanding of competition law and capturing any relevant development inside and outside Greece.

Corporate INTL
Legal Awards

2012 DISPUTE RESOLUTION LAW FIRM OF THE YEAR IN GUERNSEY

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WINNER

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AFR
ADVOCATES

ADVOCATES AND NOTARIES PUBLIC
PO Box 688, Court Place
Rue du Manoir, St Peter Port
Guernsey, GY1 3XZ

T: +44 (0) 1481 743999
F: +44 (0) 1481 743990
E: info@afradvocates.com
W: www.afradvocates.com

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Hungary
Energy Law Firm of the Year

BUDAPESTI 5000.
ÜGYVÉDI IRODA



Budapesti 5000. Ügyvédi Iroda
(Budapest Law Firm No. 5000)

Dr. Attila Molnár
Managing Partner
Tel: +36 (1) 430 3870
amolnar@budapesti5000.hu
www.budapesti5000.hu

Ukrainian gas, Russian nuclear fuel, Austrian wind farms, German traders, Norwegian-type regulated market, British group of investors, Swedish technology, French sample contract, US oil refinery, Columbian oil, Swiss arbitration court, Slovakian power plant, Italian consumer, the Brussels convention, the Hague convention, Kyoto Protocol, Hungarian reality… To make comments, it is enough to speak English besides Hungarian. But timely and thorough understanding of the problems requires in-depth knowledge of both the international relations and the specific Hungarian situation.

Budapest Law Firm No. 5000. is a law firm specialising solely in energy law since 1997, in particular electricity, natural gas, district heat, CO2 and mining regulations. The firm's 14 years of practice enabled it to gain comprehensive experience in these areas of law.

During the past few years, the firm represented all sorts of license-holder companies practicing in the energy sector (power plants, micro-power plants, the transmission system operator, distribution system operators, universal service providers, electricity and natural gas traders, district heat service providers, operator of the Hungarian energy exchange, large/industrial customers). Therefore, lawyers at the firm have in-depth knowledge of basically every aspect of the energy sector regulations, and they continuously take part in the development of such regulations, in legal codification process as well as in the process of development of the industrial rules and codes (e.g. Grid Code).

The firm had the opportunity to develop the rules and regulations of the Power Exchange in Hungary and, at the same time, it also represented the Hungarian Power Exchange Ltd. The Hungarian Power Exchange started to operate on July 1, 2010. Further, the firm participated during the establishment of the feed-in tariff system and relating balance group of renewable energy based electricity production and take over. Budapest Law Firm No. 5000 gives legal counseling during the operation of such balance group and feed-in tariff system on a daily basis.

Lawyers at the firm represented MVM (Hungarian Power Companies Ltd) in purchasing a wind power park, as well as assisted several clients in the preparation of tenders relating to wind power plants. Moreover, the firm has been involved in establishing MVM Central Trading Floor, which has been formed to coordinate the electricity trading activities of the MVM Group.

The firm has extensive experiences in giving legal advice regarding every aspect of power plant establishment projects. In particular, its work usually includes advising on the project structure, designing and drafting project documentation, including drafting and negotiating major project agreements like the Power Purchase Agreements, O&M, Lignite Supply Agreements, Land Use Agreements, etc. Moreover, the firm extensively gave advice regarding various regulatory and licensing issues (NRA, IPPC licenses, building permits etc.). Finally, Budapest Law Firm No. 5000. has participated numerous times in designing, regulating and implementing procurement procedures, including drafting the tender documents and negotiating the terms of EPC or other supply contracts.

Italy
Industrial Property Law Firm of the Year

Founded in 1963 and now consisting of more than 40 lawyers, Avvocati Associati Franzosi Dal Negro Setti has its head offices in the heart of Milan, the commercial and financial center of Italy and, thanks to collaboration agreements, a series of offices in China (Shanghai, Beijing, Guangzhou).

Lawyers at the firm have built up immense professional experience in various branches of the law and provide their clients with assistance in relation to all problems within the ambit of Intellectual Property, Pharmaceutical Law Corporate and Business Law, International Transactions, Contracts, M&A, Employment Law and Bankruptcy Law. Partners and associates regularly publish articles in leading Italian and international legal reviews and speak at conferences on legal and economic issues throughout the world.

The firm conducts its work in Italian, English, French, German and Spanish.

INTELLECTUAL PROPERTY

Avvocati Associati Franzosi Dal Negro Setti has always been one of the most well-known and well-considered legal firms operating in the intellectual property filed, in particular in litigation, in matters concerning patents, trademarks, design, copyright and advertising, not only in Italy and Europe but also in the USA and, for some years now, in China.

Clients assisted by the team headed by Mario Franzosi, Vincenzo Jandoli and Federica Santonocito come from various sectors, namely food, fashion, design, chemical-pharmaceutical, advertising, electronics (mobile telephony), mass consumption goods.

Avvocati Associati Franzosi Dal Negro Setti assists companies in all matters relating to:

- Patents and Utility Models
- Trademarks
- Industrial Design and Models (Design)
- Know-how and trade mark transfer and license
- New Plant Varieties
- Unfair Competition
- Copyright
- Communications (in-house marketing support, Advertising Law and the Consumers' Code)
- IT
- "Made in Italy" and product labeling.

The IP team has developed solid experience in the field of Advertising Law with the firm successfully assisting its clients in a number of leading cases before the Giurì della Pubblicità (Advertising Standards Authority). It has also, over the years, been assisting the marketing divisions within client companies, allowing the latter to put into action streamlined internal procedures aimed at optimising their resources, enhancing their rights and minimising the risks of litigation.

Studio Avvocati Associati Franzosi Dal Negro Setti participates in the drafting of national and international legislation such as EU design legislation and the EPLA (European Patent Litigation Agreement) project. It is also active in academic research and publishes articles in the foremost Italian and international reviews.

The leading role played by Studio Avvocati Associati Franzosi Dal Negro Setti in IP Law is recognised at international level and confirmed by numerous publications and directories, the principal ones being: Chambers, Managing I.P., Legal 500, Who's Who Legal, IAM.

Avvocati Associati Franzosi Dal Negro Setti
Tel: +39 02 859 09201
Fax: +39 02 869 84501
www.franzosi.com



Mario Franzosi
Partner
franzosi@franzosi.com



Vincenzo Jandoli
Partner
jandoli@franzosi.com

Other partners in IP law are Federica Santonocito, Vincenzo Piccarreta and Agata Sobol

Italy
Patents Lawyer of the Year

Bird & Bird is a global law firm with 23 offices across Europe, Asia and the Middle East covering all areas of commercial and business law.

The firm is renowned among industry insiders for its IP expertise, and is consistently rated as the leading law firm for patent litigation with many of its lawyers having scientific or engineering qualifications.

Massimiliano Mostardini, managing partner, noted: "We are frequently involved in the most complex patent disputes relating to semiconductors, telecommunications, electronics and computer architecture.

"Our unique selling point is the seamless co-ordination of our international offices, combined with our strong local expertise. This enables us to offer an effective, consistent service, relating to the protection, exploitation and litigation of patents to our clients operating across multiple jurisdictions."

The firm is also home to the largest IP group worldwide – voted by Managing Intellectual Property as the World's Largest Law Firm in 2009 – with 58 partners and more than 250 lawyers in total. As the only international law firm to carry out patent litigation in China, Bird & Bird offers unrivalled high-end litigation from each of its 23 international offices.

"To ensure a seamless cross-border service, we have close ties with firms in other key jurisdictions, including the US," said Mr Mostardini. "The Italian IP team is an IP giant in Italy with nearly 90 pending court litigations every year. This team provides a full range of legal services that includes all aspects of patents and allied rights, brands, trademarks & design, copyright and neighbouring rights, industrial designs, know-how and trade secrets. The team's knowledge of sectors such as media, communications, IT, pharmaceutical and biosciences enable us to add value by providing industry focused advice."

Partner profile

Massimiliano Mostardini is the managing partner and a co-founder of Bird & Bird's Italian offices, also acting as co-head of the International Life Sciences Group and the Italian Intellectual Property Group.

He regularly assists clients in domestic and pan-European litigation in IP and life sciences matters, particularly relating to patents, trademarks, copyright and unfair competition law matters, including regulatory aspects and advertising. He assists various multinational company groups in licensing, research and development of material transfer agreements (MTAs) and clinical trials contracts.

Mr Mostardini has practised IP law in Milan since 1990 and has extensive experience in advising leading Italian and international companies in both contentious and non-contentious matters. Further, he is the author of several publications concerning the IP field, product liability, licence agreements and domain names. He is often invited to speak at national and international conferences in the IP, life sciences, e-commerce, IT, telecommunications and media sectors.



Studio Legale Bird & Bird

Massimiliano Mostardini
Managing Partner
Tel: +39 02 3035 6000
massimiliano.mostardini@twobirds.com
www.twobirds.com

Italy
IP Lawyer of the Year in Rome



R&P Legal

Lorenzo Attolico
Partner
Tel: +39 06 977451
Fax: +39 06 8078804
lorenzo.attolico@replegal.it
www.replegal.it

Lorenzo Attolico is an intellectual property lawyer, who concentrates on copyright, Internet, patents and trademarks matters as well as on unfair competition, software and new technologies issues.

Mr. Attolico, after leaving his own firm, already well-known in the world of intellectual property in general and copyright in particular, was, from January 2001 to April 2004, the partner in charge of the IP field in the Italian practice of the U.S. law firm White & Case. Since May 2004, he has taken the same position at Hammonds Rossotto, now R&P Legal, where from May 2008 to May 2010 he has been covering also the role of Managing Partner.

His expertise includes all types of litigation and dispute resolution. In particular, Mr. Attolico assists clients in protecting intellectual property rights from infringement, counterfeiting, misappropriation and unfair competition, in all courts and arbitration tribunals, and represents clients in licensing disputes, often in an attempt to avoid or settle litigation. His goal is to form close working relationships with his clients as well as with his clients' in-house counsels and legal assistants in order to establish flexibility and efficiency in maximising available skills and minimising the expense of litigation.

Mr. Attolico also has a great deal of experience with entertainment and Internet contracts and trademarks and patent agreements as well as advising on Italian laws and regulations applicable to the registration, enforceability, transfer and licensing of IP rights, on IP-related issues in corporate and mergers and acquisitions transactions, and on e-commerce matters.

Mr. Attolico advises a variety of multinational companies on intellectual property matters.

One of the biggest successes of 2011 concerns the sale of C.A.M. – Creazioni Artistiche Musicali S.r.l., the most important Italian movies' soundtracks producer.

"In particular, Mr. Attolico assists clients in protecting intellectual property rights from infringement, counterfeiting, misappropriation and unfair competition, in all courts and arbitration tribunals."



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AMMC Law is a top-20 Luxembourg law firm with a steadily growing number of staff in its offices in Luxembourg city.

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LEGAL AWARDS
WINNER 2012



MDDP

MDDP - 2012 VAT LAW FIRM OF THE YEAR IN POLAND

MDDP VAT TEAM consists of the most experienced tax advisers operating within the Polish market. Many of them are recognized authority figures as regards VAT tax, and are authors of commentaries and articles in the specialist press in Poland and abroad. The team provides a full range of VAT advisory services to assist Clients in projects related to tax optimization and tax planning services for foreign entities – especially relating to applicability of VAT rules, registration and refunds.

MDDP is one of the largest Polish firms providing comprehensive consulting services in the area of taxes, law, business consulting, outsourcing, financial and accounting advisory, audit, professional trainings and conferences.

Since 2004, we have been continually increasing the team of advisers equipped with experience acquired both in reputable advisory companies and the largest enterprises on the Polish market. Our Clients include leading international corporations and the largest Polish companies from all sectors of economy.

We consider trust to be the basis of successful cooperation. We support our Clients in taking the most important business decisions. We combine international experience in business with the knowledge of regulations and the specificity of a given industry. We focus our activities mainly on the Polish market guaranteeing full involvement and individual approach to the cooperation.

Many years' experience and a number of successful projects provided us with a basis for creating an effective platform for cooperation with Clients. Analysing our Clients' problems, we make use of the knowledge and resources available in order to present solutions that are attractive not only on paper.

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MDDP
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Warsaw Stock Exchange
Building, V floor
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73 Bluszczańska Street, 00-712 Warsaw, Poland
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POLAND

Albuquerque & Associados continuos recognition as leading Pharmaceutical Law Firm

Albuquerque & Associados is one of the longest established Portuguese Law Firms in Portugal. It has a strong academic tradition and background, continuing a tradition of legal scholarship which dates to the seventeenth century.

Albuquerque & Associados accumulates half century of continuous experience in legal practice, with a solid tradition of representing the interests in Portugal of U.S., French, Spanish and English corporations, as well clients and governmental authorities from most European countries and other continents. This experience constitutes one of the firm's prime assets.

PRACTICE AREAS

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Gonçalo Pinto Ferreira
Partner
T: +351 213 43 1570
gp.ferreira@albuquerque-associados.pt
www.albuquerque-associados.pt

ALBUQUERQUE

Carlos Aguiar, Ferreira de Lima & Associados, Sociedade de Advogados, RL (CAFL) was incorporated at the beginning of 1995, and has focused its activity mainly in the areas of business and corporate law, mergers and acquisitions, real estate law, financial law and capital markets, banking and insurance, labour law, social security and employee benefit law, litigation and arbitration, administrative and urban planning law, Project Finance/PPP, tax law, competition and consumer law.

CAFL is referenced as a "leading firm" and some of its lawyers as European Legal Experts in Portugal, in several areas of activity, by Chambers Global Guide, Chambers Europe, European Legal 500, IFLR 1000 and Legal Business. CAFL maintains close contacts with several law firms in Europe, the United States and South America.

The firm's partners and associates regularly take part, either as participants or as speakers, in conferences and seminars on various legal themes.

The clients of the firm include large and medium-sized companies, both Portuguese and foreign, from countries such as the United Kingdom, France, the United States of America, Spain, the Netherlands, Belgium, Germany and Switzerland. The clients come from various industries including banking, financial services, leasing, insurance, telecommunications, aviation, electronic commerce, building and construction, public works, real estate, tourism and hotel industry, cement, mining, textiles, media and advertising, office equipment, distribution, optics, food, pharmaceuticals, health and cosmetics.

Today the firm relies on an exacting clientele that seeks professional counselling of high quality and efficiency standards.

CAFL favours a stable and lasting relationship with its clients, and tries to provide them with a counselling service that is personalised, consistent and adjusted to a client demand that is increasingly specific and with a high degree of complexity and sophistication.

The lawyers in the firm are fluent in English, French and Spanish, both spoken and written.

CAFL

Carlos Aguiar, Ferreira de Lima & Associados
Sociedade de Advogados, RL

Contact: Carlos Aguiar



Address:
Avenida António Augusto de Aguiar, 27,
r/c 1050-012 Lisbon - Portugal
Tel. +351 21 355 27 55 – Fax +351 21 355 27 56
e-mail: cafl@cafl.pt

Portugal
Life Sciences Lawyer of the Year

LD&A
Lopes Dias & Associados
SOCIEDADE DE ADVOGADOS RL



Lopes Dias & Associados

Maria de Lourdes Lopes Dias
Partner
Tel: +351 21 3920290
Fax: +351 21 3954766
mld@ld-lawfirm.com
www.ld-lawfirm.com

Maria de Lourdes Lopes Dias is a partner at Lopes Dias & Associados - small Portuguese law firm located in Lisbon and with correspondents all over the world, through membership in networks and lawyers' associations. She has been in the legal profession for decades, since she started working as a lawyer in 1975. Her activity has always been focused on commercial and corporate matters.

Given Ms Lopes Dias' experience in dealing with issues related to these areas, she has been asked to incorporate a pharmaceutical company around 25 years ago. She has assisted it until it was bought by another pharmaceutical entity. Since then other pharma companies became clients of Lopes Dias & Associados, both in regards to their corporate structures, as well as regulatory matters.

The office comprises seven lawyers who form a team fully dedicated to the firm's cause. Besides dealing with commercial and corporate matters, Lopes Dias & Associados covers fields that are of interest to companies, namely contract, tax, distribution, marketing, labour, and property matters. More recently, the firm started also offering services related to IT matters.

Ms Lopes Dias commented: "We provide a wide range of legal services to companies. We advise on many corporate matters and, when needed, follow processes in courts."

She added: "We serve all types of clients – from big corporations to small and medium-sized businesses. In addition to many players from the pharmaceutical industry, our clients are also medical devices companies, as well as distributors."

Lopes Dias & Associados participates in international fora and follows the developments of the EU laws and jurisprudence. This allows the firm to provide its assistance on a cross-border scale, including colleagues in other jurisdictions in need of legal advice for their Portuguese clients.

As Ms Lopes Dias noted, 2011 was a difficult year in Portugal and in Europe. "We feel that companies prefer not to invest, but to keep their market position in the hostile economic climate," she said. "We try to help them being successful in this difficult situation. We incorporated two new associates at the end of last year and are still looking for two more to complement our team."

> "We serve all types of clients – from big corporations to small and medium-sized businesses. In addition to many players from the pharmaceutical industry, our clients are also medical devices companies, as well as distributors."



Protecting IP in Romania

CABINET M. OPROIU
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Areas of practice:

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1) **Acquiring IP rights in Patent, Trademark, Designs including oppositions, appeals;**
2) **Court proceedings for cancellation and for enforcement of the IP rights.**

In Europe:

1) **Filing and prosecuting European Patents including related oppositions and appeals**
2) **Filing and prosecuting Community Trademarks including related oppositions and appeals**

Languages:

English, French, Spanish, German

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Popovici Nițu & Asociații reconfirmed as the Number 1 M&A Law Firm in Romania

Popovici Nițu & Asociații has been ranked first for M&A in Romania by number of deals successfully concluded in 2010 and during the period 2005 – 2010, according to DealWatch's M&A League Tables.

In the last six years, Popovici Nițu & Asociații was involved in over 100 successful deals and other more than 200 joint ventures, attempted acquisitions and corporate restructurings, in various industries such as Energy, Healthcare, Retail, IT, Financial Services, Telecom and Real Estate.

Popovici Nițu & Asociații is one of the key players on the legal services market, acting primarily in private transactions where it generally represents the interests of the investors. Popovici Nițu & Asociații and Popovici Nițu & Asociații Tax SRL group more than 85 lawyers and tax advisers.

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TAX

239 Calea Dorobanți, 6th Floor, 1st District 010567 Bucharest, Romania
Tel: (0040) 21 317 79 19, Fax: (0040) 21 317 85 00 / 317 75 05
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POPOVICI NIȚU & ASOCIAȚII
Attorneys at Law

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Law Firm



Peter Víglaský
Partner
Hamala Kluch Víglaský
+421 2 5441 0160
pviglasky@hkv.sk

SLOVAKIA - LAW FIRM OF THE YEAR 2012
SLOVAKIA - BANKING & FINANCE LAW FIRM OF THE YEAR 2012

Hamala Kluch Víglaský puts the firm's years of legal experience and innovation to work for clients today. As one of Slovakia's most prominent banking and finance, M&A, corporate and real estate law firms, Hamala Kluch Víglaský has long-standing client relationships with premier financial institutions, Slovak Top Ten companies and other leading corporations, government entities and individual private clients. The firm has earned a reputation for crafting innovative business and financial solutions and developing precedent-setting legal strategies to achieve their clients' goals.

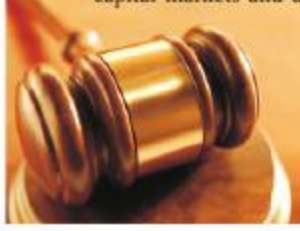
Throughout their professional careers, the firm's attorneys have been consistently recognised by international law firm rating organisations (Chambers & Partners, ILFR 1000, Chambers Global, PLC Which Lawyer, Legal 500) as top Slovak attorneys recommended in almost all major fields of law, including banking and finance, capital markets, construction and real estate matters, commercial and corporate law, mergers and acquisitions, and greenfield projects.

The firm is convinced that their pursuit of the following core values is fundamental to why clients have come to rely on the firm's services, year after year:

- Integrity, both individually and institutionally, in dealings with the firm's clients, the firm's adversaries, and their colleagues.
- Independence which does not detract from Hamala Kluch Víglaský's dedication to the interests of its clients but which always enables them to determine and to advise on what is in the best interests of its clients.
- Personal accountability for every decision, judgment, and action on behalf of the firm's clients or the firm.
- Competence which is marked by creativity and judgment that add distinction to the quality and value of the firm's services.
- Excellence in every aspect of the professional lives of each member of the firm, aiming to deliver quality, innovation and consistency in all aspects of the firm's service.
- Teamwork that joins effectiveness with cohesion and collegiality throughout the firm.
- Commitment to all clients' interests, with an intensity of effort that distinguishes the firm's lawyers from others in the profession and rival firms.

The client portfolio of Hamala Kluch Víglaský includes names such as Citibank, UniCredit Bank, Erste Bank, Tatra banka, VÚB Bank, KBC Bank, ABN Amro, Enel, Slovenské elektrárne, Saferoad, GTC Group, Slovak government, Slovnaft, US Steel, General Electric, Scania, Electricité de France, Kardan Group and Penta Investments.

Peter Víglaský, a partner of the firm, manages Hamala Kluch Víglaský's banking, finance and securities practices. Peter has more than twelve years' experience as an advocate in the area of banking and finance thanks to previous positions at leading international financial institutions and law firms. He specializes in corporate, project and real estate financing, energy sector, mergers & acquisitions, real estate, capital markets and derivatives, and private equity under Slovak and Czech law.



www.hkv.sk

Roman Hamala, a partner of the firm, has more than sixteen years' practice in the real estate, mergers and acquisitions, foreign direct investment projects and banking finance areas. He is greatly experienced in advising foreign investors in acquisition projects and the Slovak government in privatization projects. He holds an LL.M. degree from the University of Virginia and previously practiced eight years at a leading international law firm in Prague, Bratislava and New York.

Martin Kluch, a partner of the firm, manages Hamala Kluch Víglaský's real estate, corporate and employment practice. With twelve years´ experience as an advocate he participated on some of the most important Slovak real estate transactions, structured key mergers & acquisitions and provided advice to many important Slovak and international institutions. Martin is also active in intellectual property and energy law.

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Sweden has a proud tradition of being home to world-leading companies in the Life Sciences sector, which is one of the most important sectors in Sweden.



At Setterwalls you get access to an in-depth knowledge of regulatory, patent and other IP law issues as well as commercial understanding. In addition, our Life Sciences industry team of lawyers can assist you with everything from risk assessment to negotiating research and development agreements, licence agreements and other agreements for the day-to-day business as well as transactions, strategic investments and complicated disputes. With solid industry know-how, we provide our clients with top level advice.

We represent both young innovative companies and internationally well established players.

Setterwalls is one of Sweden's leading full-service law firms with a well established international network and offices in the three largest cities in Sweden – Stockholm, Göteborg and Malmö. Odd Swarting is the partner in charge of the Life Sciences team at the Stockholm office.

Read more on www.setterwalls.se

SETTERWALLS

UK
Business Crime Law Firm of the Year

EDWARD HAYES LLP
SOLICITORS AND ADVOCATES

Edward Hayes LLP Solicitors and Higher Court Advocates based in Central London, Manchester and South of England with associate offices overseas providing strong international links. Winner of the Corporate INTL Business Crime Law Firm of the Year and prominent criminal practice handling complex fraud cases, business and white collar crime together with serious and high profile legal cases.

Founded in 1961 as a general practice the firm has developed into one of the largest specialist criminal litigation practices in the country defending and representing businesses and individuals. The firm's reputation is based on vigorous representation of clients and commitment to careful and thorough case preparation.

With central London flagship offices in Fleet Street close to the Royal Courts of Justice, the firm is at the heart of the legal world.

Members of the Specialist Fraud Panel from its inception and now the updated VHCC Panel, the firm has a number of leading individuals in the criminal field, notably Christopher Hayes, Charles Long, Yogesh Patel, Maria Monan and Grant Ambridge.

Mr Hayes commented: "The economic downturn has undoubtedly increased the need for specialist firms such as ours in fraud disputes/white collar crime, particularly in cases involving international issues and this firm has strong links and associates in New York, Dubai, Mumbai and Brisbane. The firm has a strong reputation in dealing with regulatory and general criminal issues involving city professionals, including lawyers, doctors, senior police officers, financers, directors and officers of companies and the military. We frequently work alongside leading civil firms to assist with sensitive investigations.

"Representing businesses in fraud disputes/white collar crime has increased greatly with cases involving complex Ponzi style investment schemes such as Enron, WorldCom, Madoff which raised serious questions about corporate governance. Fallout of such cases requires assets to be traced across the world and firms such as us, with specialist involved in white collar crime cases, have the knowledge and expertise to deal with freezing assets and High Court orders."

Frequently rated number one criminal firm in the South East in the Legal 500, a top tier firm in Chambers and Partners and now having won the prestigious Business Crime Law Firm of the Year award, this firm will continue to strengthen its existing areas of expertise through commitment to excellence.

Recent high profile cases the firm has worked on include defending members of the European Parliament, professional footballers, successful pop stars, directors and company officers, lawyers, medics, military officers and international businesses involving company regulatory breaches, cartel investigations, carbon credit fraud, pharmaceutical regulations, VAT carousel investigations, international film and media fraud, corporation tax fraud, construction industry fraud and major health and safety investigations.

In an emergency you can always count on Edward Hayes LLP who have been representing and defending the rights of individuals and businesses for the last 50 years.



Edward Hayes LLP

Christopher Hayes
Partner
Tel: +44 (0) 207 353 0011
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IP AND LAW FIRM
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- Anti-counterfeiting & enforcement
- Litigation & dispute resolution
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Head Office:
72 Chervonoarmiyska Str.,
03150 Kiev, Ukraine
Tel.: +380 44 593 96 93 / 451 83 40,
Fax: +380 44 451 40 48
E-mail: pakharenko@pakharenko.kiev.ua

Postal address:
P.O. Box 78,
03150 Kiev,
Ukraine

London Office:
50 Broadway, St James's Park
London SW1H 0RG
Tel.: +44 20 7152 4000
Fax: +44 20 7152 4001
E-mail: pakharenko.partnersuk@btinternet.com

www.pakharenko.com

NORTH AMERICA AND THE CARIBBEAN

The economy of North America comprises more than 528 million people (8% of the world population) in its 23 sovereign states and 15 dependent territories. It is marked by an extreme diversity between the predominantly English speaking countries of Canada and the United States, which are among the wealthiest and most developed nations in the world, and the countries of Central America and the Caribbean that are still undergoing major developments in various sectors. Mexico lies in between these two extremes as a newly industrialised country (NIC), and is a part of the North American Free Trade Agreement (NAFTA) and the only Latin American member of the Organisation for Economic Co-operation and Development (OECD).

The US, Canada and Mexico have significant and multifaceted economic systems. In 2011, the US had an estimated per capita gross domestic product of $47,200. The country is the most technologically developed economy in North America. Business firms in the US enjoy a greater degree of flexibility compared to businesses in other regions in terms of innovation and expansion. The United States' services sector comprises 76.7% of the country's GDP (estimated in 2010), industry comprises 22.2% and agriculture comprises 1.2%.

Canada's economic trends are similar to that of the United States, with significant growth in the sectors of services, mining and manufacturing. Canada is equipped with a high tech industrial economy, and resembles the US in its market oriented economic system, production pattern and high living standards.

Currently, Canada's economy, which has outperformed that of the US since the beginning of the financial crisis, is showing signs of slowing down. The housing market is shrinking particularly fast. However, the loss is balanced by a significant business investment in machinery and equipment. Canada is still expected to lead the G7 nations in economic growth for at least another year. This can be attributed to several factors, including the country's sound banking system, its abundance of resources, and its lower levels of government debt.

Mexico has a GDP of $13,900, and per capita income is estimated at approximately one-third of the United States. The country has both modern and outdated industrial and agricultural facilities and operations, and is modernising in sectors such as energy production, telecommunications and airports.

Further, in 2010 Mexico was the largest North American auto-producing nation, surpassing Canada and the US. The industry produces technologically complex components and engages in some research and development activities. The "Big Three" (General Motors, Ford and Chrysler) have been operating in Mexico since the 1930s, while Volkswagen and Nissan built their plants in the 1960s.

As a result of the financial crisis, Mexico suffered the steepest recession of any country in the Americas (not including some Caribbean islands). Yet Mexico's economy is packed with potential. Thanks to the NAFTA and a string of bilateral deals, the country trades more than Argentina and Brazil combined, and more per person than China. The investment rate, at more than a fifth of GDP, is well ahead of Brazil's.

Though expatriates whinge about bureaucracy, the World Bank ranks Mexico the easiest place in Latin America to do business and the 35th easiest in the world, ahead of Italy and Spain. This and other strengths have helped Mexico to rebound smartly from the economic slowdown. In 2010 the economy grew by 5.4%, recovering much of the ground lost in 2009. Exports to the United States, having fallen by a fifth, have reached a record high and high street shops, where four out of ten were closed during the recession, are busy again.

The outlook for 2012 is positive, with more benign macroeconomic environment, increasing competition within the banking sector and tighter government regulation. Mexico's economy is expected to grow at least 4.5 % this year, and may even surpass 5%, thanks to the spending boom caused by the country's presidential election campaign.

"Canada is expected to lead the G7 nations in economic growth for at least another year. This can be attributed to several factors, including the country's sound banking system, its abundance of resources, and its lower levels of government debt."

The Caribbean area is made up of many different overseas territories, island nations and independent states which have all diversified greatly since the Caribbean was first "westernised" as far back as the 15th century. The Caribbean economy is steadily progressing as a whole and is able to keep itself afloat. Tourism is the major sector of economy in the Caribbean. Manufacturing of textiles, electronics and clothing, as well as oil production or refining are also quite important to several islands within the area.

The Caribbean has not escaped the global financial crisis, but the region withstood the difficulties more successfully than in past downturns. This is due to better macroeconomic management, more efficient structural policies, and a vigorous business sector. The majority of the Caribbean's import-export business is with the United States, and most of the region's tourists are US citizens. This means that the US economy has a great deal of influence on the Caribbean, particularly as tourism is the primary industry of the region.

However, many islands in the Caribbean are now looking to expand their export base and privatise government-controlled industries in order to lessen their reliance on the US economy and to reduce the severity of future downturns. The islands look also to forge connections with emerging countries in Latin America and Asia, which are expected to achieve much higher growth in 2013 than developed nations.

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Woods LLP

Tel: +1 514 982 4545
Fax: +1 514 284 2046
www.litigationboutique.com

Woods LLP is a litigation firm dedicated to implementing the most efficient and economic solutions for its clients. The firm has a wealth of experience representing clients before the courts and tribunals of Quebec and Ontario, as well as before the Federal Court of Canada and the Supreme Court of Canada. The firm's practice covers many areas of the law, including: civil and commercial litigation; securities and shareholders disputes; interpretation and enforcement of contracts; class actions; unfair competition; bankruptcy and insolvency; insurance law; professional liability (particularly of chartered accountants, investment advisors, architects and engineers); construction law; and private international law. The firm has also developed particular expertise in the arbitration of national and international disputes, both as counsel and as arbitrators. All lawyers of the firm are fluent in English and French, and certain lawyers also speak German, Hungarian, Italian, Polish, Portuguese, Romanian or Spanish. Many lawyers of the firm have degrees in both common law and civil law.

James A. Woods



Senior partner of the firm, Mtre. Woods practices exclusively in litigation and arbitration and has pleaded at all levels of the federal and provincial courts in Ontario and Quebec including the Supreme Court of Canada. He is a member of the Faculty of Law and lecturer in civil litigation at McGill University. Author of Cases and Materials in Civil Procedure (Carswell Legal Publications, 1987) and numerous articles and papers, including "Measuring the Results of Class Actions", International Bar Association Conference on Class actions, Rome, 2007, he is a fellow of the American College of Trial Lawyers and Litigation Counsel of America and Federation of Defence and Corporate Counsel.. He is also a member of the panel of arbitrators of the American Arbitration Association, of the CIA, CBA, QBA, LSUC, LSBC, LSA, LSEW, ABA, IBA, LCIA, AAJ, FDCC and CCAC. Called to the Bars of Quebec in 1976 and Ontario in 1979, Alberta and British Columbia in 2006 and England and Wales in 2007.
Mtre. Woods has also acted as an Arbitrator either as President or Member of an Arbitration Tribunal in approximately twenty commercial arbitrations and he has acted as attorney in many commercial and international arbitrations, either ad hoc or I.C.C.

Caroline Biron



Mtre. Biron practices exclusively in litigation and arbitration. She has pleaded before the trial and appeal courts of Quebec and before the Federal Court. Her practice focuses on commercial and securities litigation, contractual disputes, shareholders disputes and professional liability. She represents the interests of insurers and their insureds before the courts at all levels. Mtre. Biron frequently defends the interests of professionals in civil actions or disciplinary proceedings and also assists clients, including professionals, in giving testimonies in investigation undertaken by regulators, agencies and various professional bodies. She also has experience in class action litigation and is the author of "The Certification of Class Actions in Canada" The 2006 Annual Review of Civil Litigation, Toronto, Carswell, 2006.

Canada

Dispute Resolution Law Firm of the Year

Christopher L. Richter



Chambers Global 2011 described him as an "up and coming" member of the dispute resolution bar in Quebec. He has practiced in the area of civil, corporate and commercial litigation including securities litigation, product liability and employment law. As a member of the Bars of Quebec and Ontario, he has pleaded before the trial and appeal courts of Quebec, before the Federal Court and Court of Appeal, the Superior Court of Ontario and the Supreme Court of Canada, as well as various administrative and arbitral tribunals. His practice includes class action litigation, and he has a special interest and experience in private international law issues.

Sébastien Richemont



Me Richemont has been practising in the areas of civil and commercial litigation since 1998. He possesses a vast experience in litigation and arbitration of contractual and securities matters, shareholder/partner disputes, class actions, manufacturer's and professional liability. Me Richemont acted in many high-profile litigation files such as the restructuring of the Asset-Backed Commercial Paper ("ABCP"), involving $32 billion of ABCP, Automobiles Jalbert Inc. v. BMW Canada Inc., a leading case in franchise/dealership disputes, as well as complex arbitrations in the field of information technology.

Patrick Ouellet



Mtre. Ouellet has practiced in the fields of commercial, corporate and civil litigation since 1999. He is in charge of many high profile cases and has a particular expertise in the fields of litigation in securities, telecommunications, class actions, construction and shareholder disputes. He has pleaded before the first instance and appeal tribunals of the province of Quebec, before the Federal Court and before many arbitration panels.

Richard Vachon



Mtre. Vachon practices in the areas of civil and commercial litigation. Before that he practiced in corporate and securities law. Mtre. Vachon has developed an expertise in the field, inter alia, of shareholders' rights, securities litigation, labour law, and defamation. He has pleaded before the Superior Court and Quebec Court of Appeal, arbitration panels and administrative tribunals.

Bogdan Catanu



Mtre. Catanu practices in general civil and commercial litigation. Recent experience includes corporate litigation involving plans of arrangement and right of various stakeholders, shareholders oppression remedies, contractual disputes, professional malpractice and civil liability. He has also been involved in arbitration, real estate litigation and civil liability claims and injunctions. Most recently, he was a major contributor in the context of the litigation surrounding the proposed $52 billion dollar privatization of BCE Inc., in which the firm represented the buy-out consortium.

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Cayman Islands
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George Weru
Manager
Tel: +345 947 4700
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With more than 50 professionals in offices located across four jurisdictions – the Cayman Islands, the British Virgin Islands, the Bahamas and Bermuda – KRyS Global has established itself as a leading firm in insolvency and corporate recovery in the Caribbean region, assisting in some of the largest and most complex engagements in the region.

The firm is also a member of hww insolvency cooperation partners, a dedicated group of local insolvency specialists in 20 jurisdictions across the US, Europe and Asia, whose objective is to derive the best solutions in cross border cases by working with a number of other independent insolvency practitioners.

George Weru, a manager with KRyS Global, has more than six years' experience in corporate recovery services. Mr Weru's work at the firm has included complex cross border liquidations. He noted: "Unlike many of its peer firms, KRyS Global is specifically dedicated to providing insolvency, liquidation, corporate recovery, forensic accounting and related services. This has enabled us to provide independent, focused and experienced services, carried out by closely managed teams."

KRyS Global focuses on maximising recoveries for the benefit of its clients. Mr Weru said: "In most instances, this requires significant investigations into potential fraudulent transactions of asset transfers, as well as tracing and recovering the assets in other jurisdictions."

KRyS Global advised on a number of landmark cases in 2011, some of which had an impact on how corporate recovery and insolvency engagements are pursued in the Caribbean. In one such case, the US Bankruptcy Court affirmed the previously challenged decision of the Bankruptcy Court, recognising Fairfield Sentry's liquidation proceeding in the British Virgin Islands as a 'foreign main proceeding' under Chapter 15 of the US Bankruptcy Code. This entitled the joint liquidators to cooperation and assistance of the US courts in aid of their recovery efforts on behalf of Fairfield's stakeholders.

Mr Weru said: "This accomplishment, and others like it, contributed to KRyS Global's increased recognition within the marketplace."

"For the remainder of 2012, we will continue to identify areas where we can provide exceptional service and value to clients. We will explore opportunities for entry into other offshore jurisdictions around the globe where our service lines and unique skills and experience are needed.

"We also plan to expand our range of solutions through the introduction of new business lines – particularly in the area of forensic investigations, where we are looking at introducing forensic technology solutions."

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Email: info@samsonandmcgrath.com



Cayman Islands
Law Firm of the Year

SOLOMON HARRIS
CAYMAN ISLANDS ATTORNEYS-AT-LAW

Solomon Harris is a full service Cayman Islands corporate/commercial law firm with offices in Grand Cayman and Zürich. The two offices offer a seamless service to the firm's clients across multiple time zones, giving the firm 'the kind of international credentials that challenge larger firms', according to Chambers Global 2011.

The firm's principal practice areas are investment funds, captive insurance, mergers and acquisitions, finance and trusts, and its litigation department focuses primarily on restructuring/insolvency. Meanwhile, its local practice group assists with inward investment such as local licensing, immigration and real estate.

Recent highlights include acting for Intertrust Group Holding SA on its acquisition of Close Bank (Cayman) Limited and Close Brothers (Cayman) Limited, and representing a major US university on its acquisition of an educational establishment in the Caribbean region. The firm's client base also comprises major institutions, public and private companies, high net worth individuals, major onshore law firms and accounting firms, including Harcourt Investment Consulting, Lyxor Asset Management, Marsh Cayman, Société Générale and Unibanco.

Managing partner Sophia Harris noted that 2011 was a particularly successful year for Solomon Harris, having received numerous service provider nominations and awards from leading legal publications. The firm was also ranked in The Lawyer's Offshore Top 30 and has been consistently recognised by the principal UK international law firm directories, including Legal 500 and Chambers Global, as one of the leading independent law firms in the Cayman Islands.

All of the firm's lawyers, many of whom have also received individual recommendations and awards, have prior 'large firm' experience, enabling them to understand the 'global picture' as well as the local focus in any project.

Meanwhile, despite poor global economic conditions in 2011, the firm's practice has continued to grow, and three new partners were appointed: Jonathon Fitzgibbons (corporate and investment funds), Sam Dawson (restructuring and insolvency) and Nick Reid (corporate and investment funds and who heads up the firm's office in Zurich).

According to Mrs Harris, this growth within the firm's practice can be largely attributed to levels of increased activity in the alternative investment funds sector (despite the challenges facing that industry), combined with significant M&A transactions, and a number of high profile litigation and restructuring cases. The firm's captive insurance practice has also continued to develop and it is now one of the leading insurance firms in the Cayman Islands.

Mrs Harris concluded: "Solomon Harris is honoured to have been awarded '2012 Law Firm of the Year in Cayman Islands' as part of the Corporate INTL awards".



Solomon Harris

Sophia Harris
Managing Partner
Tel: +1 345 949 0488
sharris@solomonharris.com
www.solomonharris.com

Mexico
Labour & Employment Law Firm of the Year

CERVANTES SAINZ ABOGADOS



CERVANTES SAINZ, S.C.

Alejandro Nila
Partner at the Labour & Employment Practice Group
Tel: +52 55 9178 5040
anila@cervantessainz.com
www.cervantessainz.com

Cervantes Sainz is a full service law firm with an extensive array of creative problem-solving techniques for optimum, lasting outcomes. The firm was founded by, and is composed of prestigious lawyers accumulating many years of experience, who ventured to form and maintain an innovative style of organisation.

Cervantes Sainz offers services in a variety of law areas, which overlap and complement a mixture of client industries.

"We represent clients in a broad spectrum of transactional, banking and finance, administrative, corporate, corporate, insolvency and restructuring regulatory, labour, real estate, commercial, dispute resolutions, and litigious matter, among others. Our clients range from some of the world's largest companies to individuals and small businesses. The client and practice variety is matched by the diversity of our lawyers. Our labour and employment practice combines respected legal wisdom and business skills to provide advice tailored to our domestic and international clients' unique needs," explained Alejandro Nila, partner of Cervantes Sainz, S.C.

The labour practice group of the firm has been recognised by various publications, such as Chambers. Mr Nila has broad experience in labour matters. He provides advice to clients and represents them before federal and local labour authorities. His experience includes litigation and legal planning in a wide range of labour issues including union matters. The firm represents local, national and international clients that range from some of the world's largest companies, including publicly and privately held companies and their owners, directors and officers, to individuals and small businesses.

Mr Nila said: "The values and philosophy that drive us, and the special attributes that make us stand apart from others, are: we emphasise high responsiveness to clients by providing prompt, personal service, and by developing an intimate knowledge of each client's need and objectives; we are dedicated to providing creative solutions and fresh approaches to sophisticated transactions and complex litigation; we have developed a "one-firm" culture – a spirit of teamwork and cross-utilisation and support among practice areas throughout the firm; we represent our clients with courage in hostile and sometimes individually threatening environments; we experts a sense of personal accountability for every decision judgment, and action on behalf of our clients; we stress efficiency and apply experience so that routine deals and cases are handled at market-dictated cost and value is added to the more sophisticated transactions and litigation; and our practice is sensitive to the needs, the values, and the highest good to the client, society , and the legal profession."

Mexico
Cross-Border Law Firm of the Year

JATA



JATA – J.A. Treviño Abogados

Jaime A. Treviño
Managing Partner
Tel: +52 (81) 8335-4200 - Monterrey Office
Tel: +1 (713) 963-3677 - Houston Office
jtrevino@jatabogados.com
www.jatabogados.com

With offices in Monterrey and Houston, JATA is the best positioned Mexican corporate law firm devoted to advising foreign companies in regard to their legal needs in Mexico. JATA's expertise in corporate, business start-up, M&A, financing, labour, and other related areas of practice is the firm's core asset, and the base from which it provides sophisticated legal services with a creativity edge.

The firm's clients range from Fortune 100 companies to smaller business enterprises which are interested in building up their businesses from solid legal ground, enabling them to consolidate and grow institutionally towards their success. JATA is also proud to represent Mexican companies in their corporate legal needs.

The firm's long-standing experience in assisting foreign companies in taking their initial steps in Mexico provides the firm with a solid background to identify each client's specific needs and respond to them quickly.

"Our legal team is continuously exposed to high profile transactions and international clients, and our interaction with top business and legal players are key indicators that our attorneys are always on the top of the curve, looking ahead and ready to quickly respond to the demanding timelines of today's business world. We take action toward our clients' goals," commented managing partner, Jaime A. Treviño.

He added: "From initial business incorporation to complex acquisitions, passing through shareholders' agreements, corporate governance, regulatory issues – and all related areas – only an expert legal team like JATA's has the background and capability to look further into the issues and creatively come to options and solutions. Every one of us at JATA strive consistently to be part of the most effective and experienced team of attorneys in Mexico."

Mr. Treviño noted that having a bi-cultural, and not only bilingual, legal team enables JATA to stand out when working in cross-border environment and with foreign clients. All of the firm's attorneys have either worked or studied abroad, and such experience provides them with a better position to understand and anticipate the clients' needs, and to address them more effectively under applicable law and practice.

"We believe that this is a key element of value for the team, and is truly appreciated by clients," said Mr. Treviño. "English is fully spoken throughout JATA's offices, and some of our attorneys are also fluent in French and Italian."

In addition to successful transactional work during 2011, the opening of the Houston office during the full 2011 calendar year was one of JATA's main challenges and successes. JATA's Houston office enables the firm to be closer to a good number of clients while geographically facilitating interaction and meetings to advise them on their Mexican legal needs. The Houston office is designed to team-up with a main office in Monterrey to structure and coordinate the firm's practice in the clients' best interests.

CENTRAL & SOUTH AMERICA

Although economy of Central and South America is expected to slow down in the coming months compared to last year, it will still be one of the world's shining stars. The region's economy should expand by 3.6% this year, according to estimates from both the International Monetary Fund (IMF) and The World Bank. That compares with an estimated 3.3% globally and only 1.2% in advanced economies, IMF projections show. Much depends on developments in China, which is a key buyer of raw materials from Central & South America.

During the last two decades, South American countries have experienced significant economic growth, which can be seen in many of its countries, with the construction of new skyscrapers like the Gran Costanera tower in Chile and transportations systems like the Bogota Metro.

However, because of histories of high inflation in nearly all South American countries, interest rates remain high and investment remains low. The exception is Chile, which has been implementing free market economic policies since establishing military dictatorship in 1973 and has been increasing its social spending since the return of democratic rule in the early 1990s. This has led to economic stability and interest rates in the low single digits.

South America's economy is heavily reliant on the exporting of goods. On an exchange rate basis Brazil, the 7th largest economy in the world and the 2nd largest in the Americas, leads the way in total amount of exports at $137.8 billion followed by Chile at $58.12 billion and Argentina with $46.46 billion.

Last year Brazil was expected to be the most attractive emerging market country for private equity investors, according to a survey by the Emerging Markets Private Equity Association and Coller Capital.

The reasons for Brazil's success in this field can be attributed to low setup costs in comparison to competitor countries, commitment to fiscal stability, responsible state policies that encourage investment and a large domestic demand for products and services. An important factor adding to the positive situation in Brazil and other emerging economies has been the currency appreciation against the euro and the dollar. Renewable energy sectors in particular are giving South America new opportunities for foreign investors seeking to boost their respective nations' energy resources.

The rate of economic recovery in South America in 2011 was significant, particularly due to increasing trade with China and the US. Other countries such as South Korea, Vietnam, Russia and India were also targeting the region as a viable investment and development proposition. Other factors have influenced the regions recovery, including the rebound of commodity prices and the fiscal stimulus measures supporting domestic demand. Public-private partnership initiatives are also moving at a more rapid pace in South America than in the US, where investments can meet the growing demands of infrastructure development.

Although developing, countries of Central and South America are still behind many successful economies. Nevertheless, the current international context of the region opens a window of opportunity for designing long-term development strategies, as stated in a report prepared by the Economic Commission for Latin America and The Caribbean and the Organisation for Economic Co-Operation and Development.

According to the report, most of the region has withstood the economic and financial crisis well, in great part thanks to the responsible macroeconomic management over the last years. Now it must play a fundamental role in building on these advantages and in confronting the many challenges that still remain, in particular with regard to improving the quality of life and reducing poverty and inequality. This can be achieved by: creating good-quality jobs; consolidating fiscal systems that are solid, transparent and fair; investing in education and training; increasing the efficiency of infrastructure investment; and supporting innovation and productive development.

The Latin American Economic Outlook 2012 report showed that the main challenge for many economies in the region is to manage their favourable but volatile environment prudently in order to rebuild policy space and the ability for macroeconomic policy response. In addition, policies should aim to increase the stability and predictability of public finances so that gaps can be closed in infrastructure, education and innovation, which will permit more and better growth in the long term. These developments are necessary so that strong growth in domestic demand does not generate price instability.

In the short term, the international economy continues to be the main source of potential shocks for Latin America, the report found. The current difficulties in the euro-zone could cause serious problems in the international financial system, including emerging markets. Reversals of capital flows can lead to large fluctuations in exchange rates with disruptive effects on the real economy. The growing influence of China in Latin American trade relations was one of the factors that contributed to the rapid recovery of the region's economies. However, greater ties with China mean that the region's economies are now more sensitive to a potential slowdown in China's growth. A fall in demand for Latin American products and in the prices of raw materials would affect the fiscal accounts of many of the region's economies.

CENTRAL & SOUTH AMERICA

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Bolivia
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Bufete Aguirre Soc. Civ.

Fernando Aguirre
Partner
Tel: +591 2 2786528/ +591 2 2786527
fernandoaguirre@bufeteaguirre-lawfirm.com
www.bufeteaguirre-lawfirm.com

Bufete Aguirre Soc. Civ. has 72 years of continued practice as a leading business and corporate firm in Bolivia. Considered a specialised boutique firm, with five partners, one associate, two IP experts and associative relationships with a leading litigation firm and a renowned tax expert, it offers full services to commercial and corporate clients. It also renders services to a number of non for profit organisations.

Typical clients of the firm are large multinational companies with local establishment, especially in the area of natural resources but also in industry, commerce and transport. Others are leading Bolivian companies or entities. All clients of Bufete Aguirre highlight and value the firm's personalised service, professionalism, transparency and speediness.

The firm regularly assists its clients on general corporate law and organisation matters, contracts, mergers & acquisitions, financing, securitisation, taxation, labour, arbitration, administrative and regulatory issues. It is heavily involved in natural resources laws and regulations, especially mining, oil & gas, energy and electricity.

Last year the firm has advised and continuous to advise the National Association of Medium Miners, which gathers 13 of the most important private mining ventures, in the negotiation of a new general mining law, expected to be enacted during 2012. This has placed the firm as the leading mining law firm in the market.

Amongst other important deals it has advised on the negotiation and closing (on December 6, 2011) of a USD 251 million loan from China Development Bank to Bolivia, to finance the construction and commissioning of a Bolivian Satellite by China Great Wall Industries. Another deal, which closed at the end of 2011, involved the firm's counseling on the acquisition of 51% of shares of the Zurich Financial Services group in two of the largest Bolivian insurance companies. The firm, as counsel to Russian Gazprom, has advised up to the conclusion for the signing of contracts with Total as partner, with the State Oil Company, YPFB, for the development of a new oil & gas field, considered a large natural gas potential.

Bufete Aguirre's long and varied experience in international business constitutes the best reference for new and potential clients. All lawyers in the firm have post graduate studies in prestigious universities abroad. All are fully bilingual Spanish-English and in addition one in German and another in French. Main partners actively participate in numerous specialised international law conferences, have acted as panelists and presented papers in a number of them, and contributed to several publications. The firm is an active member of Globalaw – The International Law group, a network of about 95 law firms around the globe.

Additionally, lawyers in the firm accept positions in local Boards of Directors and other representations. Fernando Aguirre is the chairman of the Board of EMBOL S.A., the Coca Cola bottling company in Bolivia.

Brazil
Timberland Investment Law Firm of the Year

GCN / ADVOGADOS



Gasparini, De Cresci e Nogueira de Lima Advogados

Aldo De Cresci Neto
Founding Partner - São Paulo office
Tel: +55 11 2171 1300
acn@gcnlaw.com.br
www.gcnlaw.com.br

Gasparini, De Cresci e Nogueira de Lima Advogados (GCN Law) is a Brazilian law firm committed to rendering excellent legal services in a close client-attorney relationship, and helping companies with investing and operating successful businesses in Brazil. Clients of the firm can rely on a team of expert attorneys graduated from the most prestigious institutions in Brazil and abroad, who offer legal services in Portuguese, English, Italian, French and Spanish.

The firm's multidisciplinary team, comprising 6 partners and 24 other lawyers, provides comprehensive legal services in areas such as dispute resolution, agrarian law, civil law, corporate law, environmental law, labour law, real estate, regulatory affairs, and tax law.

The firm is proud to assist national and foreign companies from a number of industries and business segments, in particular in highly regulated sectors with very peculiar characteristics, including: (i) timberland investment and agribusiness; (ii) life science; (iii) education; (iv) logistic and infra-structure; and (v) military and defense.

With headquarters in São Paulo and branch offices in Salvador/BA and São Carlos/SP, GCN LAW operates throughout the entire country. In addition, since 2009 the firm has a strategic alliance with a US-based law firm recognised for excellence by Legal 500 and as a leading law firm in several areas by Chambers USA.

Aldo De Cresci Neto is the founding partner of GCN LAW and the leading lawyer of the Timberland team. Mr. De Cresci Neto is a member of the Brazilian Bar Association since 1996 and São Paulo's Lawyer Association (AASP). He is also a professional member of: (i) the Association for International Affairs of the Brazilian Bar; (ii) the Association for Environmental and Sustainable Affairs of the Brazilian Bar; (iii) the Council of the Interamerican Development Bank for Forestry matters in Brazil (creation of a ranking of the Brazilian States for forestry investments).

Since 2008 Mr. De Cresci Neto has been invited to participate as a speaker in several conferences all over the world, some of which are:

- Timberland Investment Conference – Dubai, January 25-28, 2009 (www.iqpc.ae)
- Asset Allocation Summit – Sidney, Australia, February 23-27, 2009 (www.terrapinn.com/2009/aas_au/data/brochuremv.pdf)
- The Timberland Asset: Stable Investments for Turbulent Time – Atlanta, GA, USA, March 18-20, 2009 (www.ugacfb.com/events)
- Timberland Investing Latin America Summit 2009 – São Paulo, Brazil, March 30-April 1, 2009 (www.iqpc.com/br/timberland)
- 6th Timberland Investment World Summit – New York, USA, October 26-28, 2009 (www.timberlandworldsummit.com)
- 2nd Latin American Mid-East Investors Forum (LA-MEIF) – Abu Dhabi, UAE, April 26-27, 2010 (www.latinfinance.com/lameif)
- Who will own the Forest – World Forestry Center , Portland, Oregon, September 20-22,2010 (http://wwotf.worldforestry.org/wwotf6/agenda.html)
- Timberland Investing Latin America Summit 2011 – São Paulo, Brazil, March 29-April 1, 2011 (www.iqpc.com/Event.aspx?id=315986)
- Biomass Investing Brazil Summit 2011 – São Paulo, Brazil, August 23-25, 2011 (http://www.biomassinvestingbrazil.com/Event.aspx?id=537870)
- 2nd Latin America Forest Industry Conference, São Paulo, Brazil, March 26-28,2012 (http://www.latinaforestconference.com/english/index.php)

Mr. De Cresci Neto has also written articles for several publications, including "The Definitive Guide to Investing in Timberland" (www.peimedia.com/Product.aspx?cID=5495_5538&pID=210101).

Brazil
Pharmaceutical Antitrust Lawyer of the Year

L.O Baptista
Schmidt·Valois·Miranda·Ferreira·Agel

São Paulo's based firm L.O. Baptista Advogados is internationally recognised for the excellence and expertise of its services. In November 2011, the firm announced its merge with Rio's powerhouse Schmidt, Valois, Miranda, Ferreira, Agel – Advogados and the firm now operates under a new and unified brand with approximately 100 lawyers covering a wide range of practice areas. Mrs. Sueli de Freitas Verissimo Vieira chairs the Pharmaceutical Antitrust Division and defends her clients' interests with great experience in Brazilian regulatory, corporate and administrative law.

The firm provides legal advice to international pharmaceutical companies and laboratories, as well as applies its deep knowledge of the Brazilian law and the pharmaceutical market in an effort to guide its clients with the start-up of an enterprise in the Brazilian territory. At the same time, the firm also has a wide range of experience in antitrust issues before the Brazilian System of Competition Defense (Sistema Brasileiro de Defesa da Concorrência – SBDC), with the participation of Mrs. Juliana Oliveira Domingues, lawyer specialising in antitrust and regulatory. This is especially important due to the common participation of foreign laboratories in public tenders with the Brazilian Ministry of Health, which can sometimes raise questions concerning antitrust and competition law matters, brought by the competition authorities.

Among the different categories of pharmaceutical companies, L.O. Baptista – SVMFA currently assists a client on the blood derivatives sector. The production of blood derivatives is limited to few worldwide known laboratories. Thus, they participate in tenders and call for bids in order to provide this type of medicines to the Brazilian Government and, consequently, to public hospitals throughout the country. The firm is also known for its expertise in the legislation concerning clinical trials, control procedures and clinical safety with the National Health Surveillance Agency (Agência Nacional de Vigilância Sanitária - ANVISA). Moreover, L.O. Baptista – SVMFA gives reliable assistance with regard to scientific studies, especially on life sciences.

Within this context, Mrs. Sueli de Freitas Verissimo Vieira is the partner responsible for the coordination of this area, being an associate member of the Brazilian Society of Pharmaceutical Medicine (Sociedade Brasileira de Medicina Farmacêutica – SBMF). She has been working with different pharmaceutical companies for several years, having actively participated in the establishment of various laboratories in the country as well as guiding her clients by giving a distinctive legal assistance not only on regulatory issues, but also on business practices.



L.O. Baptista - SVMFA

Sueli de Freitas Verissimo Vieira
Partner
Tel: +55 11 3147 0861
sfv@lob-svmfa.com.br

Chile
Technology Law Firm of the Year

ilp Estudio Jurídico Otero global

Estudio Jurídico Otero was founded by Mr. José A. Otero B. on July 21st, 1923. From 1957 the firm initiated its international law practice, counseling international corporations and foreign investors doing business in Chile. With five partners and nine associates, the firm has more than 50 years of experience assisting local and multinational enterprises operating in the Chilean region.

The firm is known as a boutique law firm due to the quality of the services it provides as well as the close and personal contact its lawyers have with the clients. Every attorney working for the firm has been personally trained in such a way that their working system, legal approach and performance permanently reflect a highly qualified, personalised and efficient service. The firm's working languages are: English, French, German and Spanish.

Estudio Jurídico Otero provides a complete range of corporate and business legal services in: commercial matters, corporate, technology law, intellectual and industrial property, labour and employment law, civil, banking laws, environmental matters, regulated markets, antitrust, telecommunication, foreign investment regulations, taxation and contracting.

The firm is highly specialised in licensing and software development agreements, technological platforms, data protection, privacy policies, technology contracts and computer crimes. The firm is also very active and well known in litigation matters, with vast experience in law suits of different kinds and complex business litigation including those related with regulated activities and before Competition Tribunal. Furthermore, the firm is an expert in labour and employment law with vast experience in labour due diligences, labour auditing and legal compliance, and subcontracting.

In the IT area the firm has worked with clients such as:
- Microsoft Chile and Microsoft Corp;
- Polaris Lab Chile - Indian software company;
- Software AG, Agencia en Chile - global leader in Business Process Excellence;

Macarena López M. heads the IT and Intellectual Property Group of Estudio Juridico Otero. She was ranked by Chambers Latin America 2011 as a leader in Intellectual Property and by Chambers 2012 as a leader in Intellectual Property and TMT (Telecommunication, Media & Technology).

Realising the globalisation process of law services as well as clients' requirements and the importance of being an active part of the international community, Estudio Juridico Otero has developed close relationships and contacts with prestigious law firms worldwide. In fact, the firm is the only Chilean member of the Employment Law Alliance (www.employmentlawalliance.com), the world's largest network of lawyers with in-depth knowledge and experience in labour law issues. The firm is also a member of E-lure (www.e-iure.com), an expanding network of international law firms established in 2003 with 18 law firms from 18 different countries worldwide.



Estudio Jurídico Otero

Macarena López M.
Tel: +56 2 361 8900
Fax: +56 2 361 8999
macarena@otero.cl
www.otero.cl

Chile
Corporate Law Firm of the Year



Guerrero, Olivos, Novoa y Errázuriz

Roberto Guerrero V.
Av. Vitacura 2939, Piso 8
Santiago, Chile
Tel: (+56 2) 6742939, (+56 2) 6742900
rguerrero@guerrero.cl
www.guerrero.cl

Guerrero, Olivos, Novoa y Errázuriz is one of Chile's leading law firms and has extensive experience in both national and international legal markets. With more than 50 lawyers specialising in different areas of law - civil, commercial and corporate, the firm, with three decades of experience, has a prominent position and is recognised among the best firms in Chile.

The firm provides comprehensive legal services to its clients, including a broad range of corporate law-related matters, such as restructurings, mergers and acquisitions, labour and tax, as well as issues in the field of banking and all kind of financings, intellectual property, sports law, water law, energy, environmental, mining, and industry regulations, especially in the telecommunications, electricity and natural resources areas.

It has been a pioneer in Chile in several professional matters, including complex foreign investment, financings and capital markets. The firm participated in the issuing and placement of the first ADRs program by a Latin American company, in the first convertible bonds structure and in the first securitisation of future payments cash flows. Also, it was the first firm in Chile to participate in the issuing and placement of Yankee bonds and Euro bonds.

Guerrero, Olivos, Novoa y Errázuriz's team led the first two tender offers in Chile. The deals, involving power companies from Spain (Endesa) and Chile (Enersis), established precedents that the firm continues to this day: advising international and domestic clients on cross-border transactions; guiding clients through complex regulatory issues in Chile; and representing clients in the active power industry.

During 2011 Guerrero, Olivos, Novoa y Errázuriz participated in M&A transactions worth cumulatively more than US$10 billion.

The firm has provided legal counsel on critical and sophisticated engagements of national impact, spanning legal, economic and financial matters and it is defined as a professional service firm with international standards, with a formal organisation and a clear business model focused on providing legal services of the highest quality.

Chile
Re-Insurance Law Firm of the Year



Molina Ríos Abogados

Carlos Molina Zaldívar
Attorney-at-law
Tel: 56 2 633 05 07
Fax: 56 2 6328237
cmolina@molinarios.cl
www.molinarios.cl

Molina Ríos is a renowned law firm established in Santiago, Chile. With wide experience in rendering legal services in diverse matters, the firm's areas of specialisation and obtained achievements have captured the interest of big companies and other clients both in Chile and abroad.

The firm, comprised of attorneys with great academic and professional experience, is recognised nationally and internationally in areas such as arbitrations, trials and mediations, infrastructure and construction, concessions of public works, insurance law, telecommunications and corporate law.

The firm's client portfolio includes important foreign companies, in addition to domestic businesses, who have appreciated the integral service rendered by the professionals of Molina Rios Abogados. The offered service is based on a personalised relation and mutual reliance, founded on the principles of ethics and loyalty - values always necessary to foster, protect and guarantee clients' strategic interests and purposes.

Molina Ríos Abogados has a reputation for developing a legal structure according to the needs and times, implementing supports and state-of-the-art technologies that allow resolving legal issues and providing solutions required by clients.

Carlos Molina Zaldívar is one of the attorneys at the firm with in-depth experience in varied legal cases. He has participated in the study and drafting of different models of insurance policies, as well as the legislation and regulation applicable in the Chilean insurance market. He has taken part in several studies, preparations and structuring of various commercial operations related to the construction and concessions of public works, including the analysis of national and international, public and private bidding terms and conditions, negotiation and closing construction agreements, and its diverse specialties and subagreements, he has participated in several arbitration trials, both national and international.

He is a member of Arbitration Corps of the Santiago Arbitration and Mediation Center. He was a member of the Bar Association, Legal Committee of the Insurers' Association of Chile between 1994 and 2004, and of the International Association of Insurance Law (AIDA). With a LL.B degree from Universidad Gabriela Mistral, Santiago, Chile, he has been a Regular Professor of Commercial Law at that University, Visiting Scholar at University of Columbia, School of Law (New York, USA). He has also been a Specialist Professor in Insurance Law of the Master in Business Law (MBL) at Universidad Adolfo Ibáñez, in Finance Project Course of LL.M in Economy and Finance at Universidad Gabriela Mistral, and in Insurance Law of the Diplomate in Civil Responsibility at Universidad de Los Andes. He has participated in lectures, conferences and seminars referring to updating the Commercial Law in Chile. He is the author of the book "The Credit Insurance in Chile", sponsored and published by the Foundation Mapfre of Spain.

Colombia
Natural Resources Law Firm of the Year

ARCEROJAS CONSULTORES & CIA S.A. was founded in 1997 due to the initiative of David Arce Rojas, lawyer from the Javeriana University in Bogota, Colombia, with a specialisation in oil law from Dundee University, Scotland, UK, and with wide experience in the oil and gas, mining, energetic, agro-industrial and infrastructure industry.

The firm specialises in the oil and gas, mining, and infrastructure industry, and renders services, such as legal advice, land management by outsourcing, environmental management, social corporate responsibility, community affairs and human rights.

With dedicated staff of more than 100 multi-disciplinary professionals, the clients can be assured they will receive the advice and support that will allow for the smooth development of their projects and investments. Strong relationships established with the central agencies, state and local governments, provide the firm with the ability to process and execute complex requirements on behalf of the clients and insure full compliance with all the legal, environmental, corporate social responsibility and community requirements.

Headquartered in Bogota, Colombia, the firm has also offices in the main oil and mining production areas of the country, like Yopal (Casanare), Bucaramanga (Santander), San Juan del Cesar (Guajira), and Neiva (Huila), for the purpose of supplying more dedicated and accrued services to the clients in the field. The firm has been recognised nationally for having in-depth experience in the industry. Further, ARCE ROJAS CONSULTORES`s team is recognised for its strong ability in negotiation with different communities, land holders and succeeding in very difficult situations, not just on regional but also national level.

Recently, ARCE ROJAS has been involved in important infrastructure projects in Colombia, including MPX mining project, coal rail road from the mine to the port at the Caribbean ocean, ODL pipeline in the east of the country, Aguadulce Industrial port at Pacific ocean, and legalising Transportadora de Gas International's superfisary rights of the gas lines in Colombia. In 2012 ARCE ROJAS is seeking to reinforce the area of environmental management in order to be even better equipped to respond to all the soft issues involved in any infrastructure project.

Due to its capability and dedication to solve clients' problems, in 2004 the firm received "General Technical Services Award" from PETROBRAS. The specialised publication Chambers and Partners recognised ARCE ROJAS CONSULTORES as one of the best Energy and Natural Resources Law Firms in Latin America in 2011. This year Chambers and Partners has recommended ARCE ROJAS CONSULTORES as a Colombian Leading Firm in Energy and Natural Resources.

Recently, ARCE ROJAS CONSULTORES was informed that as a result of the 2012 Legal Awards conducted by Global Law Experts, the firm has been awarded the title of "2012 Natural Resources Law Firm of the Year in Colombia". On 6th October, 2011, Bureau Veritas certified ARCE ROJAS CONSULTORES with the standard ISO 9001 -2008 on "Legal and cadastral advise on superficiary rights acquisition and land management". Finally, in January 2012, the Colombian National Safety Council issued for the firm a certification award of 98% of safety compliance.



ARCE ROJAS CONSULTORES & CIA S.A.

David Arce Rojas
President
Tel: +57 (1) 7435810/ 7435811/ 7435812
david.arce@arcerojas.com
www.arcerojas.com

Colombia
Insurance Law Firm of the Year

De la Torre & Monroy law firm is located in Bogota, Colombia, focusing its activities in the fields of insurance, reinsurance, corporative law and litigation. The firm has in-depth experience in these practice areas, and especially in the proper exercise of contractual rights arising from insurance and reinsurance contracts. This includes legal advice, litigation on both the ordinary jurisdiction and arbitration, as well as extrajudicial dispute resolution.

Considering the broad scope of the insurance and reinsurance fields the firm has built its expertise on different areas linked with the insurance, including property, banking, aeronautical, corporate and liability law.

The firm has also substantial experience in corporate and business law, providing legal advice in relation to foreign investment, domestic and international business transactions, commercial contracts, commercial agencies, litigation and industrial property, to various companies. In addition, practitioners at the firm are frequenty engaged in the incorporation, organisation and operation of business entities.

De la Torre & Monroy was founded in 1991 by attorneys Camila de la Torre and Gabriela Monroy, who are skilled attorneys graduated from Universidad de Los Andes in Bogotá, Colombia, with master's degrees in Insurance Law and Tax Law. They also belong to the Colombia Association of Insurance Law – Acoldese. They are litigation attorneys and arbitrators at the Arbitration and Conciliation Center of the Bogotá Chamber of Commerce - the most important arbitration centre in the country - and as such they have participated in a number of important arbitrations as arbitrators and secretaries appointed by the tribunals.

De la Torre & Monroy has been, from the start, strongly involved in cases related to insurance and reinsurance law, representing national and international companies operating in the fields.

In the course of its activities the firm has represented reinsurers' interests, primarily London Market Reinsures. It has provided reinsurance London Market with legal support and advice on the Colombian insurance and reinsurance law. "This work included the verification of the rights and obligations of the reinsurers, advice on coverage and defense strategies, follow-up on the underlying litigation, and the control of the proper conduction of the proceedings," commented Camila de la Torre.

Given the understanding of the London Market's needs, De la Torre & Monroy has been appointed several times to work on important and complex cases involving financial losses covered under Bankers Blanket Bond, Directors' and Officers' Liability Insurance and Professional Indemnity Insurance.

The office also represents clients before administrative agencies of the State and in all stages of the legal process, including negotiation, mediation, litigation and appeals.

The firm has given reinsurance brokers companies legal advice regarding insurances and reinsurances, insurance intermediation, acquisitions and mergers of companies, commercial law and procedures before the Financial Superintendence and the Central Bank. In many cases, the firm has advised international adjusters on commercial law and insurance matters.

Further, the firm has substantial experience in arbitration, which has developed dramatically in recent years in Colombia, due to the duration of a proceeding in the ordinary and contentious courts.

De la Torre & Monroy
Carrera 7 No. 79B – 15, Office 503, Bogotá
Tel: +57 1 313 21 34 / 571 211 53 49
Fax: +57 1 348 1864
www.delatorreymonroy.com



Camila de la Torre Blanche
Partner
cdelatorre@delatorreymonroy.com



Gabriela Monroy Torres
Partner
gabmonroy@delatorreymonroy.com

Colombia
Corporate Tax Lawyer of the Year

LEWIN & WILLS
ATTORNEYS AT LAW
Since 1978



Lewin & Wills

Adrian Rodriguez
Partner
Tel: +57 1 312 5577
US dd: +1 917 829 7178
arodriguez@lewinywills.com
www.lewinywills.com

On its 33rd anniversary, Colombian law firm Lewin & Wills continues to be an international reach boutique dedicated to Tax Law, International Investments Law, International Trade and Customs laws, Mining and Oil laws, M&A, Corporate and Business laws, Foreign Exchange Law, Private Clients, Controversies and Arbitration.

With a vast trajectory in domestic and international transactions and ventures, including numerous local and cross-border M&A deals, its clients include important national and multinational, public and private corporations in different sectors including, among others, power generation, oil and gas, energy, mining, banking and finance, and telecommunications. In addition, the firm has a well established reputation in wealth and estate planning for high net worth individuals and family owned enterprises.

For 4th year in a row, Lewin & Wills has been ranked by Chambers & Partners as one of the top two tax practices in "Band 1" in Colombia. According to the 2012 Chambers Latin America Client's Guide, "Lewin & Wills is renowned for its strong tax department, which receives excellent support from the firm's corporate practice. Its lawyers are 'responsive and accessible,' and clients are guaranteed access to partners."

Adrian Rodriguez is a partner at the firm and his areas of practice include Tax, M&A, Mining & Oil. Mr. Rodriguez is well recognised for his experience in tax law with an emphasis on domestic and international tax planning, restructurings and reorganisations, and international business transactions. He advises domestic and international clients on new and ongoing business operations in Colombia and in Latin America in a variety of industries and projects. He works mainly on international and domestic corporate taxation, foreign exchange and foreign investment controls, and related M&A and corporate laws issues.

Mr. Rodriguez is admitted to practice in New York (2003), Illinois (2003), and Colombia (1995). He has LL.M degree in International Taxation from NYU (2002). He is proficient in English and Spanish, both written and spoken. He worked for tax and Latin America practices of Baker & McKenzie in Chicago and Sidley Austin in New York, respectively. (For further details on education and others, please go to www.lewinywils.com)

Quirós Abogados
CENTRAL LAW

Fastest growing law firm in the region.

Founded in 1985 and based in Costa Rica, Latin America, with offices in eleven cities in seven countries, Quirós Abogados has become one of the fastest growing law firms in the region and is the only firm in Costa Rica, with offices in the seven countries, that subscribed the DR-CAFTA.

The firm is consistently top ranked by international legal directories such as Chambers & Partners and IFLR-1000.

CHAMBERS AND PARTNERS
IFLR 1000

Costa Rica | Office: +(506) 2224-7800 | Fax +(506) 2224-5946 | rquiros@central-law.com | www.central-law.com

Almeida Guzman & Asociados is a law firm established in 1981 specialising in legal corporate counselling and assessment.

The firm offers services in the following fields:

- Corporate, Commercial and Mercantile Law;
- Tax Law;
- Mergers and acquisitions;
- Finance, Bank and Securities Law;
- Energy legislation: oil, electricity and alternative energy;
- Legislation on telecommunication and E-commerce;
- Economic Integration and Foreign Investment Legislation, International Trade;
- Labour and Immigration Law;
- Intellectual Property Law;
- Legislation on consumer rights, anti-trust and competitiveness;
- Environmental Law;
- Real estate, property, construction and public works legislation;
- Customs legislation, Free trade zones and cross-border manufacturing;
- Legislation on government contracts;
- Legislation on tourism;
- Mining Law;
- Arbitration and Mediation.

It also retains professionals in the fields of Economics and Accounting.

The firm's experience is comprised of consultation on legal, tax and economic undertakings, as well as project finance, mergers, split-offs, take-overs, acquisitions, and general business restructuring. The client base of the firm includes companies engaged in industry, commerce, tourism, real estate, agriculture, construction, oil, energy, telecommunication, services, banking, finance and securities.

In addition, Almeida Guzman & Asociados provides advice related to auditing of business' conformity to legal labour and tax requirements, including, but not limited to:

- Drafting and conceptual review of contracts and instruments from which legal contingencies, liabilities, effects and exposure may result;
- Counseling on Income Tax, Value Added Tax (VAT), and other taxes levied on businesses and productive activities;
- Preparation and review of tax return documents;
- Advice on developing management strategies aimed at optimising tax costs;
- Assistance on tax inspections and controls carried out by the Superintendence of Companies, Superintendence of Banks, and Superintendence of Telecommunication, and by other government agencies;
- Professional sponsoring of tax claims at the administrative stage, and in lawsuits before the tax district courts.

The academic background and professional experience of Almeida Guzman & Asociados lend a global perspective to its services. The firm considers the client a productive entity that seeks input for decision-making within legal and tax frames related to efficient and accurate economic criteria.

The firm's engagement starts with the analysis of the cases and issues brought to assessment. The practice develops and proposes alternatives and solutions in accordance with the applicable legislation, under pragmatic and viable considerations.

Ecuador
Tax Law Firm of the Year

ALMEIDA GUZMAN & ASOCIADOS
ESTUDIO JURIDICO



Almeida Guzman & Asociados

Diego Almeida-Guzman
Senior and Technical Partner
Tel: +593 2 298 1578 / 1579
dalmeida@almeidaguzman.com
www.almeidaguzman.com

Bustamante & Bustamante



Juan Carlos Bustamante
Avs. Patria & Amazonas
Cofiec Building, 10th fl.
Quito
Ecuador

Phone: +593 2 2562 680
Fax: +593 2 255-9092
www.bustamanteybustamante.com

Energy Law Firm of the Year in Ecuador

Established in 1956, the Bustamante & Bustamante is a full-service firm with one of the foremost energy practices in Ecuador. Our clients have been quoted as saying that our oil & gas attorneys have "an excellent understanding of the political environment in Ecuador" and a "deep understanding of the industry".

Ecuador
Dominance Lawyer of the Year

LARREÁTEGUI, MEYTHALER & ZAMBRANO ABOGADOS



Larreátegui Meythaler & Zambrano

Dr. Jose Meythaler
Senior Partner
Av. 6 de Diciembre N 28 16 Paul Rivet
Tel: +593 2232720
jmeythaler@mzabogados.com
www.mzabogados.com

Dr. Jose Meythaler was born in Latacunga, Ecuador on October 27th, 1963. He is Doctor of Jurisprudence, Lawyer of the Courts of the Republic and Bachelor of Legal Studies at the "Universidad Católica del Ecuador".

EXPERIENCE:

- Senior Partner of Larreátegui, Meythaler & Zambrano law firm.
- Free Practice Lawyer and adviser of several companies in the areas of Public Law, Business Law, Intellectual Property and Competition Law.
- President of the Intellectual Property Committee of the Ecuadorian American Chamber of Commerce since 2010.
- Ex Officio Director of the Ecuadorian American Chamber of Commerce of Quito, until 2010.
- Member of the Ecuadorian Institute of Roman Law and the Ecuadorian Institute of Tax Law.
- CEO of Shell Oil Company of Ecuador SA.
- Professor of Administrative Law in the Graduate Administrative Law at "San Francisco de Quito University", and Professor of the Master of Intellectual Property at "Universidad de las Américas". He has taught for 15 years in the faculties of Law at the universities: "Pontifica Universidad Católica del Ecuador", in Elements of Political Science professorship and Administrative Law and in "Universidad Central del Ecuador" in the Introduction to Law professorship.
- Considered a specialist in Public Law, Business Law, Competition Law, Intellectual Property Litigation, and expert in pharmaceutical topics. He is the current advisor of Pharmaceutical Industries and Agrochemical Research.
- He is considered to be one of the most experienced lawyers in Latin America in Patent Litigation and Unfair Competition. He has led in Ecuador the most important cases of pharmaceutical patents defense.

AWARDS:

- Chambers & Partners, Legal Publisher, Latin Americas Leading Lawyers for Business, in the 2010, 2011 Clients' Guide: "José Meythaler Baquero is a leading expert in pharmaceutical patents and has handled many high-profile patent cases for international pharmaceuticals giants. Sources highlight his knowledge and experience in the field".
- World Confederation of Business, "The Bizz Awards 2009, 2011": conferred on José Meythaler Baquero the recognition of excellence in business leadership and excellence in quality management.
- Chambers & Partners, Legal Publisher, Latin Americas Leading Lawyers for Business, in the 2009 Clients' Guide: "José Meythaler Baquero was recognised for the consistent high quality of his work".
- Dominance: One of the leading legal journals in the world, based in London, appointed Dr. José Meythaler Baquero as "Dominance 2011 Lawyer of the Year in Ecuador".

THE FIRM

The law firm of Larreátegui, Meythaler & Zambrano, formerly known as Larreátegui, Mendieta Attorneys, was founded in 1948 and is currently one of the most recognised law firms in Ecuador, as well as being cited as the number one law firm within the area of intellectual property (IP).

The firm's partners are especially interested in strengthening all of their legal service areas for business management, representation of international companies in Ecuador, as well as their departments pertaining to: Corporate Advisory; Tax Advisory; Labour and Sales Advisory; and advisory related to oil, mining and agrochemical companies.

Within the pharmaceutical field, the firm is highly specialised in the appropriate management of medicine prices, health registers, defense of data proof, defense of biotechnology, among other areas.

Members of the firm have also developed professional relationships with specialised attorneys based in other jurisdictions – an attribute that has allowed the firm to provide its clients with a truly global service offering.

Larreátegui, Meythaler & Zambrano Abogados is integrated by a group of attorneys that includes brilliant graduates of the best universities and prestigious professionals who have served in high judicial and governmental posts, such as Attorney General of the State, General Secretary of the Administration, Minister of Human Development, and Minister of Public Education, as well as university professors.

Larreátegui, Meythaler & Zambrano Abogados´s headquarters are located in Quito and Guayaquil. The firm has associate attorneys in the principal cities of Ecuador, and it also has a network of professionals in other countries of South America, Europe and Asia.

> "Dr. Jose Meythaler is considered to be one of the most experienced lawyers in Latin America in Patent Litigation and Unfair Competition."

Panama
Arbitration Law Firm of the Year

Icaza González - Ruiz & Alemán
ESTABLISHED 1920
ABOGADOS - ATTORNEYS AT LAW

Icaza, González-Ruiz & Alemán

Aquilino de la Guardia Street No. 8
IGRA Building
P.O. Box 0823-02435
Panama, Republic of Panama
www.icazalaw.com



Jorge Molina Mendoza
Partner in Charge of
Litigation Department
Tel: +507 205 6094
jorgem@cazalaw.com



Carlos Villalobos
Senior Associate
Tel: +507 205 6095
carlosv@icazalaw.com



Marisol Ellis
Senior Associate
Tel: +507 205 6095
marisole@cazalaw.com

Icaza, González-Ruiz & Alemán law firm was founded in 1920 in Panama as Lombardi e Icaza. Among the founders and partners of the firm there have been some of the pioneers who contributed to the creation of the legal structure of the country. The firm has since been evolving and expanding alongside the international services centre of Panama, delivering services of the highest caliber to both international and domestic clients and enjoying an unrivalled reputation.

The firm is composed of attorneys who, supported by excellent academic credentials and vast experience in legal services, watch over the individual needs of a distinguished and diverse clientele. The firm's professionals have gained their experience working in the complex international commercial and financial practices, and have been qualified to offer sophisticated solutions, to the extent of the needs of corporate clients, international institutions, public entities and private clients, with whom they work in individualised fashion.

The competence areas of these professionals cover several worldwide jurisdictions which, together with the great demand for services related to international operations, has led the firm to establish affiliates in important financial centres. Presently, Icaza, González-Ruiz & Alemán, offers its services through offices in Switzerland, Luxembourg, British Virgin Islands, Bahamas, Anguilla, Belize, Uruguay, Seychelles and Singapore, in addition to the main office in Panama and offices in David, new and popular tourist and retirement destination in the province of Chiriquí.

Icaza, Gonzalez-Ruiz & Aleman provides tailor-made, sophisticated solutions to key corporate clients, international institutions and public entities, while remaining committed to offering a partner-led, personalised legal service and advice. Clients of the firm comprise national and international corporations, mainly in the financial sector. The firm supports businessmen in all aspects of their activities.

The practice has extended its offering to the areas of Fiscal Law, Banking Law, Capital Markets, Admiralty Law, Intellectual Property, Litigation, Alternative Resolution of Conflicts, Public Contracting, Privatisations, Administrative Law, Communications and Information Technology, Procedures in Free Trade Zones, Immigration and Labour law, Competition and Consumer Protection Laws, Insurance and Re-insurance, Environmental and Energy Law, among others.

Additionally, the range of services offered by the firm has expanded through the existence of three affiliate companies: Panamerican Management Services, S.A., Icaza Trust Corporation and Terra Access Panama, S.A., further to a Litigation Division, Bufete IGRA, highly renowned and valued by the firm's clients. This network provides the support of 150 multilingual professionals, highly qualified and skilled.

Icaza, Gonzalez-Ruiz & Aleman is on the list of legal consultants for projects of the World Bank and of the Inter-American Development Bank. Additionally, the firm contributes since 1945, by direct appointment of the publishing company, with the drafting and review of the Panama Law Digest, published by the prestigious publishing house, Martindale-Hubbell Directory of New Jersey, United States. Last year, one of the biggest successes of the firm was advising the Government on the purchase of the Corredor Sur.

Further, practitioners at Icaza, González-Ruiz & Alemán have been recognised in the Panamanian market as effective litigants with great knowledge and expertise. The firm has one of the leading litigation and ADR practices, and benefits from long experience and in-depth specialisations of its partners, associates and paralegal staff. They understand the importance of enforcement and litigation for the private and business needs of clients and are dedicated to offering a personalised service and good communications to clients, throughout the period of their engagement.

Icaza, González-Ruiz & Alemán routinely manages complex cases related to the resolution of disputes and its lawyers are qualified to handle all documentation, deposition and discovery procedures. The firm's experience stretches across the canvas of the legal disciplines. Some core areas are:

- Commercial Litigation & Trade Disputes | Juan E. Lombardi T. or Jorge Molina M.
- Civil Litigation & Private Client | Alexis V. Herrera V., Jorge Molina M., Carlos E. Villalobos, or Diego J. Alemán R.
- IP Litigation | Gabriela Tejada de Britton, Hugo Morán or Jorge Molina M.
- National and International Arbitration | Jorge Molina M.
- Maritime Litigation | Alexis V. Herrera Jr. or Joel R. Medina
- Labour & Employment | Alvaro A. Alemán H., Joaquín A. Díaz S. or Alexis V. Herrera Jr.
- Public Law | Marisol T. Ellis or Carlos E. Villalobos
- Taxation & Administrative Law Disputes | Alvaro A. Alemán H.

The firm's multilingual staff works closely with the client to identify all the points of interest, select the most suitable actions and deliver a high-quality efficient service. Members of the firm ensure the best course of action is followed when targeting the desired resolution.

Arbitration is a prevalent method of solving disputes in Panama involving commercial contracts, especially with international companies, which need arbitration clauses. Businesses from the building industries use this technique particularly often.

According to the practitioners at Icaza, González-Ruiz & Alemán, there are two main issues affecting the use of arbitration in Panama, namely (i) the obstacle for the Supreme Court in order to control all actions from the arbitrators; (ii) the need to obtain the best practice from the parties, especially the arbitrator's independence and neutrality. Nevertheless, they believe that arbitration will be on increase in the coming months, which might be attributed to its speediness and the fact that the parties can participate in the arbitral proceeding.

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- Labor Law
- Immigration
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MMG Tower, 2nd Floor
East 53rd St., Marbella
Panama, Panama

Telephone: +507-269-2620
Fax: +507-263-5895

alcogal@alcogal.com
www.alcogal.com

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www.bolyter.com



Manuel Polanco
Managing Partner
Tel: +58 212 283 94 44
mpolanco@bolyter.com



José R. Fermín
Legal Counsel
Tel: +58 212 283 94 44
jfermin@bolyter.com

Since its foundation in 1915, Bolet & Terrero has grown steadily both in the incorporation of leading lawyers, paralegals and high-level technicians and in the wide range of services related to intellectual property.

Bolet & Terrero has rendered its services to various enterprises in the field of pharmaceutical, chemicals, foods and beverages, household items, apparel, cosmetics, financial services, electronics, entertainment and software as well as mechanical and manufactured equipment.

Throughout the years, the firm has successfully addressed the registration and processing of its client's trademarks and domains names in Venezuela, including counseling, prosecution, portfolio management, licensing, arbitration, litigation, unfair competition and anti-counterfeiting.

The firm also provides legal advice to clients regarding patents and its handling in every step of the procedure until the patent is granted.

In addition, the firm advises clients on the best way to protect their copyrights – regardless of their nature - books, music, audiovisual works, phonographic productions, computer software, and video or music tapes.

The firm also advises clients in civil and criminal intellectual property litigation and other services in judicial matters, such as judicial notifications, inspections and other procedures requiring judicial actions.

Likewise, the firm has great experience in the design and execution of anti-counterfeiting acts against trademarks, brands and/or illegal reproductions. These acts are carried out in the main customs offices or warehouses where the products are commercialised. The firm also provides commercial investigations services and counterfeit reports.

For example, in 2011 Bolet & Terrero advised large companies in the area of luxury goods, in the fight against piracy and initiated several complaints before the DA for trademark infringement and won several decisions favourable to their clients.

From an academic standpoint, Bolet & Terrero staff of attorneys collaborates with various universities in Intellectual Property programs; is part of the administrative boards of various organisations related to Venezuelan Intellectual Property and is also a member of the most prestigious international associations in intellectual property, such as INTA, ASIPI, ECTA, APPA, among others.

For this reasons, over the years, Bolet & Terrero has been constantly recognised in international rankings as the main intellectual property firm in Venezuela.

The advantage of Bolet & Terrero against newer firms operating in Venezuela is its specialisation in IP and the range of services related to this area. "We have gone from being an agency for registration of trademarks and patents to an integrated firm capable of advising on complex cases associated with this area," said Legal Counsel Jose Fermin. "Additionally, we are the firm of choice for the big pharmaceutical companies, with a large number of them as customers in the area of patents and health issues."

Managing Partner Manuel Polanco added: "Our great success in 2011 was the expansion of our services and the incorporation of specialists to address the new areas. This has allowed us to venture into both sanitary and criminal areas with satisfactory results for several clients in the fields of automotive, cleaning, food, pharmaceutical, among others. We have also invested large amounts of money in technological tools that enable the provision of a better and faster service."

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- Industrial and Intellectual Property
- Litigation
- Licensing Enforcement
- Entertainment and Sport Law
- Copyrights

Enrique A. Diaz	ediaz@goodrichriquelme.com	(5255) 5525 1422
Jaime Delgado	jdelgado@goodrichriquelme.com	(5255) 5207 5324
Juan Carlos Suarez	jcsuarez@goodrichriquelme.com	(5255) 5207 9261

Paseo de la Reforma 265, M2
Col. y Del. Cuauhtemoc
06500 Mexico, D.F.
Tel. (5255) 5533 0040
Fax. (5255) 5207 3150

e-mail: mailcentral@goodrichriquelme.com **website: www.goodrichriquelme.com**

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