GLOBAL AWARDS 2014

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FOR PRACTICE EXCELLENCE

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PRESENTS THE 2014

GLOBAL AWARDS

SETTING THE INDUSTRY STANDARD FOR PRACTICE EXCELLENCE

Corporate INTL has been running its awards for the last six years, and we are proud to present another awards – and commemorative publication – based on our comprehensive research process.

There is regional and practice exclusivity for each category, and so a Global Award is a significant accolade for each entrant within the publication. The inclusions themselves represent a diverse cross section of lawyers and law firms, financial advisers, as well as a large array of other-industry experts and consultants.

Corporate INTL is read by business and legal advisers, leaders and investors globally. Accordingly, this awards publication is launched in hard copy and e-magazine formats in order to provide maximum exposure.

See the coming pages for details of our profiled firms' and individuals' service excellence in a multitude of practice areas and jurisdictions around the world. Entrants/contributors have chosen to highlight their award wins, as well as their unique service offering(s) and expertise, through industry commentary, firm summary editorials, or advertisements.

In addition, this year's awards publication features a separate Listings section towards the back of the edition – for those firms that have chosen to highlight their accolade(s) in the form of contact details of a nominated spokesperson / award recipient.

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GLOBAL

Global Winners

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Alliott Group

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Alliott Group, founded in 1979, is a worldwide alliance of independent accounting, law and consulting firms. With more than 180 member firms in some 80 countries, the group meets the local and cross-border needs of its members and their clients.

The principles of its business are passion – to bring energy, drive and resolve in supporting business growth; integrity – consistently making fair, honest and reliable choices; and excellence – capability to provide top quality services in an efficient and effective manner that exceeds expectations.

The group has accounting and law firm members located in all regions, providing independent advice and services to businesses and individuals. The firms have a strong local market presence which provides them with an in-depth knowledge and understanding of business and cultural matters, enabling them to tailor specific solutions. They are able to co-operate with one another on a local, regional and worldwide level to access knowledge and best practices from like-minded professionals to give them a competitive advantage in servicing their clients.

Alliott Group offers independent firms the opportunity to extend nationally, regionally and globally with their clients through access to other firms of like-minded professionals committed to providing a high standard of service. This means that firms fully comply with all professional standards in every jurisdiction.

Membership allows firms to retain and attract business through the ability to connect with likeminded professionals in other jurisdictions. Members exchange, benchmark and share know-how and best practice information on both a technical and practice management level.

Each member firm undergoes a thorough screening process on application, including review of the firm's latest peer review or an on-site review where a peer review is not available. The firms are assessed throughout their membership to ensure that they continue to operate and meet all of the group's criteria.

The group's long term goal is to support its accounting and law firms in becoming recognised within their respective markets as a primary source of accounting and / or legal information and services to facilitate cross-border business. It is also looking to continue to consolidate its presence in all geographies.

Members of the Alliott Group typically service SME and entrepreneurial-led businesses seeking qualified, tailored solutions from professionals with the correct technical and industrial knowledge, as well as a full understanding of the local business environment.

As SME businesses evaluate how they source external professional advice, and pressure is placed to reduce business costs, the independent firms within Alliott Group provide a good alternative to the larger brand named firms. The independent accounting and law firms have the same technical capabilities as the larger firms, but are able to provide a more tailored solution at a significantly reduced cost. There is an alternative to the big firm experience, and that is for SME businesses to utilise the growing market presence of Alliott Group and its worldwide coverage of independent accounting and law firms.

James Hickey, Alliott Group CEO, noted: "We are different to other associations and networks in that we do not just focus on one aspect of business. Instead, through our alliance with national, regional and international accounting, legal and consulting firms, Alliott Group members can offer to their clients the resources one might expect only from a very large firm."

As chief executive officer, Mr Hickey is responsible for the day-to-day management of Alliott Group. Working in conjunction with the Worldwide Executive, the Worldwide Board and the Regional Advisory Committees, he supports the development and implementation of membership services and the strategic development of the Group. Mr Hickey joined Alliott Group in July 2008 and has more than 10 years' experience of working within a membership / association business environment.

Alliott Group has a full time team within the Executive Office that is tasked with managing the day-to-day administration and meeting the strategic objectives of the group. The Executive Office is located in the United Kingdom and the team is there to assist members wherever possible.

Alliott Group is a member of EGIAN, the European Group of International Accounting Networks and Associations. EGIAN provides a forum for the members to develop common positions on specific technical and legislative issues and to debate these issues with key professional stakeholders and regulators, such as The European Union, CESR (The Committee of European Securities Regulators), FEE (The Federation of European Accountants) and IFAC (The International Federation of Accountants).

Capital Markets Industry Consulting Firm of the Year in England / Capital Markets Industry Consulting Firm of the Year in Germany / Commercial Banking Sector Consulting Firm of the Year in the US / Deal Architecture Consulting Firm of the Year in the US / Finance Risk Management Consulting Firm of the Year in France /

CAPCO

FORMING THE FUTURE OF FINANCE

Capco is delighted to be honoured with the following prestigious Corporate INTL Awards:

Belgium	IT Strategy
England	Capital Markets Industry
England	Financial Services Sector
France	Finance Risk Management
Germany	Capital Markets Industry
India	Offshore Services
Global Market	Human Capital
US	Commercial Banking Sector
US	Deal Architecture

Capco is a leading global provider of integrated consulting, technology and transformation services dedicated solely to the financial services industry. What makes the financial sector such a big and rewarding challenge?

There has never been a more exciting time in the history of banking and financial services. Today's financial institutions work in an environment of complex regulation, high expectations from all stakeholders, including government, and ever increasing competition. Yet, volatility is balanced with real opportunities for revenue and market share growth, for new forms of personal and positive engagement with customers and for reputational recovery.

What does it take to support the industry's world-class institutions?

In this environment, innovative thinking has a major role to play. This is especially the case with the technology that underlies efficient operation and supports future growth. Making sure that technology best serves financial institutions, their customers and a whole range of stakeholders is a huge challenge. Meeting that challenge effectively demands focused expertise. That is precisely what Capco provides.

"It's our focus that makes Capco different"

Capco Industry Domain Coverage

- Banking
- Capital Markets
- Digital
- Finance, Risk and Compliance
- Global Delivery
- Insurance
- Technology
- Wealth & Investment Management

Capco is a global business and technology consultancy dedicated exclusively to the financial services industry. As a leading global provider of integrated consulting, technology and transformation services, it enables its clients to access industry-specific best practice.

Founded 15 years ago by present CEO and Chairman, Rob Heyvaert (also Corporate Executive Vice President, FIS), Capco has developed into a leading international provider of business consulting and technology solutions focused on the financial services industry. Its professionals combine innovative thinking with unrivalled first-hand industry knowledge to offer clients consulting expertise, complex technology and package integration and managed services to move their organisations forward. The firm specialises in banking, wealth and investment management, capital markets, finance, risk & compliance, insurance and technology.

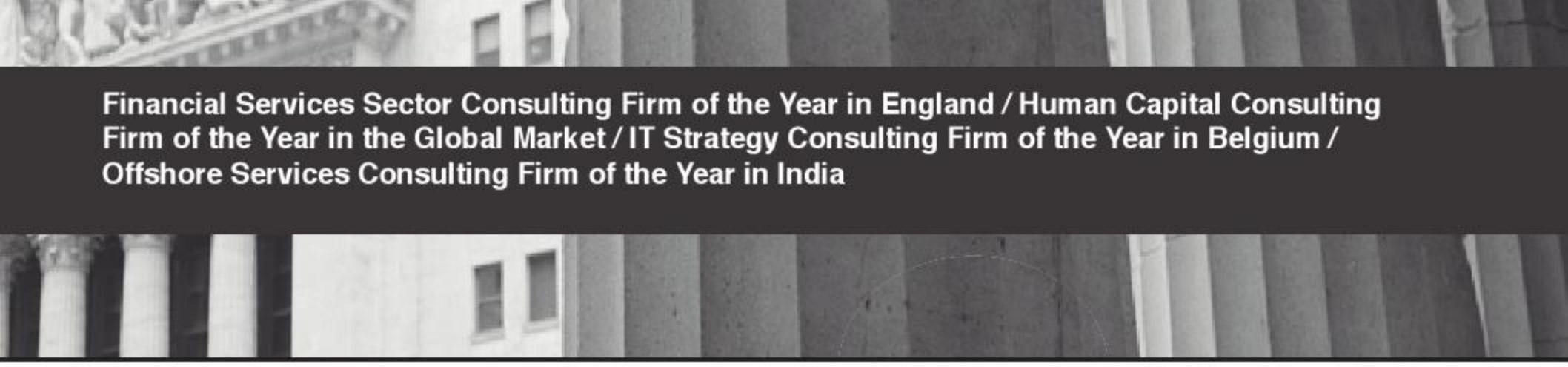
Through its collaborative and efficient approach, it works where the key drivers of global finance – regulation, competition, merger, cost efficiency, customer service and innovation – lead to major change.

A global industry demands a truly global resource

Capco serves its clients from offices across North America, Europe, Africa and Asia, and is proud to work with the majority of leading financial services institutions. Its business experience is therefore always current and the firm can work where its clients need it.

Capco joined forces with FIS™ in 2010 to become the global financial services partner of choice for consulting and technology. It can offer clients access to the broadest range of financial industry technologies and techniques.

The firm takes pride in highly detailed, individual knowledge of



Financial Services Sector Consulting Firm of the Year in England / Human Capital Consulting Firm of the Year in the Global Market / IT Strategy Consulting Firm of the Year in Belgium / Offshore Services Consulting Firm of the Year in India

every one of its clients – knowledge built on deep assessment of current state, upcoming challenges and future opportunities. It focuses on the three key areas of client interaction – relationship, situational understanding and industry experience and expertise. As a result, Capco brings a personal, relevant and individualised approach to every engagement. This creates a fast track to measurable and sustained performance improvements.

"Our people make the difference for our clients"

Capco fields a diverse consulting team, many recruited from the industry. Its people combine in-depth knowledge of clients' business and core consulting disciplines. Into each engagement the firm places only totally fit-for-purpose human resources, ready to add value quickly.

Capco At A Glance:

- Dedicated, deep financial services industry expertise.
- World-class financial institution client base.
- Over 2,200 (and growing) dedicated financial services professionals.
- 20 offices located in financial centres on four continents.
- Global delivery capability.

Bringing deep market experience to every engagement

Capco continuously carries out a large number of diverse projects, spanning the whole consulting lifecycle from strategy to implementation, and delivered for some of the world's largest financial institutions. Its people come to every engagement with the most current industry experience, and fully ready to apply transformational skills.

Industrialisation – in pursuit of transformation

It is now clear that old practices will not provide viable and sustainable solutions to new challenges. Financial institutions are taking a long and hard look at the obstacles to highly personalised customer service, operational efficiency and a continuing return to attractive returns on capital. These obstacles include siloed working, complex and unreliable processes and high levels of human involvement in tasks that could be handled more effectively through automation.

Capco is working with leading organisations around the world to explore and implement the benefits of an industrialised approach. Modern techniques are enabling efficient low or no touch approaches that streamline front-to-back office information flows, drive efficiency and reliability, and underpin a new level of customer trust in basic service provision. The transformation is to a new banking environment. Technology takes care of everyday processes, leaving highly skilled bank staff to do what they do best – build deep, personal and competitor-proof relationships with individual customers.

Find out more at CAPCO.COM

Fact-Based Thought Leadership:

Capco is committed to sharing up-to-date industry research, analysis and perspectives on our clients' most pressing issues and opportunities. Our clients can access knowledge that increases their own professional understanding and better equips them to deal with the pressures of competition and change.

www.capco.com/capco-insights/capco-journal

Capco – Committed to forming the future of finance

Capco takes pride in being more than a consulting resource within the financial services industry. Through its world-class engagements, the firm helps to drive its clients' competitive advantage, today and tomorrow. It is re-defining the financial services industry ecosystem as consumer, regulatory and government demands continue to evolve. As a result, the firm offers its clients cutting-edge insights into the most effective responses to financial industry challenges.

Client satisfaction - The best award of all

Capco is delighted to be a Corporate INTL Global Awards winner. CEO and Chairman Rob Heyvaert noted: "We know that the best accolade of all is ongoing client satisfaction. That's why we challenge ourselves to execute flawlessly and to consistently deliver the highest quality. We seek the best talent and promote its development. We aim to always exceed our financial goals and the expectations of our clients, our colleagues and our shareholders. We know that client satisfaction is the foundation of our growth, so our clients can count on excellence at all times."

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Fund Administration Specialist of the Year in the Global Market



Custom House Global Fund Services Limited

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Custom House Global Fund Services Limited (Custom House), established in Dublin, Ireland in 1989, is an independent fund administrator with more than two decades of experience. It provides a tailored suite of services covering every aspect of the alternative investment sector, including: fund administration, investor services, portfolio & managed account services, shadow accounting, fund formation and corporate services. Combining innovative technology with global coverage, the group offers a cost-effective, customer-focused, multi award-winning service.

The fund administration industry in the US is highly competitive, and Custom House is continually improving and developing its services to investors and managers. There has been an exponential increase in demands being placed on administrators in the form of enhanced reporting requirements, regulatory obligations, increased investor and manager expectations and price competitiveness. Custom House has expanded its services to support these requirements and meet new expectation levels. The role of an administrator today is almost unrecognisable from even five years ago, and all of this change has occurred in the backdrop of the greatest financial crises ever seen. Custom House has successfully reorganised itself to adapt to this new economic reality and, at the same time, offer a more comprehensive and competitive service.

The group's global reach enables it to service clients who require a point of contact in multiple jurisdictions. It has the ability, if necessary, to designate different aspects of its service model – fund accounting, portfolio accounting, investor services, etc – within its various jurisdictions.

In addition, Custom House provides enhanced 'from initial thought to launch' services, meaning that the group will assist and 'hold the hand' of any start-up manager looking to launch a fund vehicle. The group can support and offer advice regarding such considerations as global fund structuring, due diligence and regulatory queries, as well as other service providers that may be a good fit for the specific manager.

Custom House specialises in alternative investment funds, concentrating on the ubiquitous alternative investment (including private equity, real estate and venture capital) and hedge funds, which include many varied investment strategies. It will tailor the structure of each fund to meet the client's needs, providing them with practical solutions to such problems as valuations for daily dealing hedge funds and pricing hard to value OTC and other illiquid assets.

The group serves more than 500 funds for more than 200 investment management clients, ranging from funds of a few million US dollars at launch to several billion US dollars. This reflects its commitment to working not only with institutions, but also with emerging or newly independent money managers, whose customised funds start out quite small.

Custom House's philosophy is to grow with those managers and their funds, demonstrating its long-term dedication to its clients.

AFRICA & THE MIDDLE EAST

Africa & the Middle East Winners

Africa and the Middle East are highly varied regions with countries at both extremes of the wealth spectrum. Huge differences exist between rapidly growing markets, serving a global customer base on the one hand and countries affected by war on the other.

From one perspective, the region is hugely exciting in its potential for logistics growth. Dubai in particular has been spectacularly successful in its ability to restructure the global airfreight market around key hubs in the region. The Gulf in general is now a key player in air transport due to the smaller states investing so heavily in new aircraft and airports.

To a lesser extent, this is true about sea freight as well. The port of Jebel Ali in Dubai is successful as a transhipment port. But also, a string of other sizeable ports have sprung up in the region that are not only attempting to grab part of the strong demand for hubs on the China-Europe route, but also traffic around the Indian Ocean and beyond.

Yet, sea freight is being used in a revolutionary way beyond just transhipment. A number of developments in both North Africa and Saudi Arabia have attempted to grasp the opportunity that a container port offers to gain entry to global supply chains. Saudi Arabia is trying to build large developments on both the Red Sea and Gulf coasts that will utilise the country's gas resources to develop energy intensive business such as down-stream chemical and plastics production or aluminium fabrication for automotive assembly.

The reliance on ports also indicates that the region is lagging in terms of other aspects of logistics. Again the situation varies greatly between Dubai and other economies; the provision of logistics for consumer goods, for example in key markets such as Egypt, is meagre. Logistics property is rarely of size and capability required to support contemporary best practice while the road freight sector is also insufficiently developed.

Transport Intelligence's analysis implies a growth for contract logistics across the region of in excess of 7% in 2014, but this disguises major qualitative changes in the market. The demand for production-orientated logistics is likely to grow at an enormous rate – if for no other

reason than present demand is low. Similarly the latent demand for logistics in the retail sector is substantial, with market dysfunction preventing growth. Better roads and recognition by governments of the importance of logistics suggests that markets may open up to the possibility of a much deeper presence by global LSPs (logistics service providers) as well as the more sophisticated local players.

What cannot be ignored is that oil and gas still dominates many of these economies. The direct impact of these resources has an enormous effect on the region's logistics markets. The infrastructure is vast, as is the market for services such as shipping. It also has the indirect effect of driving demand for air services in many locations; it is also the force behind the development of the growth of the chemical sector in these economies. The effect is to skew logistics provision towards heavy industrial, capital intensive operations.

According to the United Nations economic annual report – World Economic Situation and Prospects 2014 (WESP), among developing countries, growth prospects in Africa remain relatively robust. After an estimated growth of 4% in 2013, GDP is projected to accelerate to 4.7% in 2014. Growth prospects are expected to be supported by improvements in the global economic and regional business environment, relatively high commodity prices, easing infrastructural constraints, and increasing trade and investment ties with emerging economies.

Other important factors for Africa's medium-term growth prospects include increasing domestic demand – especially from a growing class of new consumers associated with urbanisation and rising incomes – and improvements in economic governance and management. A moderate growth recovery in 2014 in emerging and developing countries, led by China, and projected improvement in major developed economies should also stimulate growth in Africa, through increased trade, investment and capital flows.

Compared with developed economies, most developing countries and economies in transition have a better fiscal position in terms of budget deficits and public debt. However, their fiscal position has deteriorated measurably in 2013, with a number of low-income countries experiencing high budget deficits. The fiscal deficit has deteriorated in much of Africa, as governments across the continent are under continuous pressure to increase spending on public services, wages in the public sector and provision of subsidies on food and fuel. The deterioration is largely due to lagging revenues in oil-importing countries, while oil-exporting and mineral-rich countries have sizeable fiscal surpluses.

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Client Choice - Accountancy Firm of the Year in Ghana

Kwame Asante & Associates

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Kwame Asante & Associates (KAA), established in June 1991 under Ghana's companies code 1963, Act 179, is a three-partner firm of chartered accountants and auditors based in Accra, the capital of Ghana. It is a professional services firm offering accounting, audit, tax, business advisory and specialty consulting services.

Richard Kwame Asante, the firm's founder and managing partner, has around 35 years of broad professional experience covering audit, taxation, corporate governance and integrated financial management systems. He has an MBA and is a member of the Institute of Chartered Accountants in Ghana.

Rita Sraha, the business consulting partner, has 17 years of professional experience in corporate management, organisational planning, analysis of financing needs and training. She also has an MBA.

Arnold Okai is the assurance and business advisory partner. He is a fellow of the Association of Chartered Certified Accountants (ACCA) and a member of the Institute of Chartered Accountants (Ghana). He has 22 years of professional experience in accounting, audit, tax planning and investment advisory services.

KAA focuses largely on audit work, including statutory, tax, forensic, performance, procurement and payroll audits. Consulting services represent another important area of the firm's work, including business process reviews, organisational restructuring, capital restructuring, business valuation and economic and market studies. It also provides accounting, tax consulting and company formation services. The client base covers a diverse range of sectors from public services and banking, through communications and hospitality, to agriculture and energy.

The firm's journey, since 1991, has been a combination of enterprise, vision and good corporate governance attributes. This saw it selected to represent the former Andersen Consulting (at the time Arthur Andersen and Andersen consulting), in 1996, and then the former Arthur Andersen until 2003, in Ghana.

KAA's consultants aspire to, and continue to deploy, global best practices while offering the best value to its clients. The firm employs accountants, consultants and other professionals who have provided quality services and contributed to the success of local professional services firms, and who are able to successfully compete with the international firms within.

Individual - Antitrust Lawyer of the Year in Israel



Tadmor & Co.

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Dr David E Tadmor, Tadmor & Co. managing partner, specialises in antitrust, regulatory, mergers & acquisitions, and arbitration and litigation. His practice includes the representation of leading multinational clients in a large variety of industries, as well as many of Israel's largest industrial and holding companies, financial institutions and energy companies.

Tadmor & Co., established by Dr Tadmor in 2005, is a premier Israeli law firm with lawyers favoured by clients operating in all sectors of the Israeli economy. The firm comprises of a highly skilled and professional team of around 70 lawyers and trainees. Many of the lawyers are multilingual and have studied or are admitted to practise in overseas jurisdictions. The firm provides insightful and strategic commercial advice to a diverse range of clients both in Israel and internationally. Tadmor & Co. has a reputation for excellence and brings its clients the best results through tailor-made solutions and top quality service.

Dr Tadmor is recognised as a leading expert in the area of competition law. He served as the Director General of the Israel Antitrust Authority (IAA) between February 1997 and February 2001. During this time in office the IAA trebled in size, legislative amendments were introduced and much of the foundation for Israel's competition law and enforcement policies was laid. Dr Tadmor introduced the IAA to the competition committee of the OECD. He was also the driving force behind the cooperation agreement between the United States and Israel in the area of competition.

Dr Tadmor is also a leading expert on regulatory matters in Israel, representing major clients in administrative and legislative procedures, before governmental committees, and in connection with proposed regulation and legislation. He also represents clients in large-scale arbitration proceedings and in administrative and commercial litigation proceedings. His experience in the area of mergers and acquisitions spans over more than 20 years. He has extensive experience also in the area of energy, where he represents Israel's largest gas and energy companies. He also has extensive experience in the health and telecom sectors.

Dr Tadmor is active in various charitable organisations and maintains a diversified pro bono practice.

In the past, he was a senior partner at Caspi & Co., a leading mergers and acquisition firm in Tel Aviv. Prior to becoming Director General of the Antitrust Authority, Dr Tadmor was a member of the Antitrust Court in Israel. Previously He was a corporate attorney with the New York law firm of Wachtell, Lipton, Rosen & Katz. Dr Tadmor is a graduate of the Hebrew University School of Law (LL.B.) and NYU School of Law (LL.M., S.J.D.).

Dr Tadmor is an adjunct professor at the Tel Aviv University School of Law (Antitrust Law). In the past he was also an adjunct professor at the Hebrew University of Jerusalem (The Law and Practice of Privatization), the Interdisciplinary Center (Antitrust Law) and Tel Aviv University School of Law (Telecommunications Law, Corporate Law).

Medium-Sized - PR Consulting Firm of the Year in Israel





Stern Ariely Public Relations

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Stern Ariely Public Relations (SApr), founded in 1994 by Ronit Stern and Pupi Ariely, offers a holistic approach to PR, working in conjunction with advertising and BTL agencies, lobbying groups and marketing teams.

SApr specialises in brand and corporate media relations and strategic marketing communications. With more than 70% of its portfolio consisting of global brands, it is highly experienced in managing international brands while adjusting to local market needs and demands.

The firm provides PR expertise in four practice groups – healthcare; lifestyle and consumerism; technology and communication; education and NGOs.

The firm offers three additional services to its clients:

- **Ethnic Segments:** a dedicated department for segments communication including the Russian, Arabic and Orthodox media in Israel.
- **Social Media:** a dedicated department for social media and digital initiatives as well as content-driven PR for the Internet, TV and print.
- **Issues and Crisis:** a dedicated team of media consultants specialising in issue management and crisis intervention and management.

Israel's pharmaceutical industry is a very active and developed market influenced by medical, social, economic, cultural and political elements. The media activity in the pharmaceutical, bio-technological and OTC markets requires high sensitivity to regulator, labour union and NGO demands. Alongside media relations SApr helps clients like Medtronic and Bayer, to develop corporate responsibility programmes, issue and crisis management plans and marketing communications targeted to specific patient sectors.

The firm's professional reputation is deeply rooted in marketing and consumer-related issues with extensive marketing communications experience for consumer products in a range of industries – from toiletries and personal care such as Always and Pantene, to fashion such as Louis Vuitton, food and beverage, electronics, technology, among others.

SApr is committed to developing programmes that support the business objectives of its clients.

The continually changing communications technology environment requires constant alertness and immediate response, creativity, and highly effective and focused issue and crisis management. In this arena, Israel's communications industry stands out with a unique profile shaped by mergers, regulatory environment restrictions and high-profile exposure that makes it especially intense and exciting. With the firm's experience in managing leading local and international brands such as Google, eBay, Samsung and more, it is highly trained to position its clients in the media as best suits their business goals.

SApr has been chosen by Israeli media as a top 10 leading PR firm in Israel.

Over the years, the firm has won multiple excellence awards at the Annual Israel Public Relations Association competition in the areas of Technology, Consumerism, Healthcare and Short Term Projects.

Patents Law Firm of the Year in Israel



Ehrlich & Fenster

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Ehrlich & Fenster is Israel's leading patent attorneys firm, offering premier expertise in all matters concerning the protection and prosecution of intellectual property. The firm and its team are renowned for excellence in both the local and international professional arena. The synergism between highly personalised service and unrivalled expertise in all technological fields has made Ehrlich & Fenster the most reputable IP firm in Israel.

The firm's extensive professional knowledge and experience, along with scientific insight, enable it to offer an optimal intellectual property strategy and assist in managing the intellectual property portfolio for clients in light of their business strategies – be it in licensing, investment, financing and buyout exits as well as deals amounting to billions of dollars.

Dr Gal Ehrlich, Ehrlich & Fenster founder and manager, leads a large team of highly experienced patent attorneys and technical advisers, most of whom have PhDs and are licensed to practise directly before the Israel and / or US Patent Offices as well as the UK, Europe and elsewhere. His areas of expertise include: biotech, immunology, agro technology, bioinformatics, pharmacology, biochemistry, chemistry, physics and electronics.

The firm's unique structure is organised around four distinct pyramids in biotech, including agro tech; pharmacology; physics, including mechanics; and electronics & communications, ensuring that each file is handled at some stage by its most senior staff, including Dr Ehrlich himself, without compromising on the level of personal service. The quality of service is also enhanced by the firm's unique custom-made computer programs, which include leading edge docketing, billing and accountancy systems as well as an innovative task management system that optimises efficiency.

Ehrlich & Fenster's thousands of clients in Israel include all of the country's universities and colleges as well as their technology transfer companies, leading high-tech, biotech and pharmaceutical firms, as well as start-ups, technological incubators and private individuals. The firm also acts for major international companies on matters relating to patents, trademarks and designs. Ehrlich & Fenster combines corporate and private practice experience to manage IP portfolios for the benefit of each client. All clients obtain a global perspective of intellectual property management, while larger corporate clients maintain the insight required for communicating with individuals or their smaller clientele.

The firm helps clients identify, determine and broaden the protection scope of their core intellectual property. This is achieved by analysing and assessing the potential business opportunities that may emerge from the client's innovative technologies and areas of invention. Ehrlich & Fenster's strategic advantage is in its ability to identify the individual or multi-core technologies often hidden within a development. It pursues all the potential business directions available to a client including buying, in-and-out licensing, selling and international expansion.

Environment Law Firm of the Year in Kenya / Insurance Law Firm of the Year in Kenya / Litigation Law Firm of the Year in Kenya

HAMILTON HARRISON & MATHEWS

Founded in 1902, Hamilton Harrison & Mathews provides a full range of legal services to an extensive client base including multinational companies, governments, embassies and missions, Kenya and foreign banks, foreign investors, oil companies, transport, energy and communications companies, airlines, insurance companies, hotel groups and international aid organisations.

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Editor's Choice - Energy Law Firm of the Year in Nigeria

Uche Nwokedi & Co.

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UCHE NWOKEDI & Co.
LEGAL PRACTITIONERS

Uche Nwokedi & Co. (UNC) is a law firm that has grown over the years to be ranked among the best law practices in Nigeria. It evolved from a specialist oil and gas firm to a full service law firm with a team of dedicated lawyers and a full compliment of highly qualified administrative personnel who are diligently selected for their abilities.

UNC is a very resourceful and highly motivated group of people, with a strong commitment to achieving the best results for its clients. The firm places emphasis on teamwork in an effort to respond quickly and effectively to its clients' needs. UNC's clients value its sound and well-seasoned approach to all their legal issues and also enjoy its overriding commitment to excellence, integrity and confidentiality.

The firm is committed to the legal needs of its clients in very diverse areas of practice, including but not limited to, oil and gas, foreign investment law, technical co-operation and collaboration agreements, general commercial and corporate law, civil and commercial litigation, alternative dispute resolution and representation at special and miscellaneous tribunals. Its clients include multinationals and indigenous oil producing companies, foreign law firms, financial institutions and corporate organisations.

UNC has been actively involved in the acquisition of concession interests in Nigeria, and more recently Equatorial Guinea, and is therefore fully conversant with the laws and regulations for establishing and conducting petroleum operations in Nigeria. It has also been involved in the review of pending bills in the National Assembly including, recently, the review of the Petroleum Industry Bill.

The firm offers services in civil and commercial litigation and has been involved in many complex and precedent-setting litigation and international arbitrations. More recently, it won a landmark decision in the Supreme Court of Nigeria over the revocation of an oil prospecting licence for OPL 248, which settles for the first time, the rights of concession interest holders in Nigeria – the case of Federal Government of Nigeria vs Zebbra Energy Limited.

In addition, UNC has been instrumental in the development of a legal framework for the exploitation of solid minerals in Nigeria. Mr Uche Nwokedi SAN, the principal counsel, served on the Ministerial Committee of Legal Experts, set up to review the entire minerals legislation of Nigeria for the Federal Government of Nigeria. In this regard, he has advised the Ministry of Solid Minerals Development on issues relating thereto. The committee was largely responsible for the current legal regime for the development of solid minerals in Nigeria.

Further, the firm has been involved in regulatory permitting and compliance in relation to environmental standards of the Federal Environment Protection Agency and the Department of Petroleum Resources. In this regard it has also rendered advisory services.

Full Service IP Law Firm of the Year in Nigeria



JACKSON, ETTI & EDU

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JACKSON, ETTI & EDU, one of Nigeria's leading law firms, has been rendering legal service and advice for more than a decade to a broad spectrum of local and international clients on diverse corporate and commercial matters. It has four full-fledged and functional offices strategically located in in Victoria Island (the corporate and financial centre), Ikeja, Abuja and Ghana.

The firm's diverse client base ranges from individuals and small private companies, to major multinational, financial institutions and conglomerates – including philanthropic organisations for whom it renders practically pro bono PR services.

JACKSON, ETTI & EDU is a product of the integration of two highly reputable law firms, NORMA JACKSON-STEELE & CO. and ETTI, EDU & CO. It started as a medium-sized law firm, to emerge as one of the leading firms in the country today with a total staff of 100, including 40 lawyers and three consultants, one of whom assists the firm with government related issues.

The integration of the two firms has produced a unique and formidable firm that has successfully blended years of experience with a dynamic and innovative approach in the provision of qualitative legal services in the handling of substantial and complex corporate and commercial transactions.

JACKSON, ETTI & EDU is made up of proficient lawyers with a wealth of knowledge in diverse areas of legal practice. Its three main practice areas are corporate / commercial; dispute resolution practice; and intellectual property.

The firm's IP Department provides specialist IP services through a complement of experienced and seasoned lawyers who have distinguished themselves in this field. They are members of various international IP associations and institutions, who also hold international and local leadership positions and continue to act in various capacities of influence in this practice area.

Some of the department's notable transactions include handling the worldwide patent and trademark registrations of the Emergency Auto Transfusion Set (Eat-Set) device – an indigenous invention breakthrough in medical science, used for the collection and subsequent reinfusion of the patient's own blood, funded by UNDP.

It has also advised on a proposed franchise agreement between a leading medical diagnostics company and local Nigerian companies, as well as assisting one of the largest international pharmaceutical companies in recording a series of changes in its IP portfolio spanning more than 200 trademarks.

In addition, the department has represented and advised one of the largest multinational Asian investment houses to register its trademark portfolio of some 200 trademarks in Nigeria, and currently manages the same. Further, it has pioneered the drive for local companies to conduct IP audits as part of determining their true asset value, and helped to develop IP policies for such companies.

With the aim of improving efficiency and ensuring attention to detail while creating a channel for accountability to the client in the management of their portfolios, the IP Department is further divided into the following units: Trademarks Unit; Patent & Designs Unit; Commercial IP Unit; IP Audit Unit; Domain Name Unit; and Brand Protection Unit.

JACKSON, ETTI & EDU offers its clients the benefits of a one-stop shop for all their intellectual property needs, providing full IP services throughout the African Region, using a network of close knit associate firms / partners. The firm recently received the following awards for 2013: Global Law Experts Trademark Law Firm of the Year in Nigeria and Global Law Experts Full Service IP Law Firm of the Year in Nigeria.

One of the IP partners was recently appointed a member of the Committee of Experts, by the Federal Minister of Science & Technology, to review the Draft Science, Technology & Innovations Policy's compliance with IP. Another of the partners is Nigeria's sole member of the World Intellectual Property Organization (WIPO) Domain Names Dispute Resolution Panel, and has sat on three matters so far. The firm was recently appointed by the country's National Petroleum Corporation (NNPC), to review and advise on Nigeria's country position on the Draft Terms of Reference for A Study on Intellectual Property for OPEC's Research & Development (R&D).

The firm's partners have consistently worked with the Law Reform Commission on the amendment of the various IP legislations. They were also involved in the review of Nigeria's Draft Science, Technology and Innovation (STI) Policy on Intellectual Property Law and requirements.

JACKSON, ETTI & EDU is also home to an IP Watch Service – a unique selling point of the firm, which has become invaluable in the protection of clients' rights. The service's primary function is the provision of expeditious / accurate search reports and market surveys for clients.

Editor's Choice - Audit Accountancy Firm of the Year in South Africa



SizweNtsalubaGobodo

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SizweNtsalubaGobodo is an African firm that delivers excellence and seeks opportunities to create a global legacy. Launched in 2011 through the merger of two leading auditing firms, SizweNtsaluba VSP and Gobodo Incorporated, SizweNtsalubaGobodo has a combined legacy of 28 years and has established itself as the first fully home-grown South African practice.

While rooted in Africa, the firm's international links with leading global consulting and professional services firms enables it to meet the cross-border needs of its clients. This also gives it a broader footing across diverse industry sectors together with valuable insights into their operations in the global economy.

SizweNtsalubaGobodo is a member of Morison International (MI), a global association of leading professional service firms established to meet the international accounting, auditing, tax, legal and business consulting needs of clients around the world. With 90 individual member firms in 65 countries, SizweNtsalubaGobodo's strategic alliance with MI ensures that it has a global footprint that offers clients the audit and assurance expertise they need wherever they need it.

The firm offers the full spectrum of auditing, advisory and forensic services, providing high-value expertise to deliver solutions that support the growth of its clients, enable innovation and improve financial performance. It holds a presence in all nine provinces with 11 offices around the country.

SizweNtsalubaGobodo is the first African member firm of Protiviti, a global consulting and advisory firm. Protiviti provides solutions on a host of consulting matters to more than 35% of the FORTUNE 1000 and FORTUNE Global 500 companies. This alliance further enables SizweNtsalubaGobodo to tap into Protiviti's vast knowledge and skills base.

The firm's highly trained team of over 1000 professionals locally offers a unique perspective on the challenges and risks that organisations face, enabling it to harness the opportunities that these present for innovation and development.

Victor Sekese, CEO of SizweNtsalubaGobodo, has extensive audit and consulting experience in which has various key industries such as information communication technology, transport and logistics, energy and public sector.

Mr Sekese has always been very active in the accounting profession. He is the vice chairman of the South African Institute of Chartered Accountants. He is the former national president of the Association for the Advancement of Black Chartered Accountants in Southern Africa (ABASA).

The firm is a high performance organisation with high performance leadership. Its highly qualified team of professionals hold an invaluable breadth and depth of experience in key industry sectors. It serves clients in blue-chip listed companies, long-established owner-managed businesses, emerging enterprises, as well as government and state-owned entities.

In-house training and development platforms through its corporate academy enable SizweNtsalubaGobodo to build the knowledge, skills and competencies that keep it at the leading edge of the profession.

Accountancy Firm of the Year in Sudan



Elarabi Auditing and Financial Consultancy

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Elarabi Auditing and Financial Consultancy, located in Sudan, is a professional audit firm specialised in the field of accounting. Its objective is to provide the best professional services, specialised to meet the demand of clients in transparency, accuracy, sincerity and legality. It is government-approved and was granted a business licence in 1998, commercially registered according to general registration ACT.

Since its foundation, the office has contributed considerably to the rising standard of professional finance and auditing staff in Sudan. This has been done through the in-office training and membership to the firm's local associations in Arab countries, as well as internationally.

Elarabi Auditing and Financial Consultancy is a member of the Arab Association of Certified Accountants – Jordan; the Arab Organization of Expert and Certified Accountants – Lebanon; the Gulf Cooperative Council Auditing and Accountancy Corporation – Saudi; the International Islamic Corporation for Economic Sponsorship – Saudi; and the International Accountant Association – England.

The firm maintains a good auditing relationship with other similar professional bodies and modern technology offices, offering the best services to meet its clients' demands in any other offices it has contact with or is related to. Elarabi Auditing and Financial Consultancy employs prestigious professional auditors in Sudan in the field of auditing and financial consultancy. It is also specialised in writing up feasibility studies in the related businesses of economy and commerce, financial consultancy government, taxes and staff training providers.

Elarabi Auditing and Financial Consultancy recruits the highest academic calibre of professionals and advisers, who hold postgraduate and certified / accredited accountant qualifications, which are both internationally recognised and highly reputable from an industry perspective.

The firm aims to equip staff with up-to-date programmes of training to maintain their high-quality performance. It also has periodical training programmes organised continuously to develop their skills. Graduate employees need to have obtained a high level of training to practise in its offices.

In order to develop the firm, Elarabi Auditing and Financial Consultancy has become a member of Kreston International. Kreston International Limited is a global network of independent accounting firms. Founded in 1971, it offers reliable and convenient access to quality services through member firms located around the globe. Currently ranking as the 13th largest accounting network in the world, Kreston now covers 108 countries with 186 firms providing a resource of more than 20,000 professional and support staff.

Kreston members are accustomed to working together to provide creative and quality solutions for clients with international needs. For its members and their clients, trust means creativity and the highest quality of technical skills delivered with integrity and exceptional client service.

THE AMERICAS

The Americas Winners

The US has the largest and most technologically developed economy in the world. Business firms in the US enjoy a greater degree of flexibility compared to businesses in other regions in terms of innovation and expansion.

The firms are at or near the forefront in technological advances, particularly in computers and in medical, aerospace, and military equipment. These advances largely explain the gradual development of a 'two-tier labour market'. At the bottom they lack the education and skills of those at the top. Additionally, they don't receive equal pay raises, health insurance coverage and other benefits of those at the top.

Crude oil prices doubled between 2001 and 2006, the year home prices peaked. As imported oil accounts for nearly 55% of US consumption, the increasing prices depleted consumers' budgets, causing many to fall behind in their mortgage payments. Oil prices rose another 50% between 2006 and 2008, and bank foreclosures more than doubled in the same period.

These elevated prices caused a drop in the value of the dollar and deterioration in the US merchandise trade deficit, as well as weakening the housing market. By mid-2008, the US was pushed into a recession. This was the deepest and longest downturn, which the US economy has not fully recovered from, since the Great Depression.

In October 2008, the US Congress established a $700 billion Troubled Asset Relief Program (TARP) to help stabilise financial markets. In January 2009, the US Congress passed and President Barack Obama signed a bill providing an extra $787 billion fiscal stimulus to create jobs and help the economy recover.

Total spending on healthcare rose to 17.9% in 2010. In March of that year, President Obama signed the Patient Protection and Affordable Care Act, a health insurance reform that will extend coverage to an additional 32 million American citizens by 2016.

In July 2010, he signed the Dodd-Frank Wall Street Reform and Consumer Protection Act. This law was designed to end taxpayer bailouts of financial firms and improve accountability and transparency in the financial system.

The Iraq and Afghanistan wars further contributed to the growth of the budget deficit and public debt. According to government figures, the cost of the wars was almost $900 million through 2011.

In 2010 and 2011, the federal budget deficit reached nearly 9% of GDP. In 2012, the federal government reduced the growth of spending and the deficit shrank to 7.6% of GDP.

While the strategy for most companies in 2011 was about getting back to basics and weathering the storm of unemployment and recession, 2012 did not see a large amount of economic success for North America. According to the government's final report on the fourth quarter, US economic growth was weak at the end of 2012, but better than originally thought. GDP rose at a 0.4% annual rate in the quarter.

In December 2012, the Federal Reserve Board (Fed) announced plans to purchase $85 billion per month of mortgage-backed and Treasury securities in an effort to hold down long-term interest rates, and to keep short-term rates near zero until unemployment drops below 6.5% or inflation rises above 2.5%. In late 2013, the Fed announced that it would begin scaling back long-term bond purchases to $75 billion per month in January 2014, and reduce them further as conditions warranted; the Fed, however, would keep short-term rates near zero so long as unemployment and inflation had not crossed the previously stated thresholds.

Long-term problems include stagnation of wages for lower-income families, inadequate investment in deteriorating infrastructure, rapidly rising medical and pension costs of an ageing population, energy shortages, and sizable current account and budget deficits.

The US and Canada have similarly modern and sophisticated economic systems. Approximately three quarters of Canada's exports go to the US. It is the US's largest foreign supplier of energy, including: oil, gas, uranium and electric power.

Canada's economic growth between 1993 and 2007 was strong. But due to the global economic crisis, the economy fell into a recession in the last months of 2008. However, Canada's banks emerged from the financial crisis among the strongest in the world. Canada achieved marginal growth in 2010-13 and plans to balance the budget by 2015.

Brazil's economy, the largest of the South American countries', experienced two quarters of recession in 2008. However, with its well-developed agricultural, mining, manufacturing and service sectors, it was one of the first economies to begin recovery.

According to Finance Minister Guido Mantega, investment and stronger exports will see Brazil's economy improve in 2014. Although the $2.56 billion trade surplus in 2013 – the lowest since 2000 – was disappointing, he noted: "The balance will improve with increased oil production and derived products."

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.

Growth in Latin America and the Caribbean decelerated in 2013, to a pace of 2.6%, but is forecast to improve to 3.6 and 4.1% in 2014 and 2015, respectively. In South America, Brazil is still growing at a subdued pace, curbed by weak external demand, volatility in international capital flows and tightening monetary policy. The expected improvement in the outlook will depend on strengthening global demand. Private consumption has been supportive of growth in many South American economies.

Growth in Mexico and Central America is expected to accelerate in 2014-2015, supported by better performance of manufacturing exports and stable domestic demand, as well as structural adjustment. Growth in the Caribbean has been hampered by weak external demand – for the tourism sector in particular – and weaker commodity prices, but is expected to strengthen in the outlook.

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Private Equity Advisory Firm of the Year in Argentina

FIRST
CORPORATE FINANCE ADVISORS

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About Us

First - Corporate Finance Advisors is a team of seasoned professionals with a track record of more than 30 years providing financial advisory services in Latin America. Our vision and shared values have been the foundation for our development.

We have specialized in providing highly sophisticated services to a wide range of diversified clients comprising major domestic and foreign company groups, family businesses and national, provincial and municipal governments, with a strong focus on the main industries of the economic arena. Since we started our business we have sought to ensure quality in all the transactions in which we have been involved. All those transactions have an impeccable performance record, despite the different financial crisis the region has faced during that period of time.

Our business is rooted in the following principles:

- Focus on the client and their objectives
- Innovation and excellence in our services and human resources
- Active involvement (hands-on approach)
- Long-term relationship

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Public Law Firm of the Year in Argentina



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BIANCHI, GALARCE & CASTRO VIDELA

Bianchi, Galarce & Castro Videla is a law firm that has centred its practice on personally caring for its corporate clients' complex concerns, mainly in the field of public law. Its professional services cover a vast area within the multiple legal relationships that may arise – both in the contractual and litigation environments – among private parties, the national government, the provinces and the municipalities, as well as other public entities.

The firm's services also include aspects of business and taxing law, particularly when they involve constitutional questions. Its work takes place before administrative agencies of the government, as well as in the judicial and the arbitral environments.

Bianchi, Galarce & Castro Videla's advice is also frequently sought to render legal opinions on specific questions in constitutional, administrative and regulatory matters. It takes pride in its skills for litigating cases before the federal Supreme Court of Justice, as well as for developing strategies for complex litigation scenarios.

Among the firm's clients there are companies that carry out different activities governed by economic regulation. They include regulated industries (transportation, gas and telecommunications), the oil & gas industry, mining companies, construction firms, industrial enterprises and financial institutions. It also provides legal advice to various public entities on a regular basis.

As a boutique law firm, Bianchi, Galarce & Castro Videla team provides personalised and highly specialised legal services, while still deploying the dynamics of the large international firms. Its partners provide their respective shares of professional experience, combined to offer a product aimed at excellence.

Alberto B Bianchi, with almost 35 years of experience as a lawyer, has become one of the main specialists in his field. He has always matched his daily law practice with an intense academic life in the belief that both can thrive in harmony and for mutual benefit. He has authored 18 books, as well as more than 300 publications on economic regulation, administrative law, constitutional law and constitutional litigation. He is also the author of various publications in newspapers.

Latin American Chambers has considered Mr Bianchi "a leader in the field and is especially noted for his academic work. He undertakes high-quality work and has an impressive understanding of constitutional and administrative law".

Lino B Galarce has an uninterrupted professional experience of more than 20 years, backed by a firm grasp of business law. She possesses high versatility and a natural ability to understand the client's needs. Santiago M Castro Videla, the youngest partner, is fully skilled in public law and regulation. His unlimited drive is devoted to reaching effective solutions.

Together they make a trustworthy and integrated team that has a very clear objective – to work conscientiously on the matters that are entrusted to their counsel.

Transfer Pricing Advisory Firm of the Year in Argentina



RIVEIRO Y ASOCIADOS

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RIVEIRO Y ASOCIADOS, certified public accountants and advisers, is a firm of accounting auditors and tax experts of the Argentine Republic. Founded in June 1981, the firm provides tax and accounting services, specialising in international taxation and transfer pricing.

Expertise and solid human capital composition are the pillars supporting the challenges faced by RIVEIRO Y ASOCIADOS due to rendering services of excellence; services provided to medium and large business clients, both on a national and international scale. Its partners and staff have been trained by leading international firms.

Ricardo Enrique Riveiro, founding partner of the firm and chair of the international taxation and transfer pricing departments, is a renowned instigator of articles, contributions and technical works related to taxation and counselling on international corporations. These include being author or co-author of: Tax Havens – Taxing and Corporate Aspects (Paraísos Fiscales – Aspectos Tributarios y Societarios); Transfer Pricing in the Argentine Republic Handbook (Manual de Precios de Transferencia); and International Tax Law Treaty (Tratado de Derecho Internacional Tributario).

Mr Riveiro has also been president of the International Taxation and Transfer Pricing Committee of the Professional Council of Economic Sciences of the Autonomous City of Buenos Aires since 2013, as well as an active member of both the Argentine Association of Tax Studies (AAEF) and the International Fiscal Association (IFA). He also is an avid advocate in specialised related committees belonging to the Argentine Association of Tax Studies. Further, he is a dedicated speaker and lecturer on both a national and international level in seminars and training courses.

In regards to RIVEIRO Y ASOCIADOS' 2014 Corporate INTL Global Award-winning department, the functional, economic and financial analysis it provides results in comprehensive studies rendered to the tax authorities, as well as preparation of the corresponding support documentation required by law. The department's services include rendering searches for comparable companies and agreements, drafting and auditing of affidavits regarding international transactions, a priori studies for companies starting operations with related parties, and defence and remedies at an administrative level and before the National Tax Court against claims made and adjustments imposed by tax authorities in regards to transfer pricing.

The excellence of the services provided by the transfer pricing department has led to it outsourcing its services to other accounting firms, as well as rendering specialised counselling and technical assistance to said firms. This level of recognition resulted in the provision of studies for other countries in the Ibero-American region (Ecuador, Spain, Mexico, Peru, Uruguay, etc.) pursuant to each country´s domestic legislation.

RIVEIRO Y ASOCIADOS is part of IECNet, a network of accountants and consultants with offices in more than 60 cities in the world, which provide international collaboration paired with local presence and expertise.

Insolvency Law Firm of the Year in the Bahamas



DELANEY PARTNERS

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DELANEY PARTNERS

DELANEY PARTNERS is a group of leading commercial lawyers in The Bahamas, advising financial, business and private clients. John K F Delaney QC heads the firm's insolvency practice, bringing leading counsel experience and know-how. His insolvency litigation practice spans more than 20 years.

Mr Delaney has been counsel to liquidators, receivers, creditors, shareholders and boards of directors in corporate insolvencies, as well as instructing counsel on behalf of creditors, liquidators and receivers in cross-border insolvencies.

In 2009, he undertook a period of public service as the Attorney-General and Minister of Legal Affairs, where he led comprehensive legislative action in support of the financial services industry. His strong command of this area of practice made him well suited to spearhead a modernisation of the laws of The Bahamas on corporate insolvencies, resulting in a state-of-the-art regime, which came into force on April 30, 2012.

DELANEY PARTNERS regularly advises on cross-border insolvency engagements, such as representing a receiver appointed by the United States District Court for recognition in The Bahamas; representing joint official liquidators appointed by the Supreme Court of The Bahamas over foreign entities which conducted business from The Bahamas; and advising in the liquidations of entities in an international group of companies alleged to have perpetrated a Ponzi scheme in multiple jurisdictions.

The firm's advisory services include guiding strategy development, liaising with local and foreign regulators, instructing foreign counsel, facilitating recognition in foreign jurisdictions, advising on complex issues arising in the course of cross-border investigations and representing joint official liquidators in various court applications.

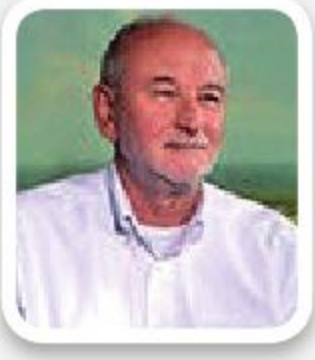
The team's extensive insolvency practice experience includes the following:

- Counsel to court-appointed liquidators of investment funds, private banks and trust companies
- Counsel to petitioners of the liquidation of private banks, funds and trading concerns
- Bahamian counsel to receivers appointed by the US District Court
- Legal adviser to liquidators of a financial institution based in a neighbouring Commonwealth Caribbean jurisdiction
- Representing former directors in proceedings brought by court appointed liquidators
- Advising on issues arising in proposed pre-packaged receiverships or liquidations

A boutique commercial practice, the firm offers financial institutions, high net worth individuals, family offices, commercial enterprises dedicated and skilled legal advisers an unparalleled level of responsiveness, availability and personal attention. Its language capabilities are English, Spanish, Greek and Italian.

DELANEY PARTNERS are leading commercial attorneys providing legal solutions for business.

Trust & Estate Service Provider of the Year in Belize



Broadway Trust Consultancy Services Limited

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Broadway Trust Consultancy Services Limited (BTCSL) is fully licensed to act as a registered agent and registered office for IBCs and LLCs established in Belize, and to carry out the function of trust and foundation agent under the International Trust and Foundation Laws.

BTCSL provides trust, corporate and IT consultancy to the Offshore Financial Services industry as a whole, but in particular to other providers in Belize. Through two subsidiaries, it can provide full management services for International Insurance Companies established in Belize.

Belize, formally British Honduras, is a former British Colony situated on the East Coast of Central America between Mexico and Guatemala. It became a British Colony in 1862 and then gained its independence from Britain in 1981. Though, it is still a member of the British Commonwealth.

It is the only country in Central and South America that has English as its first language and there is a literacy rate of more than 90%. Agriculture constitutes the major economic activity. Tourism and eco-tourism are also continuously on the rise and the financial sector is growing rapidly and is achieving a solid reputation. The seat of government is in the capital, Belmopan, whereas the business centre is Belize City.

BTCSL is part of The Offshore Solutions Group (The OSL Group), which, through its operating companies, offers a standard of excellence that provides confidence for the development of secure relationship to professionals, banks, intermediaries and individual clients.

The OSL Group was set up in such a way that it can cater for the diverse and complex problems presented to it by practitioners, banks, intermediaries and individuals. Each company is established to perform specific roles to combine with each other to give a cohesive service and structuring for all its clients. The group is independent of any bank or other financial institution.

Services offered by the group include: IBC incorporation and management; full corporate management services; LLC establishment and management; full trust and foundation services; international insurance company establishment and management; and mutual fund establishment and management.

Glen Wilson, group president and managing director, has been in the Offshore Services Industry for some 40 years. He has experience in Bermuda, The Cayman Islands, Switzerland and Belize and extensive knowledge of Nevis, The British Virgin Islands and The Bahamas.

Mr Wilson's experience covers international insurance, mutual funds, IBCs, LLCs, trusts and foundations. He has been a full member of STEP since its foundation and was a founder member of the Geneva and Zurich branches. He is also vice-president of the Belize chapter of STEP.

Further, he is a fellow of The Chartered Institute of Secretaries and is an accredited lecturer in anti money laundering for the International Compliance Association.

Employment Law Firm of the Year in Bermuda



Canterbury Law Limited

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Canterbury Law Limited is thrilled to have been selected as the winner of the 2014 Corporate INTL Global Award for 'Employment Law Firm of the Year in Bermuda'. This award recognises the high quality of work that the firm's attorneys are intent on providing, without exception, to their valued clients on a case by case basis.

In its second year of business as a boutique litigation and employment / labour professional law firm, Canterbury Law has brought together two attorneys with more than 33 years of combined experience at the Bermuda Bar, Ms Juliana Snelling and Mr Paul Harshaw.

Ms Snelling, Rhodes Scholar, has practised employment / labour law and civil litigation since being called to the Bar of England & Wales, in 1994, and the Bermuda Bar, in 1995. Her principal work involves advising corporations and senior executives, as well as trade unions and other institutions, on the terms of contracts of employment, employment and labour disputes. She is currently defending the City of Hamilton Corporation in Supreme Court proceedings involving a constitutional challenge to the prohibition in Bermuda's Trade Union Act against including management personnel in the bargaining unit on freedom of association grounds.

Ms Snelling was a partner at her former law firm for 11 years, and is a qualified UK barrister and a member of the Hon. Society of the Inner Temple. She is also a qualified solicitor of England and Wales and a member of the Law Society, as well as a member of the Chartered Institute of Arbitrators. She recently served for three years as chair of Bermuda's Land Valuation Appeal Tribunal.

Mr Harshaw, founder and partner of his own former law firm, practises in international commercial matters and advises liquidators and trustees in bankruptcy and cross-border insolvency proceedings. He also provides representation in local company, personal insolvency and civil litigation proceedings. Further, he has chaired Boards of Inquiry under Bermuda's Human Rights legislation.

In 2013, Canterbury Law took on attorney Alsha Wilson, who was called to the Bars of England & Wales and Bermuda in 2013. The firm will celebrate its expansion by moving to larger premises in March of 2014.

While enjoying the advantages that come with being a small, niche boutique firm, Canterbury Law greatly benefits from being the exclusive Bermuda member of the Employment Law Alliance (www.employmentlawalliance.com). This provides the firm with immediate and personal access to employment and labour law experts in 135 countries, all 50 US states and every Canadian province, thereby allowing it to provide multinational clients with seamless and cost-effective advice worldwide. International businesses and executives benefit from Canterbury Law's / the ELA's reach and deep familiarity with local laws by ready access to professional contacts on the ground.

Insurance & Reinsurance Firm of the Year in Bermuda / Alternative Investments Advisory Firm of the Year in Bermuda / Anti-Money Laundering Compliance Advisory Firm of the Year in Bermuda / Captive Insurance Advisory Firm of the Year in Bermuda / TMT Sector Advisory Firm of the Year in Bermuda / Wealth Management Advisory Firm of the Year in Bermuda



PwC Bermuda

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PwC Bermuda is the largest professional services firm in Bermuda, and the leading provider of services to the Bermuda insurance and reinsurance industry. It has the leading brand presence in the insurance market and is part of a global insurance practice that is the leader globally in providing insurance assurance, advisory and tax services.

Receiving these awards on behalf of PwC, Arthur Wightman, Insurance Leader – PwC Caribbean, noted: "We are delighted and humbled to receive these prestigious awards, particularly Insurance & Reinsurance Firm of the Year in Bermuda, reflecting a multi-year commitment to the evolution of the market and companies within it."

The firm's in-house expertise focuses principally on its key industry groups, including commercial (re)insurers, captive insurance and offshore investment funds. PwC provides a full range of advisory and consulting services in the areas of governance, innovation & technology, operations, regulation, risk & control, strategy & growth, sustainability, talent, the economy and the capital markets.

One of PwC Bermuda's recent successes was a large-scale, multi-year and multi-geography global enterprise risk management and economic capital modelling project for a global public insurer and reinsurer.

Mr Wightman noted: "Our clients value the wider context in which we are able to deliver our services. We leverage the largest global network of insurance professionals, which we deliver through professionals who are based in Bermuda."

The world's leading captives domiciles of Bermuda and the Cayman Islands are part of the responsibility of PwC Bermuda with leading practices in both, and with approximately 1,000 clients in these two domiciles alone. Its alternative risk transfer and insurance-linked securities practice, which also encompasses the firm's deep bench strength in advising the alternative investments sector, is another core part of the practice.

"It is very gratifying to be specifically recognised in these two key areas of our business," Mr Wightman went on to say.

In addition, PwC Bermuda has the leading offshore tax practice which provides services in Bermuda and Cayman. PwC also provides regulatory advisory services spanning Solvency II, FATCA, IFRS and AML on multiple engagements. In respect of AML, global focus continues to increase, and more and more companies are seeking credible professional advisers to support their broader compliance agenda.

Mr Wightman closed by saying: "The broad coverage of the awards that have been made to PwC represents in part the deep commitment we have made to Bermuda in the many areas in which companies are looking for a trusted business adviser. From my standpoint, these awards represent a testament to the incredible professionals that I have the privilege of calling colleagues."



Granadeiro Guimarães Advogados

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GRANADEIRO GUIMARÃES
DESDE 1893 ADVOGADOS

Granadeiro Guimarães Advogados, a long-established São Paulo-based boutique law firm, is highly specialised and exclusively dedicated to the study, interpretation and application of law in labour relations. The firm dates back to the nineteenth century and has been associated with the Granadeiro Guimarães family tradition of involvement in advocacy since the beginning. There have been lawyers in the Granadeiro Guimarães family since 1893, which today amounts to five consecutive generations dedicated to law.

Francisco Granadeiro da Silva Guimarães, born in 1870, was the founder of the family's legal tradition. He practised administrative and public law in Rio de Janeiro, the then capital of the New Republic, and was later named Brazil's ambassador to Italy. He graduated from the University of São Paulo Law School in Largo de São Francisco, known at the time as the City of São Paulo Law School, in 1893.

Following in the footsteps of his father, Renato Granadeiro Guimarães, born in 1894, graduated from the University of São Paulo Law School in 1919. He stood out as a first-line practitioner of criminal law and was appointed public prosecutor while taking up a career in politics.

José Granadeiro Guimarães graduated from the same law school as his father and grandfather in 1939. He steered the office toward its specialisation in labour and employment law in 1941, at a time when Brazil's first Labour Code was enacted. This coincided with the promulgation of the Consolidation of Labour Laws.

His sons Maurício Granadeiro Guimarães and Pérsio Granadeiro Guimarães joined the firm in 1964 and 1966 respectively. They introduced a professional management structure to the organisation to prioritise the institution's business ethic.

In keeping with the continuity and future of the company, Gustavo Granadeiro Guimarães joined the legal staff in 1990. He earned his law degree from the same law school in São Paulo in 1996.

By 2004, 111 years after the firm was founded, Granadeiro Guimarães had retained its tradition as a family business. This year it resolved to become more dynamic and more in tune with the modern era, and to enter into corporate society. It aimed to perfect its professionalism and hone the skills of its most experienced and productive top lawyers, who also became integrated in the firm's corporate structure at the dawn of the new century.

Granadeiro Guimarães occupies a position of great prestige in the Brazilian market, with commentators widely respecting its competent, efficient and ethical approach. Its specialty has been linked to labour and employment law ever since the firm came into being, and remains the case in the present day.

The firm's highly qualified professionals provide services in preventive and advisory services for labour issues, administrative proceedings involving labour and employment law and judicial labour litigation. The team of approximately 30 attorneys covers all labour related matters and draws on the extensive experience of both advisory work and litigation. It has been representing corporate entities since Brazil's labour code was first drafted.

Granadeiro Guimarães' advisory services include consulting, auditing, compliance with employment contracts, and following up government inspections and administrative proceedings. The litigation practice covers every state in Brazil and acts in labour courts or tribunals at all levels.

Its preventive and advisory services for labour issues include providing legal opinions related to labour and employment law; consultations relating to labour courts; drafting special employment contracts; compiling minutes and labour policies for businesses; due diligence for mergers and acquisitions; and Labour-contingency risk estimates. The firm also provides courses and workshops for employees.

In regards to administrative proceedings concerning labour and employment law, Granadeiro Guimarães provides guidance for Federal Public Prosecutor investigations and advisory services for Ministry of Labour inspections or assessments. It also takes part in and conducts round table negotiations with unions or Ministry of Labour regional authorities, as well as defending / appealing notifications issued by the Ministry's employment inspectors and / or public prosecutors, for investigative proceedings and conduct adjustment orders.

The firm's judicial labour litigation services involve defence in public civil actions; sponsorship of active / passive defence for ordinary (workers' claims) and special labour court actions – severance, revision, injunctions, third-party embargoes, class actions, etc; defence for special litigation – motions for annulment or termination, reviews, injunctions, third-party embargoes, etc; and oral pleading before labour courts.

Granadeiro Guimarães' client base includes Brazilian and foreign companies from all economic sectors – banks, food, cosmetic, technology, pharmaceutical, steel, gas and paper, among others.

Financial Services Sector Advisory Firm of the Year in Brazil / Manufacturing Sector Advisory Firm of the Year in Brazil / Retail Sector Advisory Firm of the Year in Brazil / Tax Advisory Firm of the Year in Brazil



Wherever your business goes we will be there

Deloitte sets the standard for providing services around the world, which is a result of our efforts in finding the best business solutions and our commitment to the success of our clients. And to accomplish so, we count on a recognized team of specialists, some of whom have been named the best in their areas in the country.

Therefore, we are proud to be named, Advisory Firm of the Year in Brazil in:

Manufacturing Sector – led by Othon Almeida
Financial Services – led by Clodomir Félix
Retail Sector – led by Reynaldo Saad
Tax – led by Cristina Berry

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Individual - Civil Lawyer of the Year in Brazil

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LACAZ MARTINS, PEREIRA NETO, GUREVICH & SCHOUERI ADVOGADOS



MIGUEL PEREIRA NETO is a litigation lawyer by nature. His efforts are to find solutions to the interests and lawsuits from his clients, collecting successes in relevant business law cases, and also civil, criminal, contract, corporate, electoral, administrative, collective interests, finance, arbitration, environmental, bankruptcy and reorganisation, private social security and telecommunications. Practises from lower to highest courts, including Brazilian Supreme Court. Also advocates strength defence of human rights, acting pro bono for the interests of Childhood and Youth, Handicapped, Special Needs, Discrimination, Elderly, International Kidnapping of Children and Adolescents, defence of indigenous peoples, eradication of child labour and comprehensive education and community. Founding partner of the renowned full service office Lacaz Martins, Pereira Neto, Gurevich & Schoueri Advogados/Lawyers.

Individual - Dispute Resolution Lawyer of the Year in Brazil



Lautenschlager, Romeiro e Iwamizu Advogados

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LAUTENSCHLAGER, ROMEIRO e IWAMIZU ADVOGADOS

Eduardo Romeiro has about 20 years of practice in the litigation area. Mr Romeiro is a managing partner of Lautenschlager, Romeiro e Iwamizu Advogados, co-founded the firm in 2005. Mr Romeiro is a member of the Brazilian Bar Association; the Institute of Attorneys of Sao Paulo; the International Bar Association; the Executive Committee of Law Exchange International; arbitrator of the European Chamber in Sao Paulo.

Lautenschlager, Romeiro e Iwamizu Advogados provides specialised legal services in litigation and consulting, relating to a wide range of areas and fields of law. The firm is dedicated to providing successful and timely results to its clients, keeping them constantly informed about the status of their matters. Its professionals are highly skilled and prepared to act in a globalised environment, thanks to their years of international experience.

The firm represents clients in court in public and private litigation involving the several fields of law, such as civil, commercial, corporate, bank, bankruptcy, consumer protection, antitrust, administrative law and intellectual property litigation, among other fields, before the lower courts, state courts of appeals and higher court levels. It also offers preventive assistance to companies aiming at preventing possible lawsuits, and conceives strategies to reduce contingencies through negotiation, agreements and deals.

Mr Romeiro has a solid background in civil and commercial complex and strategic judicial litigation, comprising cross border litigation, class actions, contractual disputes, corporate litigation, product liability and credit recovery, among others. He also has large experience in arbitration proceedings involving commercial matters of different nature.

He has successfully acted in the following recent matters, among others:

- Cases involving contractual disputes over infrastructure projects of the Brazilian government, defending a relevant European client in the Power & Energy field – global amount over $200 million;
- Strategic litigation cases involving the subsidiary of a US manufacturer in the household appliances business in relevant product liability issues;
- $75 million litigation involving civil engineering projects and civil responsibility for alleged defects in the project;
- $50 million corporate litigation brought by shareholders against the board of directors in representation of the board;
- $200 million credit recovery for financial institution, concerning syndicated loans operations and others.

Lautenschlager, Romeiro e Iwamizu Advogados' goal for the remainder of 2014 is to keep consolidating its name in the very competitive market that Brazil has, including the litigation and arbitration practices. The firm has been considered one of the best 30 litigation firms in Brazil from directories such as Chambers & Partners, among others. It will keep following the same objectives of serving its clients in the best fashion on strategic litigation and arbitration matters, keeping all of the good characteristics that a mid-sized firm can offer, including flexibility in the fee arrangements.

Industry Choice - Constitutional Law Firm of the Year in Brazil



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FH FERNANDA HERNANDEZ ADVOCACIA

Advocacia Fernanda Hernandez law firm was established in 1990, in Brasilia. From the very beginning, the firm has been fully committed to ethical principles and transparency, always seeking to provide sound guidance and personal assistance to clients, aiming for complete satisfaction for those who choose its legal services. It offers legal assistance in a dynamic and effective manner, always within the boundaries of professional integrity and loyalty.

The firm provides assistance both in judicial and non-judicial matters, in particular, from the preparation and follow-up of court actions to drafting petitions and appeals; assistance for the conducting of oral arguments at the various levels of the judiciary; as well as the delivery of legal opinions, counselling and advice on commercial matters to companies.

Advocacia Fernanda Hernandez excels in dealing with Brazilian courts at all levels, from the first Federal District instance to the Supreme Federal Court. Before the Superior Court and the Supreme Court, it shows an outstanding performance as amicus curiae on matters submitted for trial, as in the case of repetitive petitions or in the system of general repercussion, respectively.

The firm also acts as a legal correspondent for other law firms and legal departments of companies in various states of the Federation. The legal advice provided by its members also covers administrative demands before the Board of Tax Appeals (Conselho Administrativo de Recursos Fiscais – CARF), the National Department of Mineral Production (DNPM), the National Agency of Telecommunications (ANATEL), the Administrative Council for Economic Defense (CADE), the Office of Economic Law (SDE), the Brazilian Institute of Environment and Renewable Resources (IBAMA), the Ministry of Justice and the Department of Finance of the Federal District.

Advocacia Fernanda Hernandez's legal practice covers the following areas: constitutional law, tax law, administrative law, mining law, labour law, social security law, civil law, family, sport and real estate law.

In regards to matters of constitutional law, the firm issues guidelines, legal opinions and advice, such as preventive practices, as well as the definition of strategies relating to ongoing proceedings in accordance with case law.

Advocacia Fernanda Hernandez has a specialised group of professionals and an organised management team, which, as a whole, strive for the best results within the purposes of their activities.

Fernanda Hernandez, Advocacia Fernanda Hernandez managing partner, has been an associate attorney at the firm since May 1990. She has a bachelor's degree in Law from the Law School of the University of São Paulo, 1985; a PhD in Tax Law from the Law School of the University of São Paulo, 2010; and a postgraduate qualification in Law Practice in Higher Courts from the Centro de Ensino Unificado de Brasília – Center of Expertise, Improvement and Extension – CEUB / CESAPE, Brasilia, 1986, between others.

International - Tax Planning Law Firm of the Year in Brazil





Vettori Rubinstein & Foz

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VETTORI, RUBINSTEIN & FOZ ADVOGADOS

Vettori Rubinstein & Foz is a leading Brazilian boutique law firm providing solution-orientated legal services in tax planning, corporate law, wealth planning, litigation and controversies, real estate and negotiation matters. The firm's partners combine extensive professional experience and distinguished international academic credentials.

The firm's tax practice focuses on tax advice for domestic and cross-border transactions; taxation of IP and technology transactions; tax controversies, audits and litigation; taxation of real estate deals; taxation of financial and capital markets; taxation of outbound and inbound investments; tax planning for businesses' reorganisations, start-ups and mergers and acquisitions; and taxation of high-net-worth individuals.

Vettori, Rubinstein & Foz Advogados balances its boutique-sized staff, which enables partner-intensive services and the development of long-term relationships with clients, with a high-level of in-depth legal expertise. The firm represents both foreign and Brazilian global corporations and start-ups in a broad array of industries, as well as public sector entities.

Gustavo G Vettori received his LL.M. degree from the University of Michigan and both his PhD and LL.B. from the University of São Paulo. He is a Professor at University of Sao Paulo's Business, Economics and Accounting School (FEA-USP) and at Fundação Getúlio Vargas – FGV, besides guest lecturing at numerous postgraduate courses and conferences. He has authored and co-authored several papers and chapters in books, both in Brazil and abroad.

Flavio Rubinstein received an LL.M. degree from Harvard Law School and a PhD, a Master of Laws and an LL.B. degree from University of São Paulo, as well as a 2014 Senior Fellowship from University of Melbourne Law School. He is a Professor at Fundação Getúlio Vargas – FGV and at São Judas University School of Law, besides guest lecturing on a regular basis at numerous postgraduate courses and conferences. He has authored or co-authored several papers and books, both in Brazil and abroad, and is a staff writer of the renowned European international tax law journal Rivista Diritto e Pratica Tributaria, as well as the editor for Brazil of Derivatives and Financial Instruments, a leading corporate law publication edited by the prestigious International Bureau of Fiscal Documentation (IBFD).

Mid-Market - Real Estate Law Firm of the Year in Brazil



Timoner E Novaes Advogados

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TNADV
TIMONER E NOVAES ADVOGADOS

Timoner E Novaes Advogados (TNADV) is a leading Brazilian law firm specialised in real estate law. It assists clients throughout the country providing real estate legal advice, helping them to decide the best model of property acquisition and organisation of the projects, by combining its knowledge and experience with the corporate and tax law teams.

TNADV helps its clients to structure their enterprises, from real estate acquisition to fundraising, model definition to the implementation and sale, combining its vast knowledge of business and fiscal areas to specific aspects of real estate law.

The activities in this area include: assistance with property acquisitions through purchase and sale and / or exchange; drafting of instruments and conducting due diligences for the purposes of evaluating the potential risks and giving support for the decisions pertaining to the acquisition of the property; participation in administrative and legal procedures of area rectification; and drafting of lease, built to suit, contracting construction and other contracts in connection with the real estate sector.

In addition, the firm provides assistance with constitution of shopping centres, since its legal concept to the effective implementation and development, with the respective draft of all needed instruments. It also provides assistance with the creation of partnerships among developers, whether for a specific enterprise or several enterprises involving a purely estate alternative (such as pro indiviso condominium), as well as contracting of special purpose corporations, limited liability companies, joint stock companies or joint ventures.

TNADV has highly qualified and experienced senior lawyers who focus on client service and contact. They are well known among the firm's clients for their speed, quality and flexibility of services.

José Roberto Pirajá Ramos Novaes, TNADV partner, is well known in Brazil for his deep knowledge and experience in this field. He has more than 10 years of experience in this area and is an active member of SECOVI SP (Syndicate of the Brazilian Real Estate Industry) as part of the Legal Counsel of the Vice-Presidency for Building Development and Urban Land.

In the past few years, the Brazilian market has experienced a growing demand for mixed-used developments that require creative and innovative ideas to draft the condominium by-laws to grant to its end user, as well as the developer, a set of rules which will preserve their rights.

TNADV has worked closely with many Brazilian developers, assisting them on the draft of all legal documents pertaining to the constitution and operation of such developments, including shopping centres, hotels, apartments and office towers.

SME - Commercial Contracts Law Firm of the Year in Brazil

MACHIONI
ADVOGADOS





Law Practice and Strategic Vision

"We seek and build new legal paradigms for our clients' business concerns."

Machioni Advogados' approach to legal problems is innovative, singular and global. We seek definitive and comprehensive solutions based on an institutional and strategic vision of our clients' business. Our approach is the same whether our client is an individual, company, institution or government body.

Using knowledge from the analysis of sectors that directly influence the concrete issue (society, government, press, legislation, academic and scientific, industry, anti-trust, unions, etc.), we consider all variables to provide our clients efficient strategic and legal planning to best serve their interests.

This differentiated and multidisciplinary legal approach means we are able to provide: strategic legal action plans, crisis management advice, advice and assistance in organizing businesses and companies, strategic litigation analysis and representation, advice to in-house legal departments, analysis and preparation of contracts and standard terms, and the definition of terms and legal models for corporate activities. In short, we offer specialized and innovative legal advice.

At the Vanguard of the Law

Machioni Advogados is closely intertwined with the academic and scientific environments at Brazil's leading universities and worldwide centers of excellence in legal research. Marcus Elidius Michelli de Almeida, PhD, our associated consultant, is also a university professor. His work with us has a decisive role in training our lawyers in the latest legal developments to keep us always in the vanguard of the law.

"Proximity with the academic environment ensures the latest legal developments are part of our day-today work."

Jarbas Andrade Machioni	Rita de Cássia Andrade Machioni Pereira dos Santos	Marcus Elidius Michelli de Almeida



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Start-Ups Law Firm of the Year in Brazil



Rulli Law Firm

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Rulli Law Firm, founded in 2005, is a boutique law office that operates in the areas of litigation and contracts, education law, infrastructure and technology law. The main areas it provides advice in are corporate, tax, intellectual property and contractual issues.

The firm has operated in the Brazilian market for more than eight years, serving various international companies with business in Brazil. Rulli always operates very closely with its clients, understanding their needs and seeking the best results.

Among the clients of law technology, are e-commerce stores, news portals, startups, software companies and university centres. The firm also assists Internet businesses that have managed national and international investments as well as infrastructure projects in the state of São Paulo, Rio de Janeiro and Espírito Santo. In some cases, clients are foreigners who would like to open their business in Brazil.

The competitive advantage of Rulli Law Firm is focused on its team of lawyers. Generally, the lawyers seek to improve their knowledge in the area of business and technology to better serve their clients. They also participate in events and lectures in related areas to better understand the problems of the market and their clients.

Renato Asamura Azevedo, Rulli Law Firm lawyer, noted: "I have worked in the tech sector in Brazil for a few years, providing legal advice directly to e-commerces, startups and technology companies. I had the opportunity to work with big companies advertising on the Internet and e-commerces with national coverage, always on legal issues relating to liability, regulatory and contracts."

Mr Azevedo specialises in commercial law, startups and venture capital, e-commerce and electronic law / technology law. He is a member of the Association of Young Lawyers; special consultant of the Comissão dos Direitos das Pessoas com Deficiência da Ordem dos Advogados do Brasil – Seção de São Paulo (Commission of Disabled Citizens Rights); and collaborating member of the Comissão da Defesa da Cidadania dos Advogados do Brasil – Seção de São Paulo (Citizenship Defence Committee).

Further, he has authored the following publications: Fives Legal Rules to Start a Startup; Vesting – A New Contractual Typology; The Discussion about the Civil State of the Common-Law Spouse; and Socio-Affective Affinity into the Kaleidoscope Family. He also speaks English and Japanese.

The main objectives of Rulli Law Firm are to improve and create new partnerships with foreign firms, and to work with companies in the technology and education sectors. The office has always focused on providing solutions to better serve its clients with quality guidance as well as searching for constant improvements.

Technology Law Firm of the Year in Brazil



Daniel Advogados

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Daniel Advogados is one of the leading IP firms in Brazil distinguished by its quality. In its 60 years of existence, the firm has constantly sought to maintain the excellence of its services in order to ensure a cost-effective and value-driven service. With a modern and robust IT platform, clients have full access to information 24 hours a day.

The firm offers an extensive team of professionals which are highly specialised in intellectual property matters and who are fully prepared to address all the needs of its clients in the following areas: patents, trademarks, industrial designs, software, domain names, technology transfer, licensing and franchising, administrative and judicial litigation, copyright, unfair competition, arbitration, trade names, trade secrets, advertisement law, consumer protection law and more recently, social networking monitoring and evaluation of intangible assets.

Daniel Advogados has more than 60 years of experience in intellectual property issues and within the last decade expanded its activities to new trends such as IT law. This was possible because of the combination of specialised and constantly updated professionals and a strong investment in its own IT platform which monitors thousands of domain names for local and international clients.

Moreover, the firm's litigation group has been dealing with several issues related to IT law such as UDRP proceedings and court actions related to IT, also specialising in the criminal prosecution of Internet frauds by its criminal department.

Daniel Advogados has continuously sought to maintain its excellence in order to ensure a cost-effective and value-driven service. The firm has an extensive team of highly skilled, experienced and innovative professionals, who distinguish it from its competitors. The majority of clients are based internationally, although the firm also represents one of Brazil's major telecommunication companies which demand a large amount of work.

André Oliveira, Daniel Advogados partner, joined the firm in 2011. He is an attorney with more than 14 years' experience in IP litigation, unfair competition, trademarks, patents, copyright and IT law issues. He is registered in the State of São Paulo and Rio de Janeiro.

The main issue regarding technology law at this point in Brazil is the absence of specific legislation dealing with the Internet. There is a bill in Congress with the purpose to regulate several intricate issues such as online privacy, responsibility of service providers and rules concerning notice and take down actions. The bill is expected to be voted still in 2014.

Last year Daniel Advogados obtained a couple of favourable decisions to recover domain names which reproduced one of its clients' (a telecommunication company) house mark. In addition, UDRP proceedings for recovering .com.br domains were recently established in Brazil and the firm represented a major international company in recovering domain names virginmobilelatam.com.br and virginmobilelatam.net.br.

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Sack Goldblatt Mitchell LLP is a leading Canadian labour and employment law firm with offices in Toronto and Ottawa.

SGM is a highly respected Canadian law firm distinguished by the excellence of its lawyers. They are experienced litigators who appear regularly before a variety of administrative tribunals and at all levels of the Ontario and Federal courts and the Supreme Court of Canada, as well as being skilful negotiators with a solid record of successful mediations, arbitrations and settlements before trial. SGM lawyers deliver high-quality advocacy in an effective and cost-efficient manner.

In addition to the firm's traditional labour law practice, representing trade unions and employee and professional associations, SGM has an experienced team of lawyers dedicated to representing individual employees, executives, directors, senior managers and partners in all employment-related matters, including:

- Reviewing, preparing and negotiating employment contracts
- Addressing questions about standard or optional clauses in employment contracts – e.g. bonus clauses, restrictive covenants (non-compete and non-solicitation clauses), and stock option agreements
- Advising individuals about workplace harassment and human rights issues
- Providing strategic advice to employees concerning workplace restructuring or other changes in the workplace environment
- Reviewing and negotiating severance agreements upon the termination of employment
- Advising employees about retention bonuses and other change of ownership concerns
- Litigating wrongful dismissal claims, including constructive dismissal claims
- Advising and representing senior non-Canadian executives on relocating to Canada, and their right to stay and work in Canada if their employment is terminated

SGM litigators also represent employees, professionals and their insurers in negligence claims, contract disputes, defamation claims, professional liability and discipline matters, environmental litigation, bankruptcy and insolvency litigation, pension disputes and actions for breach of fiduciary obligations. In addition, SGM has a class action practice, which includes representing employees in leading unpaid overtime class actions and retirees in major pension-related litigation.

The firm is the sole Canadian member of the global Lawyers International Network for Employees and Executives (LINEE) and is recognised by Chambers & Partners as a top firm for employment and union-side labour matters.

One of the keys to SGM's success is its group of experienced research lawyers who are dedicated full time to supporting and enhancing the work of SGM litigators. SGM lawyers speak frequently at seminars and conferences, many have taught courses at law schools, and a number have published books and articles in their areas of expertise. One SGM partner is the co-author of eText on Wrongful Dismissal and Employment Law, published by the Canadian Legal Information Institute (CanLII). Two other partners author the Employment Contracts chapter of O'Brien's Encyclopedia of Forms.

SGM provides services to its clients in both English and French.

Alternative Dispute Resolution Law Firm of the Year in the Cayman Islands





Travers Thorp Alberga

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Travers Thorp Alberga (TTA) is a full service offshore law firm with offices in the Cayman Islands and Hong Kong. Its strengths include funds, banking, corporate, private client, regulatory and dispute resolution. Languages spoken by the firm include English, French, Italian, Spanish, Portuguese and Mandarin. Lawyers in the firm's Hong Kong office are vastly experienced in the Asian market.

Anna Peccarino, TTA partner, is an experienced litigation and alternative dispute resolution partner with more than 15 years' post-qualification experience. Ian Huskisson, also a partner at the firm, is a commercial litigator with more than 15 years' experience.

TTA operates a unique 'partner heavy' model where clients are guaranteed the close involvement of, and direct contact with, an experienced partner at all times. It can also offer competitive and, where possible, flexible alternative fee arrangements that many other firms cannot.

Very rarely is it actually in a client's interests to take a case to trial. When parties are in the midst of fully contested proceedings, it can be difficult for them to have a sensible dialogue about settlement. The various options for ADR can be deployed to overcome this issue, but it takes experience and an understanding of the personalities involved to select the right approach and the right time to make the approach.

The firm's dispute resolution group has acted in numerous high-profile international disputes, the vast majority of which have been settled out of court prior to trial. Recent settlements include a long running set of disputes involving the financing of a flagship development project in the Caribbean and of a complex multinational quasi-partnership dispute. On the ADR side, the group has acted in more than 100 mediations, both as mediator and as representative of the parties. It also advises on other formal forms of ADR, such as early neutral evaluation, and regularly takes the lead on informal settlement negotiations.

TTA regularly acts for investors, funds, directors, shareholders, banks, high net worth individuals and others from all over the world. Several of the firm's lawyers have valuable industry experience, particularly the funds industry, which helps them better understand the sorts of issues their clients face to day-to-day.

In the past 12 months, the firm has concluded a number of successful settlements using formal and informal ADR. It is prevented from disclosing details because of confidentiality obligations, but can say that very significant sums of money and also court time have been saved as a result of settlements it has achieved for its clients.

TTA's dispute resolution group has expanded significantly over the past year and may grow further in 2014, although not to the expense of its core principle of partner contact with clients.

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Caledonian Trust is an experienced professional trustee in the Cayman Islands with additional corporate service offices in the British Virgin Islands. We provide fiduciary services to high net worth individuals, family offices and institutional investors.

Caledonian's Fiduciary offering has an exemplary reputation as an innovative and reliable service provider with a team of highly qualified industry experts specializing in Trust, Corporate and Director Services. Our team of highly qualified industry experts specialize in, Trust Services, Corporate Services and Director Services.

Caledonian has over 43 years experience in the establishment and administration of Cayman Islands companies and trusts together with the provision of related services. Our team works closely with clients and advisors to ensure that the trusts are firmly structured, administered to the highest standards, and dependably carried out in accordance with the needs, wishes and expectations for which they were created.

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LOZANO BLANCO & ASOCIADOS, founded by Nathalie Lozano Blanco in 2009, offers innovative legal solutions through a semi-massive approach. We guarantee our clients the best service available in an effective cost scheme. This approach has allowed us to be pioneers in class action litigation in Latin America, offering solutions to consumers in cross-border trials.



–PIP Breast Implants Legal Action: A new area of practice for lawyers

Lozano Blanco & Asociados consolidated itself as a world leading firm in class action litigation with the historic PIP implant cross-border trial. The firm represented 2112 women from Colombia, Australia, New Zealand, England, United States and Spain, more than half of the plaintiffs, in the French legal actions against TÜV and the PIP factory directives. In the commercial trial, Lozano Blanco & Asociados argued the negligence of TÜV in fulfilling its obligations as certifier of the safety and quality of PIP implants. On the 14th of November the *Tribunal de Commerce de Toulon* declared TÜV's negligence and sentenced the company to pay 3400 euros to each women.

Many international trials concerning consumer protection and environmental damages are waiting for bold, aggressive and innovative lawyers to start creating a new approach to class actions. Traditional legal practices may not produce the results expected by clients from their lawyers . The firm's experience in the PIP implants trial has constituted a new know-how and area of practice for lawyers.

NATHALIE LOZANO BLANCO FOUNDING PARTNER

Nathalie Lozano Blanco is a Colombian lawyer with more than 20 years experience in telecommunications, class actions, commercial law and advising the public sector in organizational strategies. Nathalie has a law degree from Universidad del Rosario in Colombia, a masters degree in International Economic Law from Paris I University- Pantheon Sorbonne and was a doctoral candidate in Banking Law. Before founding Lozano Blanco & Asociados, Nathalie also held management positions in legal, financial and administrative areas of the public sector and telecommunication companies.

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Pinilla, González & Prieto Abogados was founded in 1943 by an attorney, Eliecer Pinilla, with the purpose of orientating and legally counselling different economic sectors in a specialised manner. This work has continued without interruption for local and international markets, directed by the firm's partners and a team of expert attorneys in each of the areas of the law. In the 1990s, Pinilla, González & Prieto was renewed by the entry of a new generation of partners.

Carlos Felipe Pinilla Acevedo, founding partner of Pinilla, González & Prieto is an expert in corporate law. The department of criminal and civil litigation, corporate law and tax law, each headed by a specialty lawyer, are under his direction.

Mr Pinilla Acevedo is a member of the Arbitration and Conciliation Center of the Bogota Chamber of Commerce, the Regional Chamber of Construction, the Colombian-Korean Chamber, the Colombian-American Chamber and the Colombian-Chilean Chamber.

Pinilla, Pinilla, González & Prieto is a law firm made up of specialists who, as a multidisciplinary team are totally prepared to understand their clients and their needs, explore different approaches to optimise results while minimising risks to the organisation. It occupies a leading role in the zoning and real estate sector, in which it has become the unquestioned leader on the Colombian market.

The firm has teams in all the areas of the law, particularly corporate law, foreign investment, mergers and acquisitions, infrastructure, environmental law, telecommunications, litigation and taxes. Advice and counselling by the firm can assure national and foreign clients the quality standards demanded worldwide, placing it as one of the most important providers of legal services in Colombia. Its partners represent a wide gamut of experience in counselling foreign clients within its national territory.

With a leadership position in negotiated conflict-solution for the construction industry and with real estate projects, Pinilla, González & Prieto provides clients with practical solutions when they have exhausted the different available procedures. Services in this area include representation before courts of arbitration and in the litigation of private and public legal disputes. Moreover, Pinilla, González & Prieto extends its services to resolution of administrative controversies before the government in all their legal manifestations, whether in ordinary or governmental procedures or direct revocation.

The firm also provides the following services: replevying or recovering proceedings; adverse possessions of titles; police complaints and charges; clearing of transfer of property titles; protection of titles, possession, or holding of property; auditing of legal processes; litigation before civil, commercial or family courts; arbitration (civil or commercial); constitution and administrative criminal proceedings; and ethical or professional responsibility suits.

Pinilla, González & Prieto's experience has included: the Macro Social Welfare Project Ciudad Verde and the Partial Plan for Casa Blanca Hacienda. Its clients include Sanitas Sanitary City, Hotel Marriot Avenida El Dorado and Hotel JW Marriot.

The firm, sensitive to the changes and needs in its environment and aware of the important role they play in society, has been systematically pursuing Pro Bono, counselling non-profit organisations who work with social issues that have great impact within the community and in the country as a whole, supporting groups of vulnerable members of the population who have little chance of access to adequate and quality legal services.

As part of the activities directed at positively impacting the community, the firm currently supports the Monte Verde Corporation, a foundation that has been carrying out work to promote young people in Kennedy City, developing integral-development programmes and productive use of leisure time.

As of 2011, Pinilla, González & Prieto has been actively associated with the Pro Bono Declaration of the Americas, directed by the Cyrus Vance Center for International Justice of the New York City Bar Association and the Public Council of Los Angeles City Bar, whose primary objective is to promote and support Pro Bono efforts in Latin America. With this initiative, the firm reaffirms its promise to disseminate, adopt and implement this important declaration in Colombia. At present, the declaration has been signed by more than 300 law offices, law schools, practising attorneys and NGOs in Latin America.

Pinilla, González & Prieto is an organisation of professionals resolutely dedicated to individualised legal counselling and consulting services, and backed by wide experience in satisfying the legitimate interests of its clients.

Transport Law Firm of the Year in Colombia

Guzmán Escobar & Asociados Ltda. (GE&A)

José Vicente Guzmán
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***Guzmán Escobar & Asociados Ltda. (GE&A)*, a law firm founded in 1996, offers legal consulting services, litigation and arbitration in the areas of transportation law, maritime law, aviation law, commercial law, insurance law, ports and harbours. Its headquarters are in the city of Bogotá, Colombia. The firm's work is orientated particularly towards matters related to transportation in its various forms – air, river, sea and land – as well as the legal system of the infrastructure of transport.**

Guzmán Escobar & Asociados Ltda. (GE&A) has ample and acknowledged experience in the area of transportation, maritime and port law, making it one of the firms with the greatest experience and credibility in the Colombian transportation, maritime and ports sector. It also offers its services in matters relating to partnerships law and corporate matters, customs legislation, foreign investment, insurance law related to transportation, arbitration and litigation.

The firm has the ability to offer its services locally, including in any of the cities where the ports of the country are located, or internationally by means of cooperation with law firms overseas.

For ***Guzmán Escobar & Asociados. (GE&A)***, clients are the most important, which is why the firm strives every day to provide comprehensive care that allows the identification of efficient, safe and sustainable solutions to meet the challenges presented in today's trade. Its clients are national and international investors and, in some cases, multinational companies whose business' legal development is supported by the firm. Therefore, ***Guzmán Escobar & Asociados Ltda. (GE&A)*** is the strategic partner in providing ongoing support for structuring all types of projects and business operations in the fields of their expertise.

The firm has a team of highly qualified and specialist lawyers in each of its practice areas. The practice is led by Dr José Vicente Guzmán Escobar, ***Guzmán Escobar & Asociados Ltda. (GE&A)*** managing partner, who has more than 20 years' experience in professional practice, particularly related to the transport and maritime areas.

Dr Guzmán is a lawyer of the Universidad Externado de Colombia and has a master's in Maritime Law from the University of Cardiff (Wales, Great Britain). He has 20 years' professional and academic experience in maritime law, law relating to ports, aviation law, insurance law and transportation law.

In addition, he is an arbitrator in the Conciliation and Arbitration Centres of the Chambers of Commerce in Bogota, Barranquilla, Santa Marta, Cartagena, Cali and Panama. He is also a director of the Specialization in Maritime Law of the Universidad Externado de Colombia.

Further, Dr Guzmán Escobar is the author of the following books: 'La Jurisdicción Marítima en Colombia' (Admiralty Jurisdiction in Colombia) (2002); 'El Contrato de Transporte Marítimo de Mercancías bajo Conocimiento de Embarque' (The Contract for the Carriage of Goods by Sea under Bills of Lading) (2007); and 'Contratos de Transporte' (Contracts of Carriage) (2009), as well as authoring various articles on maritime law, ports, transport and aeronautics.

Dr Guzmán is also a member of the Iberoamerican Institute of Maritime Law, President of the Colombian Association of Maritime Law, and member of the Comité Maritime Internationale – CMI.

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International - Family Law Firm of the Year in Mexico

Ortega Abogados Asociados S.C

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Ortega Abogados Asociados S.C's traditions have helped it to become one of the most prestigious litigation law firms in the country. Since its founding in 1973, several generations of professionals have established a tradition of excellence within the broad range of legal services that the firm offers to its domestic and multinational clients.

Members of the firm bring a diversity of personal experiences to their professional practice. Some of them have held important positions in politics, the judiciary, education and in the business sector; still others are continually called to give seminars in international and Mexican forums. The prestige earned by the members of the firm has allowed it to maintain excellent working relationships with the financial and industrial sectors, as well as with the judicial and administrative authorities of the Mexican government.

Ortega Abogados' practice is focused on litigation – criminal, civil, commercial, banking, bankruptcy and family. It provides services in all areas of family law, including the drafting of prenuptial agreements, cohabitation agreements and separation agreements. The firm is skilled in addressing childcare issues including custody and access disputes, adoption as well as spousal and child support issues. It has considerable experience in the complexities surrounding asset division, including corporations and family trusts.

In regards to divorce matters, the firm's focus is on bringing creative solutions to bear on the unique issues faced by families in transition. Ortega Abogados believes that each of its clients has different needs and different objectives, and strives to tailor its work to address those concerns. In order to meet its clients' needs, the firm carefully uses such tools as negotiation, mediation and, if necessary, litigation.

The family law practice also includes legal advice to clients that desire to draft a will. The firm also handles the formalities that need to be performed in order for the heirs to receive the assets, as well as making and defending claims against the will or persons entitled to participate in the estate.

Ortega Abogados seeks to provide clients with practical and creative dispute resolution strategies, and to implement them on a timely and cost-effective basis. Its lawyers are experienced in negotiation, mediation, arbitration and litigation, and can assist clients in resolving disputes using a combination of those tools.

Isabel Margarita Ortiz Aja practices civil, commercial, family and bankruptcy litigation. She is the author of several essays on civil and commercial law, and a lecturer of civil and family law. She was admitted to the Mexico Bar in 1971. She also speaks English and Spanish.

With lawyers experienced in the firm's various areas of practice, and fluent in English and Spanish, Ortega Abogados is prepared to expeditiously attend to the complex needs of its clients.

Mid-Market - M&A Law Firm of the Year in Mexico



VAHG - Vázquez Aldana, Hernández Gómez & Associates

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Vázquez Aldana, Hernández Gómez & Associates (VAHG) is a leading legal firm operating in Mexico City and Guadalajara, Mexico, consolidating more than 50 years of legal practice. It was formed as a result of the prestige, experience, reputation, business approach, high ethical values and professional standards, responsiveness, accountability and trust of its partners. The firm's practice areas are mergers & acquisitions, contract law, banking and securities law, real estate law, as well as corporate transactions in general, including notary public and commercial notary public services.

VAHG has one of the leading practices in M&A. Its partners and associates have participated in complex transactions involving investors, markets and jurisdictions of different countries. The firm's expertise and knowledge in mergers & acquisitions, concentrations, joint ventures and strategies alliances, within regulated or unregulated sectors, is unique. Its focus is on representing both Mexican and foreign investors.

The firm has participated in public and private placements in domestic and foreign markets. Its perspective on business and financial matters allows it to be sensitive and propose alternatives that address the needs of clients. Its level of service in this area ensures the implementation and development of transactions with the best results for clients, with the necessary and appropriate timing.

As a result of its non-stop search for high added value, VAHG is proud to have the trust of world-renowned Mexican and multinational companies due to the adoption of its business model. The firm represents an invaluable sum of prestige and reputation with strengths and capabilities to conduct international transactions, operating under the highest standards of services and quality.

Fernando Hernández Gómez, VAHG partner, specialises in M&A; corporate and contractual law; corporate finance; banking and securities; and real estate. He is a corporate attorney with international practice, as well as being an expert in mergers & acquisitions.

Mr Gómez became a commercial notary public in 2001. He is vice president of Consulegis, EEIG, an international network of lawyers; secretary of the board of directors of several corporations; a member of the Board of Colegio de Corredores Públicos del Estado de Jalisco, A.C.; a member of the International Union of Lawyers; and a member of the National Association of Corporate Counsels, A.C. He has also been a guest speaker for the international section of the Bar of New York and the International Union of Lawyers.

Further, he graduated with honours, in 1994, from the Universidad Panamericana Campus, as well as graduating from the Universidad Panamericana in Economic and Corporate Law, in 1996; Contract Law, in 1997; and Tax Law, in 1999. He also has a master's in Business Administration from the Instituto Panamericano de Alta Dirección de Empresas, 2005.

Technology Law Firm of the Year in Mexico



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BECERRIL, COCA & BECERRIL, S.C. (BC&B) has more than 40 years of experience and is now ranked as one of the most reliable IP specialised firms in Mexico. It takes action and commitment to innovate and provide the best quality in its services. The firm performs as a strategic partner to its clients, converging the experience and knowledge of its human capital to provide integral and multidisciplinary counselling, from corporate and litigation to licensing and IP procedure affairs, guarding and enforcing their interests in the most effective and assertive manner. It is affiliated to: INTA, AIPPI, ASIPI, AMPPI, LESI, LES-MEXICO, IPO, ICC, AIPLA and FICPI.

BC&B's services portfolio includes: prosecution and defence of IP rights; patents (drafting included); trademarks; copyrights; domain names; trade secrets; anti-counterfeiting; corporate affairs; mergers and acquisitions; due diligence; regulatory ordinance; technology strategy; technical opinions in freedom of use; technology transfer issues (negotiation, legal aspects, valuation, technological business plans); intellectual property intelligence (IP audits, technology watches, competitive intelligence); and intellectual property management.

The expertise of the firm's human capital in the legal and technological areas allows it to provide integral opinions on how to better protect and manage the IP portfolio of its clients. BC&B conveys its expertise in patents, trademarks, licensing and IP litigation issues where it is needed. The firm complements its approach regarding the corporate area through the analysis from its expert personnel.

This approach, along with its capabilities, allows BC&B to work as a hub for its clients for all matters in Latin America. Its clients are from a plurality of sectors, mainly from the pharmaceutical, biotechnology, oil corporations, information technology, automotive sectors and luxury brands.

One of the firm's successes of the past 12 months was providing integral advice on the domestic pharmaceutical industry from various perspectives, such as relevant regulatory and intellectual property issues, to a biotechnological company. In addition, based on a legal and organisational analysis from an integral approach, and considering good practices on intangible assets management, the firm designed a procedure to achieve the successful incorporation of appropriate technology into the operational knowledge of an important client of the oil sector.

Further, BC&B has been involved in contentious actions against several manufacturers and / or traders counterfeiting products of a luxury brand. It has also had several cases resolved in favour of its clients regarding their trademark portfolio, including prosecutions and anti-dissolution strategies, as well as enforcement of trademarks for a client in the automotive sector. BC&B has been actively involved in training Customs authorities to recognise counterfeiting products from several relevant brands of its client portfolios.

The integral protection of the firm's clients' ideas – through the constant innovation of its processes; with integral solutions provided by its human capital; and by delivering outstanding results with professionalism – is BC&B's everyday calling.

Company Formations Accountancy Firm of the Year in Panama



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cca
Camero, Camero & Asociados
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Camero, Camero & Asociados, established in March 2011, is a public accounting firm located in Panama. Its professionals have more than 20 years of experience in external and internal auditing, accounting and payroll outsourcing, tax advisory and planning services for all kinds of companies and activities.

The firm's mission is to provide quality services to all clients with the purpose of keeping them, and society, up to date in accounting, taxing and financial aspects, allowing them to make the best timely decisions. Its plan is to be recognised as an advisory, auditing and accounting firm focused on providing solutions for companies of all economic sectors through a customised and personalised service, and efficient use of technology for the benefit of its clients.

Omar E Camero G, Camero, Camero & Asociados partner and director, has more than 20 years of experience in business consultancy and financial audit, due-diligence, evaluation of the internal control and internal audit.

Mr Camero worked in Union Fenosa, today Natural Gas Fenosa, for 11 years. For the last five of those he was in charge of Internal Audit of this company. He has also been an exhibitor, during the last five years, in topics related to taxation, transfer pricing, audit and countable topics.

Further, Mr Camero graduated from the University of Panama with a licentiate in Accounting, and has a master's in Taxation from the Specialized University of the College of Authorized Accountants of Panama. He is an authorised bookkeeper and is an active member of the College of Authorized Accountants of Panama.

Camero, Camero & Asociados provides services focused on offering clients a continuous improvement on their operations, through responsible and qualified advice. These include: tax compliance audit; financial audit; process implementation and audit; tax consultancy; transfer pricing; implementation and evaluation of Internal Audit Department; accounting outsourcing; payroll outsourcing; and evaluation of investment projects and business valuation, among others.

The accounting outsourcing services are focused on the monthly record of invoices, expenses, purchases, payroll, etc. These services take place either in the firm's offices or in its clients' offices, in order to submit monthly statements of financial position. Another service related to accounting outsourcing is the review of the accounting information and transactions registered by clients.

Camero, Camero & Asociados' services are performed through an automatised payroll system that generates statistics of personnel, severance and settlement payment calculations, XIII month payments, income tax, and annual payroll form 03.

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SHERMAN&HOWARD L.L.C.

John Alan Doran, a member of Sherman & Howard's Labour & Employment Group, has more than 25 years' experience representing employers in labour and employment issues, including counselling, litigation and appellate proceedings. He is a highly sought-after speaker on labour and employment law at the national and state level. Further, he is admitted in Arizona and Texas and is a former president of the Labour & Employment Section of the State Bar of Arizona.

Sherman & Howard, founded in 1892, is a super-regional firm with a national practice. It serves a broad range of clients, including individuals, privately held businesses, multi-national corporations and government entities, as well as legal departments and other law firms.

Mr Doran offers unique advice, counselling, litigation, dispute resolution and appeal expertise. With his depth of experience at the counselling, litigation and appellate stages of labour and employment, he provides tactical and strategic insight and guidance to employers of all sizes from before, during and after an employment issue surfaces, or threatens to surface, until it is ultimately resolved.

His clients vary, across a wide range of industries and businesses. He has worked for one of the largest employers in the world regarding a collection of the largest wage and hour class and collective actions in the US. He has also represented small start-ups that are proactive and forward-looking. Moreover, he represents public-sector employers on thorny issues that state actors uniquely face.

Mr Doran has assisted in the resolution of a very wide breadth of labour and employment matters including: restrictive covenant enforcement / avoidance (non-competes, no-solicits, non-disclosure covenants); employee loyalty disputes; executive dismissals; whistle-blower disputes of all kinds including SOX, qui tam, Dodd-Frank and public policy tort claims; discrimination and retaliation claims of all kinds; employment class actions; wage and hour class and collective actions; ERISA and benefits litigation and class actions; OSHA litigation; RICO and immigration-related litigation; union organising campaigns; unfair labour practice charges; public sector collective bargaining and benefits disputes; among others.

According to Mr Doran, among the main issues confronting employers today are the EEOC's systemic initiative and the NLRB's recent attempts to unreasonably expand its jurisdiction and its rules, all of which can only be effectively addressed by proactive, tactical and strategic advice for forward-looking employers.

Most notably, one of his biggest successes of the past 12 months was succeeding in a non-compete / no-solicit dispute brought by the largest online mortgage lender in the US, Quicken Loans, against its competitor, loanDepot. On behalf of loanDepot, Mr Doran successfully unravelled and completely invalidated all of Quicken's restrictive covenants, allowing loanDepot to hire away Quicken's employees without liability of any kind, and while obtaining a substantial attorneys' fees award on behalf of loanDepot.

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Employment litigation involves some of the most emotionally-charged, explosive confrontations between human beings, and it requires insight and compassion to successfully litigate these cases. In the employment arena, "success" comes in many forms – negotiated settlements that maintain relationships and improve morale, tough litigation strategies that extract employers from lawsuits, presentations that persuade juries, or upholding pro-employer decisions on appeal. BDG understands that each of our clients has unique goals and has developed proven strategies to achieve those goals.

- **Alternative Dispute Resolution**
  BDG recognizes the important role that alternative dispute resolution may play at all stages of an employment dispute, and depending on the specific facts, we regularly work with our clients to develop the most effective ADR strategies to meet their needs.

- **Pre-Litigation Counseling and Advice**
  BDG provides ongoing advice and counseling to help our clients identify and resolve disputes, thereby avoiding unnecessary litigation in areas that include: wrongful termination, discrimination, harassment, retaliation, workplace violence, disability rights, leave rights, drug testing and privacy rights, worker classifications, and reductions-in-force. We also perform internal investigations, as well as audits, to ensure compliance with current laws and regulations.

- **Litigation**
  BDG defends private and public sector employers in state and federal court, where we have extensive experience in handling complex class actions, have litigated many "cutting-edge" legal issues, and regularly position our clients to prevail via summary judgment so as to avoid the expenditure at trial of additional money, time, and staff resources. We also have a long track record of successfully defending our clients' victories on appeal.

- **Administrative Hearings and Complaints Filed with Outside Agencies**
  BDG also represents employers against charges or complaints and in administrative hearings filed in all Federal and State Agencies, such as the EEOC, DFEH, EDD, PERB, and civil service commissions. We also represent our public entity clients before the Office of Administrative Hearings.

Bankruptcy Litigation Law Firm of the Year in California, US



Hill, Farrer & Burrill LLP

Daniel J McCarthy
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HILL FARRER

Hill, Farrer & Burrill LLP was founded in Los Angeles, in 1923. It is a full-service business law firm, providing representation in litigation, appellate, bankruptcy, labour and employment, corporate, real estate and tax matters. The firm is a member of Globalaw, a prestigious worldwide network of independent law firms with more than 100 members in 165 cities, and is represented on Globalaw's governing board.

Hill Farrer attorneys have successfully handled thousands of transactions and won thousands of cases. Its lawyers are respected by the courts and their peers for their solid understanding of the law and aggressive advocacy for their clients.

Daniel J McCarthy, Hill, Farrer & Burrill LLP partner, received his undergraduate degree from Harvard University and his law degree from University of Michigan Law School. He joined Hill Farrer out of law school in 1981 and has been a partner there since 1991.

By its nature, the practice of bankruptcy law is compromise-orientated, but not every dispute can be settled. When bankruptcy matters are contentious and need to be litigated, other attorneys frequently refer their clients to Mr McCarthy. He specialises in litigating disputes in bankruptcy court and related matters in state and other federal courts. This includes fully preparing cases for trial and then trying the cases, as well as handling subsequent appeals. Mr McCarthy has acted as appellate counsel for clients in appeals leading to numerous published and unpublished opinions. His expertise extends internationally to cross-border insolvencies.

While Mr McCarthy's bankruptcy litigation experience is extensive, a few recent examples are representative. In 2013, he prevailed in two bankruptcy court trials. In one case, he successfully defended corporate clients against fraudulent transfer claims for approximately $10 million, and in another case he successfully defended an individual client against fraud claims. In January 2014, he represented two clients in acquiring critical assets in separate Chapter 7 cases in order to eliminate litigation claims by the debtors against his clients. In a recent written order awarding sanctions against an opposing party, one bankruptcy judge described Mr McCarthy as follows: "The Court is aware that, although all of his written communications show extreme patience and courtesy, Mr McCarthy is an aggressive litigator."

Mr McCarthy has held Martindale-Hubbell's 'AV' highest possible rating for Legal Ability and Ethical Standards since 1999. In January 2014, he was selected by Super Lawyers Magazine for recognition as a top attorney in the area of Business Bankruptcy in Southern California.

Further, Mr McCarthy has published articles on bankruptcy law, and he is an editorial consultant for the two volume practice guide California Debt Collection and Enforcement of Judgments.

Individual - Bankruptcy Attorney of the Year in California, US



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Richard H Golubow is a founding member and the managing shareholder of Winthrop Couchot Professional Corporation, a premier bankruptcy law firm established in 1995 and located in Newport Beach, California.

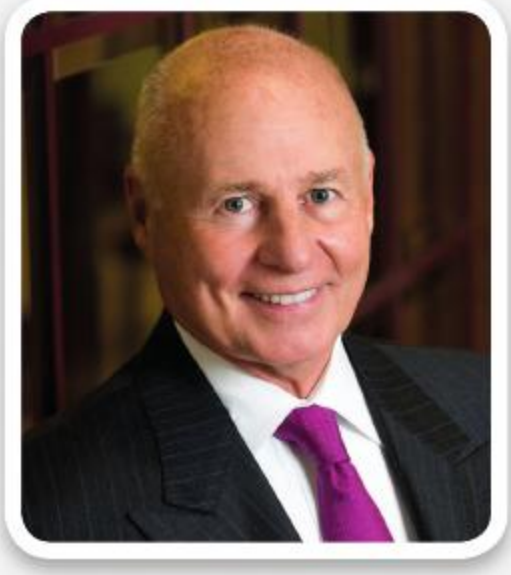
Devoting his practice to the areas of complex bankruptcy and business reorganisations, litigation, liquidations and acquisitions, Mr Golubow's clients include debtors, creditors, creditor committees, bankruptcy trustees, assignees for the benefit of creditors, receivers and asset purchasers in a wide range of industries, including retail, manufacturing, distribution, importing, construction, entertainment, education, non-profit institutions, healthcare, hospitality, real estate, automotive, golf and country club, biotech, transportation, telecommunications and Internet businesses.

He has achieved an 'AV Preeminent' (5 out of 5) Peer Rating, Martindale-Hubbell's highest peer recognition, generated from evaluations by other members of the bar and the judiciary for legal ability and ethical standards. He is also rated "superb" (10 out of 10) by the leading independent attorney rating service, AVVO, and has been selected by his peers as a Super Lawyer, representing the top 5% of practising attorneys in Southern California. Mr Golubow is a member of the International Network of Boutique Law Firms (INBLF), an invitation only network of lawyers from single-discipline boutique law firms with the highest level of knowledge, experience, reputation and credentials comparable or superior to what can be found at the highest-ranking full-service law firms.

Further, Mr Golubow served as an educational co-chair for the California Bankruptcy Forum's 24th Annual Insolvency Conference in May 2012. He has lectured or been interviewed on varied insolvency related topics including recently, as a guest on Commercial Real Estate Radio (creradio.com) discussing the topic of Investing in Distressed Real Property in Bankruptcy, on February 13, 2014; and as a moderator for 'Debtor-Creditor Feud: The Good, the Bad and the Reality of Receiverships' at the National Asian Pacific American Bar Association 24th Annual Convention in November 2012.

He was also a panellist for 'But I Thought We Were Safe: Are Priority Claims and Legacy Employee Liabilities at Risk in a 363 Sale?' at the American Bankruptcy Institute's 25th Annual Winter Leadership Conference in December 2013; 'War of the Roses, The Impact of Divorce Proceedings on Business and Personal Bankruptcy Cases' at the California Bankruptcy Forum's 25th Annual Insolvency Conference in May 2013; 'Bankruptcy Reorganization Plan Strategies for Debtors, Lenders and Creditors Proposing or Opposing a Plan of Reorganization', a webinar produced by Strafford Publications in September 2011; the US Bankruptcy Roundtable, October 2012 and October 2010, produced by Financier Worldwide; and for the US Automobile Sector Roundtable, February 2009, produced by Financier Worldwide.

Moreover, Mr Golubow served as judicial law clerk and judicial extern to the Honourable John J Wilson, United States Bankruptcy Judge in the Central District of California, Santa Ana Division.



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Girardi | Keese

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Girardi | Keese, founded in 1965, is located in California, US, and represents clients in California and nationwide. Its lawyers have an extraordinary depth of experience in all of its practice areas, including: product liability; environmental and toxic liability; defective drugs and medical devices; anti-trust, class actions; employments law; personal injury and wrongful death; and medical malpractice, among others.

Every case handled by Girardi | Keese's lawyers receives the care and resources that comes from their combined knowledge. The firm is a 'voice for the injured', from the first million-dollar medical malpractice verdict in California (1970) to a $1.9 billion settlement for California consumers to a $25,000 verdict for a homeless man bitten by a dog.

Girardi | Keese lawyers and staff are dedicated because they are doing work that they believe in. Tom Girardi has had two secretaries since 1965, Bob Keese has had one, and the firm has only had two bookkeepers in its history. It is working every day to assure that in the future it will be even stronger and more successful. When bringing in promising new lawyers, the firm gives them all the support they need to reach their full potential.

Most of Girardi | Keese's cases come from lawyer referrals, because lawyers want the best representation available for their clients. Referring attorneys become a part of the firm's legal team for the duration of the case. In order to develop winning cases, particularly tough, complex ones, significant resources are needed. These include: expert witnesses; engineering, medical and scientific knowledge; dedicated attorneys; and financial resources.

Attorneys discuss cases as a group, drawing ideas and creative approaches from collaboration. Their trial experience is exceptional; 11 of Girardi | Keese's attorneys are members of ABOTA (American Board of Trial Advocates).

But it is not enough for the firm to sue individuals and businesses that have harmed others. One of its aims is to change the law; Girardi | Keese works in Sacramento and in Washington, DC, to strengthen the laws that protect individuals. It also shares its financial rewards and professional experience with the community.

Girardi | Keese has a strong reputation for holding manufacturers responsible for their mistakes when defective products injure people. Examples of this are when a product is unsafe because of bad product design, defective materials, a manufacturing mistake, failure to provide accurate instructions or failure to provide adequate warnings.

This can happen when a product is rushed to market; it often turns out that the manufacturer knew the product was dangerous. The attorneys at Girardi | Keese have the experience, knowledge and ability to investigate, find the defects and litigate a product liability case. In many cases, a change that would not have cost the company much could have prevented serious injuries or wrongful death.

The firm has successfully challenged auto manufacturers for unsafe product design and dangerous component parts. It has also taken retailers and manufacturers to court for selling unsafe toys and children's products. Furthermore, the firm's trial lawyers have gone to court on behalf of people harmed by dangerous drugs or by defective medical devices. Its product liability lawyers have even fought airplane and component parts manufacturers when design defects caused airplane accidents.

Girardi | Keese has successfully recovered more than three billion dollars on behalf of its clients over the years. Some of the firm's cases include: a $4.85 billion settlement with Merck for personal injuries to consumers of the drug Vioxx; a $785 million jury verdict against several chemical manufacturers for toxic tort personal injury claims; a $633 million settlement with PG&E for toxic tort personal injury claims by residents of Hinkley, California (made famous by the film Erin Brokovich); and a $45 million jury verdict against the Ford Motor Company in a product liability case for a 12-year-old boy who was paralysed due to a defective seatbelt.

Christopher T Aumais, Girardi | Keese attorney, specialises in the areas of product liability, insurance bad faith, commercial torts, intellectual property, personal injury, and wrongful death. He takes a "hands on" approach in representing individuals or businesses who have suffered as the result of another party's negligent actions.

Mr Aumais is a member of the American Bar Association, Public Justice Foundation, American Association for Justice, Consumer Attorneys of California and Consumer Attorneys Association of Los Angeles. He has studied law in four countries and is bilingual in French and English.

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Michael J Maimone, Managing Shareholder of Greenberg Traurig LLP's Wilmington, Delaware office, is an experienced corporate attorney and litigator who practises primarily in Delaware and New York. His areas of specialisation are corporate litigation, mergers & acquisitions and other corporate transactions, and corporate counselling.

Greenberg Traurig (GT), founded in 1967, has approximately 1,750 lawyers located in 36 offices around the world, and is a full-service international law firm with the fourth-largest number of lawyers in the United States, and eighth-largest worldwide. The firm helps clients to bridge diverse legal systems and cultures, with a focus on efficient and effective strategic advice and legal services.

GT opened its Delaware office in 1999 in response to the unique role Delaware plays in the increasingly complex commercial needs of its national and international clients. Its attorneys work closely with GT's Global Corporate Practice and Global Litigation Practice to ensure that clients understand and evaluate properly the risks inherent in today's corporate environment.

The firm's Litigation Department has more than 600 litigators in 36 offices throughout the United States, and in Latin America, Asia, Middle East, and Europe. The department's global platform distinctively positions it to address the needs of both domestic and international clients. Its trial lawyers regularly appear in state and federal courts throughout the United States, as well as in appellate courts and before international arbitration panels. They have tried many cases to verdict, and have the in-house legal and technological capabilities to efficiently handle dockets of cases numbering in the thousands.

GT's Corporate Department advises public and privately held companies on mergers and acquisitions, corporate restructurings, private equity and venture capital, underwritten and syndicated offerings, commercial finance and syndicated lending, cross-border transactions, and general corporate matters. Its industry experience includes transactions in a wide range of fields, from the pharmaceutical, medical devices and life sciences fields, to representations involving clients in the aviation, banking, energy, healthcare, manufacturing, technology, and telecommunications sectors.

Public and private companies turn to GT for their M&A transactions. The firm advises both middle market transactions and billion dollar deals. Its practice has a global reputation for the services its team provides to companies and entrepreneurs throughout the Americas, Europe, Middle East, Asia and Africa. The firm has particularly strong experience with cross-border transactions across a wide range of industries and representing leading investment banking and financial advisory firms.

Mr Maimone's corporate practice involves counselling clients on a broad range of matters such as hostile acquisitions, going-private transactions, corporate restructuring, mergers and other negotiated transactions, and proxy contests. His corporate litigation practice includes representing clients in litigation involving mergers and acquisitions; class and derivative actions; and general corporate law issues.

He has advised numerous boards of directors and committees of boards of directors in connection with hostile acquisitions, mergers and other negotiated transactions, the adoption of defensive devices in the context of potential hostile acquisitions; proxy contests, and internal investigations involving alleged wrongdoings by directors and officers of the corporations.

In addition, Mr Maimone negotiated the sale of a privately-held corporation to a Fortune 500 corporation, which required the prior spin-off of real estate assets to the stockholders of the privately-held corporation. He has also negotiated the financing of numerous start-up corporations with various investors, including investments by Fortune 500 corporations.

Further, he has advised numerous foreign-based venture capitalists in connection with various investments in the United States, as well as advising both corporations and stockholders in connection with director and stockholder requests for information under Delaware statutory law, and litigated actions in connection with director and stockholder requests for information.

Mr Maimone has represented and advised corporations, directors and stockholders in litigated actions commenced in numerous courts and jurisdictions throughout the United States involving corporate law issues. He has also represented and advised stockholders in a litigated action commenced in the United States District Court for the District of Delaware and appealed to the Court of Appeals for the Third Circuit, which involved the duties owed by boards of directors to unsecured creditors and to stockholders in the context of corporate insolvency.

Moreover, he has represented and advised stockholders in a litigated action commenced in the Delaware Court of Chancery and appealed to the Delaware Supreme Court, which involved the duties owed by boards of directors to stockholders in the context of proxy contests.

Mr Maimone's education includes a BA / BBA from the College of Mount Saint Vincent, 1984; and a JD from the University of Virginia School of Law, 1987. He is admitted to practise in Delaware and New York. Mr Maimone also is an Adjunct Assistant Professor of Law, Tulane University School of Law where he lectures on issues of corporate law, corporate finance, and mergers and acquisitions, and teaches an advanced-level course entitled Corporate Law and the Practical Aspects of Hostile Acquisitions. He is rated five out of five by AV Preeminent.

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Burson-Marsteller

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Burson-Marsteller has a worldwide network consisting of 73 offices and 84 affiliate offices, operating in 109 countries. Its experience in the region is supported by 60 years of handling strategic communications at national and international levels. It provides clients with counsel and programme development across the spectrum of public relations, public affairs, reputation and crisis management, digital strategy, advertising and other communications services.

The firm's Miami office, established in 1988, has more than 35 experienced professionals and is currently one of the largest public relations firms in Florida. It serves clients with interests in the Latin American Region, in the Caribbean and in the US. Its client base varies from Fortune 500 companies to the small to medium-sized companies that require local, regional or national support of their product or service.

Claudia Gioia, Burson-Marsteller executive vice president, noted: "The biggest challenge we face in South Florida is related to the entrepreneurial market. Each start-up company has unique needs and dynamics. Burson-Marsteller shows potential clients that we have the resources to create tailored services to meet their needs in the short and long term."

The firm develops client programmes using an evidence-based communications approach. This is a scientific approach to communications, driven by data at the beginning, the middle and the end of all programmes. By using this approach, Burson-Marsteller is able to create sophisticated communications campaigns built on knowledge research and industry insights that effectively reach its clients' critical audiences and stakeholders.

Ms Gioia commented: "Aside from servicing the South Florida region, the Miami office also houses our Latin American headquarters. In 2013, Burson-Marsteller was named the Latin American Agency of the Year by The Holmes Report. Our Holding Company, WPP, awarded the Ford team (Miami and Brazil) with the WPP'ed Cream Award Consumer Marketing, the highest award given for PR firms. This recognition came after a year of growth and award-winning work in this region.

"Some of our Latin-American clients are based in Miami and have started as local clients. We are thankful for the trust and challenges that clients bring to us. We only get to do great, creative, fun and strategic work because a client has chosen to bring us a challenge and trusted us to develop and execute a solution.

"In order to meet our clients' needs in the US Hispanic market, Burson-Marsteller has developed the specialty area B-M Latino. The B-M Latino practice at Burson-Marsteller creates culturally competent, pertinent and sensitive communications solutions for the US Hispanic market. Evidence-based strategies and relevant content are the key to engage, connect and persuade cross-cultural audiences. B-M Latino's successful multi-audience engagements are only possible when you understand, plan and operate based on cultural intelligence."



Diaz, Reus & Targ, LLP

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Under Michael Diaz, Jr's leadership, the cross-border law firm Diaz, Reus & Targ, LLP has grown into an international legal powerhouse that foreign governments and officials, international corporations, entrepreneurs and high-net-worth individuals rely on for aggressive counsel in high-stakes cases around the globe.

In the 1980s, Cuban-born Mr Diaz served an assistant state attorney division chief under the Honourable Janet Reno, where he investigated and prosecuted major cases in corruption, economic crimes and homicide. He later litigated complex financial and international money-laundering cases. In 1998 he co-founded Diaz Reus, leveraging his and his partners' know-how in international finance, customs, asset recovery and white-collar crime.

He noted: "The firm boasts a tradition of independent thinking, a 'can do' attitude, and a disciplined work ethic."

Serving notable clients from its Miami headquarters and global offices in the Caribbean, South America, the Middle East, Europe and Asia, Diaz Reus lawyers now handle high-profile international litigation and arbitration involving intellectual property rights; business and contractual disputes; trademark and copyright violations; financial fraud claims; asset-recovery; anti-money-laundering compliance; and criminal and civil RICO cases, as well as regulatory cases and white-collar criminal defence. In addition, multilingual transactional lawyers at Diaz Reus manage multinational and domestic corporate formation, licensing, tax, mergers and acquisitions, immigration, trust and estate and family law matters worldwide.

Mr Diaz said: "The firm is frequently recognised for handling complex matters involving discrete questions of law."

In one of its most significant rulings over the past two decades, the Florida Supreme Court recently adopted points emphasised by Diaz Reus attorneys during appeal that included a presumption in favour of a US citizen plaintiff's right to choose the forum, and the importance of considering public interest factors in determining the most appropriate legal forum.

In addition, the firm successfully defended a district court order before the US Court of Appeals for the Second Circuit finding that the US Racketeer Influenced Corrupt Organizations Act (RICO) did not reach conduct outside of the US.

Diaz Reus also successfully challenged a district court before the United States Court of Appeals for the Eleventh Circuit, which found that the Republic of Peru was not entitled to sovereign immunity when it offered a monetary reward in exchange for information leading to the capture and arrest of an international fugitive.

Always seeking to transform and enhance the firm's areas of expertise, Mr Diaz has brought together experienced attorneys, consultants and professional staff with diverse cultural backgrounds who can communicate with clientele in multiple languages. He added: "We've tailored ourselves to help clients resolve legal issues around the globe – no-nonsense style."

Diaz Reus and its international client base continue to grow, both in number and in strength. New cross-industry practice areas – among them international corporate governance and compliance; cross-border anti-money laundering; and international trade and investment – are staffed by internationally qualified attorneys admitted to practise in various US and foreign jurisdictions, including Argentina, Panama, Colombia, Mexico, England and Wales, Australia, the Supreme Court of India and the Dubai International Financial Centre.

From offices in Miami, Shanghai, Dubai, Erbil, Baghdad, Frankfurt, Bogotá, Caracas, Mexico City, Panama, Buenos Aires, Santiago, Sao Paulo and Iraq, the firm's multicultural lawyers operate seamlessly in international courts and arbitral tribunals. Diaz Reus international lawyers, solicitors and consultants speak English, Spanish, Catalan, Czech, Mandarin Chinese, Shanghainese, Japanese, Arabic, Hindi, Italian, French, Portuguese and German.

Mr Diaz commented: "Speaking our clients' native languages, understanding their local cultures and customs, and having a keen awareness of their specific needs have helped our firm and our clients succeed.

"We're a mid-sized firm with broad international reach, a full range of sophisticated services, and a driving ambition to get the job done. As such, we fill a unique niche in providing cost-effective legal solutions to enhance our clients' standing in a highly and ever-increasing competitive global business environment."

The firm's attorneys can be found on the cutting edge of legal developments, not only winning on appeal a case that sets a new standard for Florida's forum non conveniens doctrine, but also leading investors into emerging markets through offering local know-how and helping them to successfully navigate complex international laws and regulations; pursuing cross-border justice for victims of financial fraud and corruption; and crafting a winning strategy for a complex international divorce and child custody case.

Mr Diaz concluded: "With the ability to assist our clients in any nation, culture, and setting, Diaz Reus continues to be an entrepreneurial venture. The firm embodies knowledge and awareness of global business as it intersects with law – a winning combination for our clients and the firm."

Business Law Firm of the Year in Hawaii, US



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Starn O'Toole Marcus & Fisher is a leader among Hawaii's real estate and business law firms, recognised for its expertise in real estate law, commercial transactions and complex commercial litigation in Hawaii, the US mainland and internationally. The transactional and litigation teams often join forces in complex commercial matters that require both business law and litigation experience. The firm's intellectual power, mental strength and toughness generate winning strategies, strong negotiations and innovative settlements for clients. Above all, the firm's passion for excellence and responsive client service has earned the firm an international reputation for extraordinary client results.

Ivan M Lui-Kwan, a director of the firm, extends its reach internationally in his service as Ambassador to the United States for King Tuheitia, Maori King, and the Tribes of Aotearoa. Mr Lui-Kwan's role has been to assist King Tuheitia in the building of relationships with community organisations in Hawaii and with the US government, and the developing businesses in New Zealand with the objective of funding programmes to improve the health of Maori families, with a focus on Maori children.

Mr Lui-Kwan has earned Martindale-Hubbell's highest AV Preeminent rating. He is recognised by Best Lawyers in America in the practice areas of government relations and land use law, and is chairman of the board of directors of Honolulu Authority for Rapid Transit (HART). HART's mission is the construction and operation of a 20 mile rapid transit project from East Kapolei to the Ala Moana Center on Oahu, Hawaii. The project is the largest public works project in Hawaii's history with a budget of $5.2 billion.

The Hawaii real estate law firm is Top-listed by U.S. News & World Report-Best Lawyers® 'Best Law Firms', and has earned Martindale-Hubbell's® highest AV Preeminent rating, given by its legal peers for professional excellence.

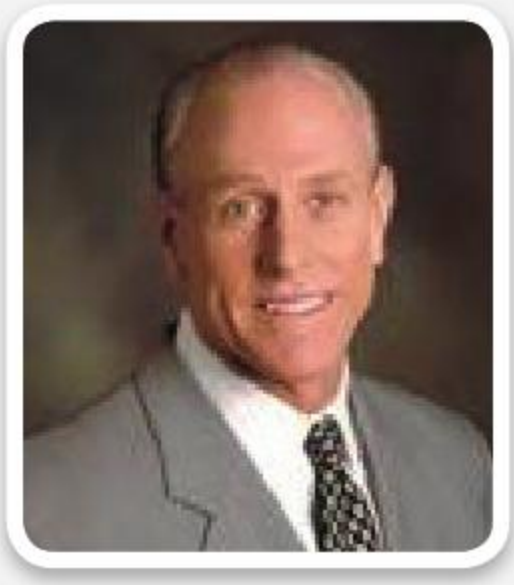
Litigation

Starn O'Toole Marcus & Fisher's litigation powerhouse has extensive experience, including significant jury and non-jury trial work, in complex commercial litigation. Its team has trial expertise before state and federal courts in Hawaii and the US mainland, including the US Supreme Court, and has served as litigation general counsel before courts in foreign jurisdictions.

Transactional

The firm's business law attorneys are known for sophisticated case analysis and innovative business solutions for complex matters, and have opened many doors for domestic and international clients, by helping them navigate Hawaii's complex land use and permitting laws.

The transactional team has significant experience in Hawaii real estate development and transactions, hotels, hotel management agreements, corporate finance, international transactions, secured transactions, mergers and acquisitions, construction law and complex commercial matters.



Bays Lung Rose & Holma

A Bernard Bays
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Bays Lung Rose & Holma has 23 attorneys and focuses the majority of its practice on real estate law and litigation. It partners have a total of more than 175 years of experience in these areas. Due to this expertise, the firm is capable of handling the largest and most complex real estate litigation cases.

In its real estate litigation practice, Bays Lung Rose & Holma's Honolulu real estate litigation attorneys represent clients throughout the industry, including developers, realtors, lenders, buyers, sellers, landlords, tenants and others. Whatever the dispute, the firm is recognised across Hawaii for its business and legal savvy, and overall exceptional representation.

In a recent case, the firm's client, Bridge Aina Le'a, LLC, challenged the State Land Use Commission's decision to downzone the 1,000-acre Aina Le'a residential and commercial development on the Big Island of Hawaii. Attorneys Bruce Voss, Michael Carroll and Matthew Shannon argued that the Land Use Commission's action violated the state's land use statute, Chapter 205, and the due process and equal protection clauses of the constitution.

Circuit Court Judge Elizabeth Strance agreed with the client's position, stating in her opinion that the Land Use Commission had "lost sight of its mission". The ruling sets an important precedent for developers and lenders on projects throughout Hawaii.

In Hawaii, land is extremely scarce and extremely valuable. Consequently, real estate disputes are a major element in most commercial disputes in this state. The firm was founded to provide aggressive, client-focused representation in real estate and construction litigation. It has been a leader in this field ever since.

Although Bays Lung Rose & Holma's lawyers come from different backgrounds and have different levels of experience, every single member of the team is trained, experienced and skilled in real estate law. When necessary, they can immediately mobilise their resources to resolve issues of any magnitude. The firm's Hawaii real estate law attorneys are ready to address all types of real estate disputes, including: contract disputes; fraud and misrepresentation; land use disputes; and statutory and zoning violations.

The firm has the resources to take effective, decisive action on its clients' behalf. The partners, associates and staff work together to ensure that their clients receive cost-efficient representation. This team approach offers clients other benefits as well. For instance, there are no learning curves at Bays Lung Rose & Holma. Each member of the team assigned to a client thoroughly understands that client's business. As a result, the law firm is ready to make an immediate impact in its clients' cases.

A Bernard Bays, senior and founding partner of the firm, has gained a state-wide reputation for his expertise in real estate law and litigation, land use law and litigation, and complex commercial litigation. He has been practising law in Hawaii for 43 years. Due to the stringent experience and testing requirements, he is one of the few attorneys in Hawaii who is board-certified as a civil trial advocate by the National Board of Legal Specialization. He has also been certified by the Supreme Court of Hawaii as a specialist in Civil Trial Advocacy.

Mr Bays has represented clients in landmark litigation cases in all state and federal courts including the Supreme Court of the United States and all lower courts. For example, he represented the Parker Ranch Foundation Trust in a will contest over the $450 million estate of Richard Smart filed by his two sons. The estate included the 225,000 acre Parker Ranch located at Waimea on the Island of Hawaii. Mr Bays also represented the Newton family before the State Land Use Commission in reclassifying more than 400 acres of land above Hilo on the island of Hawaii from conservation to agriculture.

In addition, he represented Aloha Tower Associates, the developers of Aloha Tower Marketplace, in a $710 million case against Mitsue Bank and Trust for its misconduct in the development of the marketplace. Further, he represented Budget Rent A Car in an antitrust case against Hawaiian Airlines, as well as representing Oahu Gas Services in an antitrust case against Gasco.

Mr Bays has achieved the highest 'AV' rating and been selected as a Preeminent Lawyer by the Martindale-Hubbell legal rating service. He has repeatedly been selected as one of the Best Lawyers in Hawaii by Honolulu Magazine in real estate litigation and land use and zoning litigation, and has been recognised nationwide as one of the top 100 trial lawyers by the American Trial Lawyers Association and as a Super Lawyer in litigation. Mr Bays is also a licensed real estate broker, and has authored numerous publications on real estate and litigation.

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Rising Star - International Transactions Attorney of the Year in Illinois, US



Gould & Ratner LLP

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About Manish S Antani: Mr Antani's global experience consists of complex deals throughout the world, including Brazil, Canada, China, Germany, India, Ireland, Mauritius, Mexico, Mongolia, Nigeria, Singapore, South Africa and the United Kingdom, as well as a wide variety of issues including M&A, secured financings with foreign collateral, anti-bribery compliance, and general corporate advisory.

Mr Antani has been interviewed by several national and international media outlets about global current events, has advised Members of Congress on various foreign policy issues, and has been selected as a delegate to exclusive business delegations and international summits in the United Kingdom, India and the United States, including by a US State and a large US city.

Further, he has organised exclusive business delegations and international summits in India and the United States, in the cities of Mumbai, New Delhi, Hyderabad, Chicago, Indianapolis and Washington DC.

About Gould & Ratner: Gould & Ratner LLP is a law firm with a wealth of legal experience and business acumen. Its services are designed to reflect the needs of well-established organisations and growing businesses, as well as those of individuals and families, both within and outside the United States.

For 75 years, Gould & Ratner has provided comprehensive legal counsel to entrepreneurs, family businesses, key executives, middle market and Fortune 500 companies on a broad range of complex legal, tax and business issues. The firm is committed to providing sophisticated legal advice delivered cost-effectively, with a personal touch.

The firm's clients operate in a wide range of fields, including manufacturing and distribution, technology and telecommunications, financial services, real estate, intellectual property, construction, hospitality, food and beverage and gaming, as well as emerging new industries.

Gould & Ratner acts as general counsel for domestic and international companies with annual sales in excess of $1 billion and has structured sophisticated and complex domestic and foreign transactions as well as tried and settled thousands of lawsuits and workouts.

The firm's attorneys are trained and educated in multi-faceted legal areas so that each one can guide a client through more than one issue, rather than bouncing them from attorney to attorney. They translate their legal knowledge and business skills into practical solutions that work for their clients. However, when a team is needed, the right people are just down the hallway.

Gould & Ratner has the ability to offer its clients a cross-disciplinary approach in managing their questions and concerns in many industries and practice areas, including: business counselling and transactions; construction; family business & entrepreneurs; employment & human resources; environmental; estate planning; financial institutions; gaming; hospitality, food & beverage; intellectual property; litigation; non-performing loans; private equity / venture capital; real estate; restructuring and insolvency; sports and entertainment; tax & wealth transfer; tax controversy; and telecommunications, media and technology.

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ANTHONY OSTLUND BAER & LOUWAGIE P.A.

BUSINESS LITIGATORS

Anthony Ostlund Baer & Louwagie (Anthony Ostlund) is a Minneapolis-based firm dedicated exclusively to resolving business disputes. Its large boutique platform focuses entirely on solving business and financial disputes. Due to its representation of businesses and private equity firms, its trial professionals have led complex engagements for business clients across the United States and internationally, including Germany, France, England, Singapore and China.

Richard T Ostlund, an Anthony Ostlund senior partner, is an experienced business trial attorney leading complex engagements, as well as being a corporate director of national and multinational businesses over the past 30 years. He brings a unique business/strategic perspective to efficiently resolving business issues for clients involving several million to more than $1 billion.

Mr Ostlund has led engagements in more than 30 states and in multiple countries. Since 2008, he has represented clients who have successfully recovered $73 million, $62 million, $23 million, $15 million, and $8 million and $7.5 million in shareholder/partnership, intellectual property, trust/fiduciary duty, banking and insurance coverage cases in Minnesota, California, Texas and Arizona. The range of Mr Ostlund's major trial experience in multiple business areas over 32 years is exceptional among trial lawyers.

He has also directed intellectual property disputes and Foreign Corrupt Practice engagements involving business operations in China, France and Germany. In 2011, Mr Ostlund and the firm were hired to replace one of the largest law firms in the world to defend ongoing federal court medical equipment antitrust litigation in Texas. Anthony Ostlund replaced the client's previous trial team of 16 lawyers, plus another eight based in India, with a team of six Anthony Ostlund professionals who successfully obtained a dismissal of the case, and in the process saved the client millions in defence costs.

Whether a client's needs involve a bet-the-company trial, the future control of the business, or a financial contest involving hundreds of thousands to more than $1 billion regarding virtually any aspect of modern business life, Anthony Ostlund is a firm of business-focused attorneys who have actually successfully tried such cases. It specialises in a wide range of business disputes, including securities, shareholder/governance/fiduciary duties, financial fraud, banking, intellectual property and employment litigation. The firm obtains consistently outstanding results in an efficient manner using a focused business model where its professionals are each deeply experienced in their core areas of expertise.

Anthony Ostlund partners have been consistently recognised by their peers, judges and knowledgeable industry sources for their expertise. Multiple partners – Joe Anthony, Rich Ostlund, Norm Baer and Vince Louwagie – have been selected as Minnesota Lawyers of the Year in 2007, 2008, 2009 and 2013; or accepted by the American College of Trial Lawyers or International College of Trial Lawyers; or recognised as leading trial attorneys in Best Lawyers in America and/or in Chambers USA.

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The aggressive enforcement of the rights and remedies of clients with respect to financial transactions is an original cornerstone of the firm and remains a highly prominent practice area.

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For more information regarding our Insolvency Practice, please contact Department Chair **Leslie A. Berkoff** at **516-873-2000** or via email at **lberkoff@moritthock.com**

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SCH
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Steven R Schindler is a co-founder of Schindler Cohen & Hochman LLP (SC&H), a premier litigation and art law boutique. As Chair of the firm's art law group, Mr Schindler has litigated cases involving the authenticity, title, provenance, and appraisals of fine art and jewellery. In addition, the firm has advised galleries, art organisations, appraisers, collectors, family offices, and artists on the consignment, sale and acquisition of art, and regularly advises on and negotiates consignments and financing agreements with auction houses.

SC&H achieves remarkable results in complex commercial litigation. SC&H's lawyers all graduated from top colleges and law schools and trained at leading law firms. Many of its lawyers have served on law journals or as federal clerks, and currently serve on or chair bar association committees. The high-level qualifications of its legal staff ensure that the firm's work is consistently of the highest calibre.

Mr Schindler's cases have involved diverse areas of law, including: art law, banking, bankruptcy, commercial fraud, corporate governance, executive employment, intellectual property, insurance coverage, investment banking, real estate, securities fraud and suretyship.

He represents clients in multi-billion dollar estate and tax litigations in multiple foreign forums. On behalf of international art galleries, he has litigated the rights to major contemporary paintings and challenges to numerous appraisals. In one highly publicised case involving contested rights to a Paul Gauguin painting, he won a dismissal that was affirmed in a leading New York Court of Appeals decision. In addition, he represents the leading materials and analysis firm in connection with their work analysing alleged forgeries of the works of major contemporary artists.

Notable litigation results also include representation of two foreign banks in a declaratory judgement action resulting in a $149 million judgement for the banks on a performance bond for the conversion of an oil production platform in Brazil, and a Japanese corporate investor in highly-publicised $125 million securities fraud action resulting in a $90 million settlement.

Mr Schindler serves on the International Litigation, Arbitration and ADR Committees of the International Bar Association, and belongs to the Litigation Section of the American Bar Association. Mr Schindler sits on the board of New York Lawyers for the Public Interest and the New York Committee of Human Rights Watch.

Mr Schindler is on the faculty of the Sotheby's Institute of Art, where he lectures on art law, and serves on the Art Law Committee of The Bar Association of the City of New York. He also sits on the board of Artists Space, an organisation of renowned artists, gallerists, collectors and intellectuals who are dedicated to the support of emerging artists. As an active participant in the sectors he serves, Mr Schindler is often at the vanguard of new developments in the law and the art business and has an insider's perspective on how the changes affect his various constituencies.

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Editor's Choice - Business Crime Law Firm of the Year in Pennsylvania, US



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Myers, Brier & Kelly, LLP (MBK) earned its reputation as Pennsylvania's premier white-collar criminal defence firm through its defence of licensed professionals, corporate executives and high ranking public officials in state and federal proceedings. MBK's lawyers routinely represent clients in cases generating significant public attention, including state-wide officeholders and leaders in Pennsylvania's Judiciary and General Assembly.

The firm also prides itself in avoiding public attention for high-profile clients by successfully arguing that criminal charges should not be filed. The prestigious reputations of MBK's lawyers are enhanced by their substantive knowledge of healthcare, banking, tax, labour, insurance and campaign finance laws. The firm draws on this diverse experience to develop coordinated defence strategies and compliance programmes to reduce the risk of exposure. The result is aggressive, innovative and zealous advocacy rendered efficiently and on a highly personal basis.

Since its founding in 1995, MBK has represented clients at all stages of the criminal justice process, including internal investigations, government audits, regulatory investigations, grand jury investigations, preliminary hearings, suppression hearings, plea negotiations, state and federal trials, sentencings and appeals. Representative matters the firm has handled in the past include: public corruption; trade secret and other theft; mail and wire fraud; healthcare fraud; RICO; perjury and false statements; conspiracy; obstruction of justice; money laundering; and tax evasion. Its lawyers have appeared in state and federal courts throughout Pennsylvania and in Illinois and New York.

The principals at MBK are consistently ranked at the top of their field by Super Lawyers and The American Trial Lawyers Association. Since 2011, Daniel Brier has been recognised for four consecutive years as one of the Top 100 Attorneys in Pennsylvania, and in 2013 he was selected by Corporate Counsel magazine as a top-rated preeminent lawyer. Mr Brier is a court-approved mediator for the United States District Court for the Middle District of Pennsylvania and the Court of Common Pleas of Lackawanna County. He is also an arbitrator for the National Association of Securities Dealers.

Donna Walsh earned her reputation as a superb advocate with tenacious and insightful intellectual rigour. Patrick Casey, a former federal public defender, is on the National Board of Trial Advocacy and earned his masters in trial advocacy. In addition, the MBK team regularly writes and lectures on topics relating to criminal defence matters and has been published in The Champion and Aspatore Books' Inside the Minds series. They are recognised leaders in the field of white-collar criminal defence.

The stakes are high when an individual or organisation is under investigation for or charged with a white-collar criminal offence. Clients that understand turn to MBK for their all-in defence.

ASIA & OCEANIA

Asia & Oceania Winners

Asia is the largest continent in the world, located entirely in the eastern hemisphere, east of Europe and northeast of Africa. Oceania includes Australia, New Zealand and a host of island nations, stretching from Asia's east coast to parts of the South Pacific in the western hemisphere.

After a notable slowdown in 2011-2012, economic growth in East Asia stabilised at a moderate level in 2013. The region continues to be adversely affected by relatively weak external demand from developed economies, as well as an adjustment to slower growth in China. A moderate pickup to 6.1% is forecast for 2014 and 2015, mainly driven by a gradual recovery in export growth amid improving conditions in developed countries. In most East Asian economies, private consumption and investment will continue to expand at a solid pace, supported by stable labour market conditions, low inflation and fairly accommodative monetary policies. Fiscal policies will remain moderately expansionary and continue to provide support for growth.

Growth in South Asia remains lacklustre as a combination of internal and external factors hamper activity, particularly in the region's largest economies, such as India, the Islamic Republic of Iran and Pakistan. Growth is forecast to pick up moderately to 4.6% in 2014 and 5.1% in 2015, supported by a gradual recovery in domestic demand in India, an end to the recession in the Islamic Republic of Iran and an upturn in external demand. However, in most economies, growth will likely remain well below the level prior to the global financial crisis.

Western Asia is estimated to accelerate to 4.3% in 2014. While the member countries of the Gulf Cooperation Council (GCC) have been on a stable recovery path, continuing political instability, social unrest, security incidents and geopolitical tensions have hampered a number of other economies in the region. The Syrian crisis has been impacting the neighbouring countries in a multifaceted way. The subdued cross-border economic activities – including trade, investment and tourism – between GCC countries and the rest of Western Asia continued to fail to bring intraregional positive spill-over effects. The stagnation of private capital inflows put Jordan, Lebanon and Yemen under moderate

foreign exchange constraints. Turkey continued to face financial pressures, with its currency depreciating and interbank interest rates rising as a result of the decline in international capital inflows.

In Japan, the large expansionary policies aiming to reflate the economy managed to end the decade-long deflation in 2013, as the consumer price index (CPI) is estimated to increase by 0.3%, and is forecast to hit the target of 2% in 2014.

Australia will maintain a relatively fast rate of economic growth in comparison to many other advanced economies. The real GDP growth is estimated to pick up to an average of 2.8% in 2014-15. The economy expanded by 0.8% q/q (2.8% y/y) in the final quarter of 2013 following a 0.6% (2.4%) gain in the prior three months. In 2013 as a whole, output grew by 2.4%. Economic momentum has lately been adversely impacted by weakening mining investment activity.

Though recovering, household spending continues to be held back by labour market softness; at 6% in February, the jobless rate has climbed to its highest level since 2003. Nevertheless, as the housing market continues to improve, and the effect of monetary stimulus measures filter through the economy, consumer confidence and household spending growth should pick up, thereby increasingly offsetting the lower investment gains.

The resource sector continues to be the key economic motor. Commodity exports (equivalent to around two-thirds of total exports) are performing well, reflecting increasing mining capacity following project completions. Accordingly, net exports will likely be a contributor to output growth in the near term. Economic conditions in China and Japan are highly relevant for Australia as the two countries purchase almost half of the nation's shipments abroad.

Over the past 20 years, New Zealand has been transformed into an industrialised, free market economy that can compete globally. In 2012, New Zealand's economic increase reached a four-year high. This is the highest increase in GDP since March 2008, when the economic recession began.

The economy pulled out of recession late in 2009, and achieved 2-3% per year growth in 2010-13. Nevertheless, key trade sectors remain vulnerable to weak external demand. The government plans to raise productivity growth and develop infrastructure, while reining in government spending.

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MITRY LAWYERS

Rick Mitry, Mitry Lawyers co-founder and partner, specialises in criminal law, but has also practised in commercial litigation and advisory services and international law. He has practised as a barrister and as a solicitor, being involved in several high profile cases in a variety of fields.

Mr Mitry has acted in several public inquiries and matters involving issues of international law and diplomacy. He has represented clients in a range of indictable matters, including murder trials, major drug offences and assault matters, as well as summary offences.

He has published several legal and business articles, including 'Business Law of the Middle East', 'The Law of Diplomacy and the Rules of Protocol' and 'Discrimination in the Australian Legal System'.

Mr Mitry has led a number of political and business delegations to the Middle East and was the founder of the Australian Lebanese Chamber of Commerce in 1985, as well as a local chapter of the International Association of Lions Clubs.

Mitry Lawyers, founded in 2009, has had significant wins in the last 12 months in the area of private and public international law, particularly cases involving diplomatic immunity and foreign state immunity. These cases have demonstrated that there is no unimpeachable immunity for governments, diplomats and consuls. Mr Mitry would like to build on these successes to give the firm a more global reach. He commented: "To remain competitive, it will be important to expand and make the firm more accessible to international clients. It is imperative to provide personal, immediate and effective service."

Richard L Mitry, also co-founder and partner at the firm, practises in the field of commercial litigation and advisory, mortgage and banking law, insolvency and media law. He has worked at top-tier and boutique firms in Australia and in the United Arab Emirates, and has been involved in several start-up businesses.

He has experience in advising corporate and individual clients in litigation and insolvency matters at all levels of the Australian court system. He advises businesses of all sizes in relation to their commercial dealings.

In the entertainment field, he represents producers, production companies, performers and writers, talent agents and managers in a range of advisory and litigation matters. He also advises corporate and individual clients in relation to mortgage and possession matters.

He has also acted in matters of corporate crime and government anti-corruption enquiries. He believes that it is important to "always put myself in a client's shoes, and then to consider the direction forward".

His work has been published in the Law Society Journal of New South Wales, including 'No guarantee in guarantees', regarding personal guarantees by parents for loans given to children; and 'Liquidators to recover sums paid to the Australian Taxation Office'.

Boutique - Property Transactions Law Firm of the Year in Australia



Auyeung Hencent & Day Lawyers

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AHD™ Auyeung Hencent & Day Lawyers

Auyeung Hencent & Day Lawyers emerged from the merger of Auyeung Lawyers and Hencent & Day Lawyers in 2011. In the area of property transactions, it provides services in property development and construction, contract drafting and advice, strata and community title law, leasing matters and strata disputes. Along with property law, the firm has mature practice areas that include civil litigation, migration, admiralty & shipping, dispute resolution and commercial law.

It focuses on the practice areas where its partners and solicitors have extensive experience. So clients can count on it being on the cutting edge of legal developments to obtain the best possible advantage.

The firm's property law clients range from sophisticated clients, such as property developers, to ordinary home buyers and investors. It offers the same high standards to its clients regardless of their standing and familiarity with the law.

Sunny Auyeung, Auyeung Hencent & Day Lawyers partner, noted: "The legal industry is a service industry and we pride ourselves on providing excellent service to our clients. We undertake our work with diligence and the legal advice and services that we provide are always of the top quality that our clients expect of us."

Mr Auyeung has more than 15 years of experience in the legal industry, focusing on property transactions and development. He is currently practising in New South Wales and has previously practised in Hong Kong. He has extensive experience representing developers and in January 2014 was appointed the solicitor for a development of 430 units in Sydney.

In addition, Mr Auyeung has experience with development issues surrounding heritage listed properties and dealing with the complexities of heritage floor space.

In 2013, the firm opened an office in Shanghai, providing legal services to Chinese investors and businessmen with ties to Australia. Since then, it has assisted many of its Chinese investors with the acquisition of properties in Australia (millions of dollars), and the promotion of trade flows between the two countries. It has also established working relationships with local firms, improving its market position by opening up new opportunities.

Auyeung Hencent & Day Lawyers' objectives for 2014 are to increase its presence in China with the intention of opening offices in other major cities. The firm is dedicated to the successful facilitation of property and commercial transactions by providing quality legal services. It also offers the advantage of other mature practice areas which means that its clients can have confidence that any resulting issues are in safe hands.

Boutique - Technology Patents Law Firm of the Year in Australia



Golja Haines & Friend

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Golja Haines & Friend is a patent and trademark attorney firm based in Australia with patent and trademark attorneys registered to practise in both Australia and New Zealand in the fields of patents, trademarks and designs.

The firm's attorneys previously occupied positions in diverse technical backgrounds, notably software development, electronics industry R&D, production engineering and quality control, digital asset management, digital imaging, university R&D in the field of biotechnology and the patent examination section of the Australian Patent Office. The technical capability of the attorneys is similarly wide-ranging and encompasses all technology sectors.

The attorneys also have extensive skills and experience in handling all aspects of patent cases, most notably those that applicants based outside Australia more frequently require – patent application prosecution, pre-grant opposition proceedings and post-grant patent enforcement.

This has led to Golja Haines & Friend representing the patent and trademark matters in Australia for many major international corporations, which are leaders in their field across a broad range of technologies, as well as servicing the needs of smaller corporations and businesses.

Not only does the firm draw on the technical capability, skills and experience of its attorneys in serving the interests of its clients, Golja Haines & Friend also embraces technology in the way it conducts its practice. The firm internally creates digital systems for the efficient management of clients' cases, and these same systems are a component of a major global IP management software product that is used by thousands of IP professionals worldwide.

Golja Haines & Friend's current focus is to harness these systems to provide its clients with an added benefit for entrusting their IP with the firm – delivering timely and relevant IP intelligence, to both protect and enhance the value of its clients' IP portfolios. It has also given technical support to IP Australia in the development of their B2B system for the electronic filing of documents.

Side-by-side with the firm's patent practice, its attorneys also practise in trademark matters, recognising that trademarks are important to the commercialisation and marketing of new technology. The attorneys are all registered to practise as trademark attorneys and have extensive experience in trademark matters, in both direct national filings as well as national designations via the Madrid Protocol.

Golja Haines & Friend's attorneys are also active in professional organisations in the Australian, New Zealand and Asian region, and have previously, or currently, served as state branch chairperson and committee members of the Intellectual Property Society of Australia & New Zealand; the Trans Tasman Committee of the Intellectual Property Society of Australia & New Zealand; the state branch of Ausbiotech (Australia's Biotechnology Organisation); and the Emerging Rights Committee of the Australian Group of the Asian Patent Attorneys Association.

Client Choice - Forensic Accounting Firm of the Year in Australia



Delbridge Forensic Accounting

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Principal
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Delbridge Forensic Accounting, previously Forsythes Forensic Accounting, was established by Suzanne Delbridge as a division of Forsythes in November 2000. The firm provides forensic accounting services, on time and on budget, delivering expert reports and expert evidence in a wide range of matters.

The firm principally prepares valuations of businesses and equity interests for the purpose of family law, commercial proceedings and business sale transactions. The firm also prepares valuations of public sector and self-managed superannuation funds, employee share options and share plans and valuations of interests or quantification of claims arising out of minority oppression disputes, partnership disputes, sale of business disputes and Family Provision Act claims.

In addition, Delbridge Forensic Accounting provides services regarding the quantification of economic losses arising from breach of contract, professional or medical negligence, construction disputes and personal injury, and the interpretation of the financial aspects of legal agreements. The firm also gives advice in relation to the taxation consequences of proposed settlements or court orders.

Ms Delbridge, who has 22 years' experience as a forensic accountant, is the Principal of the firm. She is a fellow of the Institute of Chartered Accountants in Australia. Over the past 22 years Ms Delbridge has given evidence as an expert witness in the Family Courts of Australia and Western Australia, the Federal Circuit Court and the Supreme and District Courts of New South Wales. She has played an integral role at all stages of proceedings from case formulation to implementation of final orders.

The cost and quality of expert accounting reports is a real issue in forensic accounting. Delbridge Forensic Accounting has a very experienced, dedicated team of professionals who understand the jurisdictions they work in and draw on their knowledge efficiently, enabling the firm to respond to complex instructions with advice that is very clearly written, unbiased and cost effective. Delbridge Forensic Accounting has a strong reputation for its technical expertise as well as for producing reports that the user can understand.

The Family Law Value Handbook, written by Ms Delbridge and her team, has received wide acclaim by experienced family law practitioners as an innovative and practical resource. The sixth edition is expected to be released in September 2014, to coincide with the National Family Law Conference in Sydney in October 2014, of which Delbridge Forensic Accounting is the Platinum Sponsor. The Family Law Value Handbook is available as an app for iPads, iPhones and Androids.

The firm is looking forward to an exciting and challenging year ahead with the change of name to Delbridge Forensic Accounting and a further expansion of its services geographically.

Cross Border M&A Law Firm of the Year in Australia



Clarendon Lawyers

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Clarendon Lawyers, a leading boutique corporate law firm specialising in M&A, is honoured to be recognised by Corporate INTL as the Cross Border M&A Law Firm of the Year in Australia.

In the past year, the firm's team has advised on a number of significant and complex international transactions. Recent highlights include advising AEA Investors LP on the Australian aspects of its €640 million acquisition of the municipal, industrial and wastewater treatment operations and assets of Siemens Water Technologies; the acquisition of mgt-Labmark Environmental and Agrisearch Services by Eurofins Agrosciences; the acquisition by ASX listed Funtastic Limited of the worldwide intellectual property rights to the Chill Factor™ Slushy Maker brand; and the sale of airway management device supplier and innovator, Ultimate Medical, to global NYSE listed medical devices provider, Teleflex Incorporated.

Clarendon Lawyers has the talent, capabilities and experience in complex cross-border transactions to provide a top-tier service but in a smaller environment. The global consolidation of law firms, particularly in Australia, has created many new cross-border opportunities for the firm, mainly in the form of referrals from international firms without a presence in Australia, and those reluctant to refer their Australian matters to firms with which they now compete in other parts of the world.

With many of the firm's practitioners having co-ordinated cross-border transactions earlier in their careers at top national and international firms, Clarendon Lawyers is very experienced in advising on multi-jurisdictional transactions and works seamlessly and efficiently with the lead transaction lawyers and deal teams. Its international clients and referrers also value its commitment to full director involvement in all of its transactions. Given the large time differences between Australia and Europe / US, the firm understands the importance of its clients having direct access to the relevant senior lawyers, particularly in complex and time-sensitive cross-border matters.

The tougher economic conditions in recent years have assisted Clarendon Lawyers in capturing market share from the large domestic and international firms as clients increasingly looked for firms that deliver better value, particularly in the mid-market where the transaction value does not necessarily justify using a large team at a large national or international firm.

The firm has a very positive outlook in respect of Australian M&A activity following 2013 given the increased level of enquiries for transaction support both domestically and internationally, particularly from US and European clients considering acquisitions in Australia. With record low domestic interest rates, stronger equity markets and greater business confidence following federal elections in September 2013, Clarendon Lawyers anticipates improved deal flow and completion prospects in 2014. The firm looks forward to continuing to advise its clients and assist its strong and growing network of international advisers on cross-border transactions as they relate to Australia.

Insurance Law Firm of the Year in Australia



Andrew Sharpe • Matthew Curll • Rachael Arnold • Stuart Windybank

Insurance People

The team at McCabes are insurance people. We live and breathe the insurance industry, working hand in hand with insurers, intermediaries, insurance pool managers and government to provide the advice that achieves their business objectives.

McCabes Practice Areas:

1. Corporate & Commercial
2. Employment & Workplace Relations
3. Estates & Succession Planning (Private Clients)
4. Government and administrative law
5. Insolvency & Reconstruction
6. Insurance
7. Litigation & Dispute Resolution
8. Property

- Casualty (Personal Injury and Property Damage)
- Product Liability and Recall
- Professional Lines
- Environment Impairment Liability
- Health
- Material Damage and Business Interruption
- Directors & Officers and Management Liability

For more information:

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CorporateINTL GLOBAL AWARDS WINNER 2014



Kim Wilson & Co

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Kim Wilson & Co
Barristers & Solicitors

Kim Wilson & Co, formed in March 1998 by Kim Wilson SC and Paula Wilkinson, is a leading Western Australian law firm practising in the area of family law. Its team of experienced professionals confidently provide quality advice to help resolve clients' legal problems. With four directors, a consultant, lawyers, law clerks and support staff, the firm continues to deliver expert legal advice and representation to the highest standard for the Western Australian community.

Kim Wilson SC, Kim Wilson & Co director, is an approved arbitrator and a former Western Australian director of the Australian Institute of Family Law Arbitrators & Mediators. He currently practises as in-house counsel for Kim Wilson & Co and is also briefed to appear as counsel by other family law firms.

Mr Wilson has previously held a number of other positions, including president of the Family Law Practitioners' Association of WA, from 1991 to 1993, and chair of the Organising Committee of the Fifth National Family Law Conference. He served on the Executive of the Family Law Section of the Law Council of Australia, from July 2000 to 2005, and has given numerous seminar papers to professional bodies for family lawyers including the Family Law Practitioners' Association.

Kim Wilson & Co offers tailored legal expertise delivered with understanding, seeing its clients through every family law eventuality. It provides the following services advice and representation in relation to property settlements, defacto relationships, divorce, preparation of binding financial agreements, spousal maintenance, mediation and arbitration, arrangements for children, relocation for children, child support agreements, enforcement of agreements & orders and estate planning.

The firm's services also include access to the range of experts necessary to advise in respect of a resolution of financial issues, including land valuers, business valuers, accountants and other professionals. In addition, should representation be necessary in respect of litigation involving financial matters, it provides a team of litigation support staff. The firm is also able to provide in-house counsel to represent clients at trial together with junior barristers, instructing solicitors and clerks. Any necessary support or infrastructure to conduct major trials is available through current technology.

Kim Wilson & Co can assist parties who, following the breakdown of a defacto relationship, require assistance with negotiations or family court representation. It can also provide advice before or during a defacto relationship to prevent later arguments in the event the relationship breaks down and assist in the preparation of a binding financial agreement.

In regards to divorce, the firm gives clients clear, positive advice in relation to financial settlements to assist them in reaching an effective solution. In particular, it has lawyers who specialise in handling complicated and high net worth cases. It can also provide advice on a person's ability to claim, or to have a claim made against them for spousal maintenance and will advise them accordingly to assist with the process.

Further, Kim Wilson & Co's lawyers sensitively assist clients in making amicable arrangements with their former partner for the care of children. The firm assists with all aspects for the care of children, including who a child will live with and how and when the child is to spend time with the other parent. Agreement can also be reached regarding specific issues, such as parental responsibility, education or medical matters. Should legal intervention be required to reach an agreement, Kim Wilson & Co will sensitively proceed with these arrangements to ensure a timely outcome.

The firm also advises clients on agreements regarding the matter of child support. These agreements may be either unregistered, or registered with the Child Support Agency.

Trademark Law Firm of the Year in Australia



Antitrust Law Firm of the Year in China



Broad & Bright Law Firm

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世澤律師事務所
BROAD & BRIGHT

Broad & Bright, founded in 2004, is a full-service Chinese law firm providing a broad range of specialised legal services in multiple practice areas for domestic and international clients.

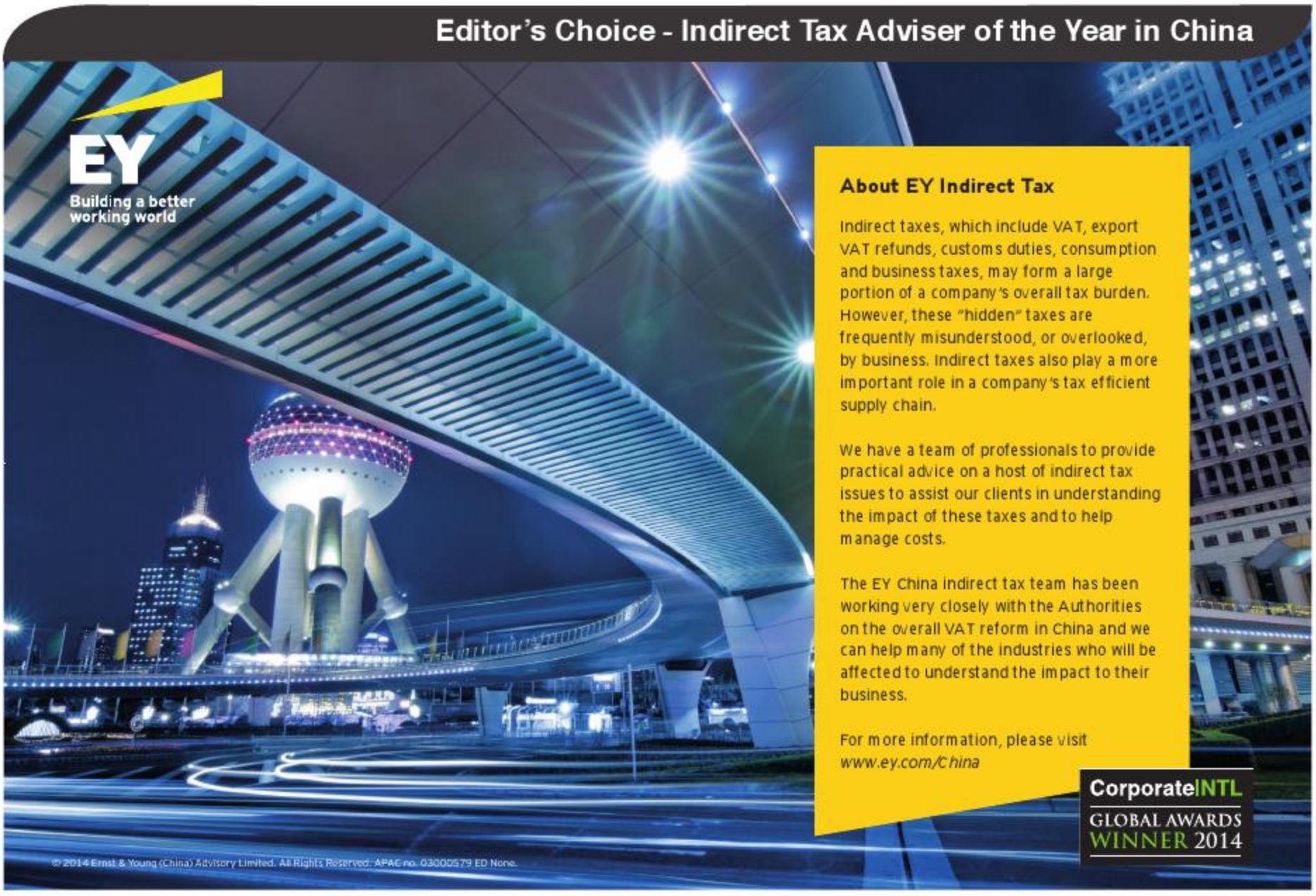
The firm serves clients in corporate and commercial, mergers and acquisitions, international trade, antitrust and competition, dispute resolution, private equity and venture capital, banking and trust, capital markets and securities, intellectual property, employment and social benefits, real estate and construction, carbon market and clean energy. It is one of the leading law firms in antitrust law practice in China.

Ms Yao Feng, one of Broad & Bright's founding members, currently leads its competition law team. She noted: "The competition law team of Broad & Bright has incomparable professional experiences in the antitrust practice, including merger control review, monopolistic behaviours investigation and antitrust compliance and counselling. Broad & Bright handled a large number of merger control filings, many of which are either high profile or significant cases. Most of our clients are multinational companies in various industries, including chemical, machinery, electronic, medical, food, drink, automobile and information technology, among others."

Her recent publications include: Global Legal Insight: Merger Control (Second Edition), China Chapter; and China's Anti-Monopoly Law: The First Five Years - Merger Remedies in China: Substance and Procedure.

Ms Feng's quality service has won the recognition by the clients and the legal society. It has been awarded by prestigious legal ranking publications such as Chambers, Global Competition Review, China Business Law Journal, China Law & Practice, Asian Law & Practice in their annual awards for PRC Firm of the Year and Deal of the Year in Competition Law in recent years.

Editor's Choice - Indirect Tax Adviser of the Year in China



Individual - Indirect Tax Adviser of the Year in China



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EY
Building a better working world

Kenneth Leung is a partner of EY's Indirect Tax Practice in China, based in Beijing. He has extensive experience in advising multinational companies on Chinese indirect tax – customs duty, VAT, business tax and consumption tax, in particular, indirect tax-efficient supply chains and indirect tax cost and risk management.

Mr Leung has assisted businesses on formulating indirect tax strategies when making investments and operating in China, especially on cross-border transactions. He has been assisting businesses in a variety of industry sectors – transportation, forwarding, postal, telecommunication, advertising, healthcare, automobile, pharmaceutical, food & agriculture and manufacturing.

In addition, he has been working closely with government officials of the National People's Congress and Ministry of Finance on the VAT Reform and Legislation of China project. The objective of the project is to facilitate the VAT reform process and to upgrade the current VAT regulations to VAT Law.

He has also advised the Shanghai City Government on indirect tax policies aiming to help further develop Shanghai into an international financial and shipping centre. He has been actively participating in the design of the Shanghai and Beijing VAT Pilot as well as the further expansion of VAT Pilot reform in 2013 and beyond.

Mr Leung first started with EY's Indirect Tax Practice in London in 2001, moving to another of the 'Big Four' indirect tax practices in UK before relocating to China in 2006. He is a qualified tax adviser who was educated in Hong Kong, Singapore and the UK, and has a master's degree in chemical engineering with the Imperial College of Science and Technology, in London. He also gives lectures at the China University of Political Science and Law on international VAT application and development.

EY China's Indirect Tax Team provides assistance in identifying risk areas and sustainable planning opportunities for indirect taxes throughout the tax life cycle, helping companies to meet indirect tax compliance obligations and business goals in China.

The firm's national teams include experienced indirect tax professionals with diverse backgrounds, for example, ex-in house indirect tax specialists and ex-tax bureau officials. The Indirect Tax Team can also provide companies with effective processes to help improve day-to-day reporting for indirect tax, reducing errors and costs as well as ensuring indirect taxes are handled correctly.

China is planning to expand the scope of the VAT form to cover financial services and real estate, as well as services in the lifestyle sector such as hospitality, education and healthcare.

Mr Leung's objective for the remainder of 2014 is to continue to make efforts in assisting the Chinese policy makers and regulators to formulate the future VAT rules after collating thoughts from businesses and other stakeholders over the course of the VAT policy design process.

Boutique - Patents Law Firm of the Year in China



CN-KnowHow IP Agent

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北京路浩
CN-KnowHow

CN-KnowHow IP Agent was first founded in 1984 as a state-owned ministry level patent agency. It has now grown to a group with more than 250 employees. The firm is headquartered in Beijing and has another six offices in China. With 81 patent attorneys, 15 lawyers and 18 former SIPO examiners, it is one of the China's fastest-growing IP firms. This year will be its 30th year of professional practice with its five other member-firms of the CN-KnowHow IP group.

CN-KnowHow is the first IP group to provide full IP services in China. It serves its clients, including many international corporations, in everything from application drafting and prosecution to litigation, arbitration and licensing. Operating on the basis of industrial chain, it is always striving to offer a one-stop service for its clients, from start-ups to Fortune 500.

The firm originated in patent and trademark application and prosecution, branching to IP litigation, patent consultation service, technology transfer, asset appraisal and translation. This paved the way for it to become memorable and widely accepted by its unique and comprehensive service mode. Besides the chemical, biochemical, medical and pharmaceutical fields, the group is also firmly established in the fields of mechanical, electrical, electronic and software technologies.

CN-KnowHow's services have been recognised by a number of awards. In 2013, CN-KnowHow Intellectual Property Agent Ltd was awarded, for the second year in a row, the 'Beijing Outstanding Patent Agent' by the Beijing Intellectual Property Office. The same year also saw the firm being awarded the 'Two-Star Chinese Outstanding Patent Agent' by the China Intellectual Property News, to acknowledge its performance for two consecutive years.

Further, the firm ranked as first largest filer in terms of representing Beijing local applicants in 2012. Mr Xie Shunxing, president of CN-KnowHow IP Agent, has more than 10 years' working experience in the SIPO and has been awarded the title of 'National IP Leading Talent (Service)', making him one of only 20 people in China to be awarded this honour.

Employee Benefits Consulting Firm of the Year in China



Insupro

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Insupro
鼎源 万家

Insupro, founded in 2002 by Jeffrey Chen, provides employment benefit and risk insurance services in China. Its mission is to: be a quality service provider that creates values for clients and business partners; reward the performance of staff with both physical and spiritual wealth; create a company culture that respects everyone as a human being; and be a responsible corporate citizen taking care of the needs of community, society and environment.

The firm provides professional consulting services for current and potential clients on a case-by-case basis. It offers tailor-made insurance and benefit programmes designed to address its clients' individual needs for risk protection in relation to national and international trends. Each year the firm works with clients to select the most suitable plan according to the budget and claim trends of the previous insurance year. As the business of its clients grows each year, it also considers and plans their future needs.

Insupro also assists clients in comparing plans and costs with the market peers. Its research is conducted through annual benefit surveys and its network within the insurance industry to ensure the most up-to-date insurance and benefit policies are in place in its clients' organisations.

In addition, the firm can help clients to design and implement an effective communications programme. In regards to administration, its professional staff guide clients through each step, including: enrolment & installation; adding and removing staff; renewal preparation; and recordkeeping and verification.

Insupro uses the advantage of its experience and network to assist clients regarding benefit procurement. Along with price and premium rate, the firm tracks the reputation and solvency of its vendor list to guarantee its clients' long-term interests.

Flex benefit is a new concept in China, and Insupro is probably the first local brand to offer multiple tools and solutions on flex benefit and cafeteria plans. It works with clients to identify individual employee needs, and to determine if those needs can be met with a flex programme offering.

In addition, the firm handles comprehensive health and medical insurance programmes, including: group supplemental medical insurance; medical insurance for the expatriates and local hired foreigners; and basic medical insurance for special groups. It also works with various insurance brands to offer life and disability protection plans.

Insupro provides personal accident and business travel insurance on a group basis to a wide range of business sectors. It works with first class insurance and assistant brands to protect clients and their staff, particularly when they are travelling in China and worldwide.

Moreover, the firm offers a full range of retirement plan services including trust and insurance plans. It provides recordkeeping, administration and consulting services to clients ranging in size from 100 to more than 3,000 employees.



Zhong Lun Law Firm

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中倫律师事务所
ZHONG LUN LAW FIRM

Mark Ho, Zhong Lun Law Firm partner, provides advice and counsel on M&A, greenfield investment, business operations such as distribution, logistics, manufacturing, trade and outsourcing, as well as on various Chinese law compliance matters such as environmental, labour, customs, marketing, privacy, and FCPA. He has substantial experience in dispute resolution and business liquidation proceedings.

Mr Ho represented clients in different industrial sectors, including real estate, automobile, food, fashion and other retail and distribution, logistics and manufacturing. He sits on the arbitrator panel of the Shanghai Arbitration Commission and represents clients in dispute resolution proceedings.

He recently represented a US client in arbitration proceedings and won the case worthy of $15 million. In recent years, his team represented a Finnish client in a shareholders dispute case in Jiangxi Province and won several court proceedings to effectively compel the majority shareholders to take actions in favour of the Finnish client.

Mr Ho grew up in China's turbulent times of the culture revolution, when its entire education system was destroyed and no justice system was in existence at all. Thanks to Deng Xiao Ping's reform and open door policy, which started in 1978, and as the Chinese education and judicial systems were reconstructed gradually thereafter, he was able to go to college and obtained law degrees in the late 1980s.

He went abroad to pursue further legal studies at the School of Law University of Georgia in the early 1990s, then passed the US Bar Exam and was admitted in the State of North Carolina in April 1994. Around that time, Mr Ho landed a job at O'Melveny & Myers, one of the most prestigious US law firms.

When O'Melveny started its office in Shanghai, China had just opened its doors to foreign law firms and there was no US law firm approved to establish any office there. O'Melveny's application for its Shanghai office was pending at the Ministry of Justice. On the other hand, however, China had already started to become very attractive to foreign investment and many multinationals had started making investment or otherwise setting up business operations in China, due to its market potentials and government policies in terms of tax and legal protection. There was no exception to many of O'Melveny's multinational clients and they naturally used O'Melveny's Shanghai office once it was set up.

For about seven years at O'Melveny, Mr Ho worked on many investment projects, business transactions and resolution of disputes. He assisted clients in negotiating JV deals, setting up business facilities, purchasing assets and handling government proceedings. His work covered different industries and various matters. For example, he assisted Ford in acquiring a 29% equity interest in Jiangling Motors through a secondary share offering to develop the 'Transit' van, which still is a popular vehicle selling in China. He also assisted Pillsbury Company in setting up its Häagen-Dazs distribution channel in China and negotiated a JV deal with Shanghai Foods to set up a frozen food manufacturing JV company to produce and sell the Wanchai Ferry frozen dumplings. Today both Häagen-Dazs and Wanchai Ferry are among the best known household names in China.

In 2000, lured by McDonald's China expansion, Mr Ho took an in-house counsel job at McDonald's, initially based in Hong Kong and then in Shanghai when McDonald's relocated its China headquarters from Hong Kong to Shanghai in 2003. During his tenure with McDonald's he led the company's efforts in its store expansion from 300 to over 1000 stores in over 100 Chinese cities and consolidating McDonald's China's 36 JVs and WFOEs into 12 entities. He oversaw outside counsel service in fighting numerous Chinese court cases each year involving a wide spectrum of disputes including food quality, employment and property disputes.

Mr Ho led McDonald's China's in-house function for more than five years, which prepared him for his next phase when he decided to go back to private practice in 2005.

Initially he joined a Shanghai local firm called Jade & Fountain – the English name of which was created after he became the firm's partner. When Mr Ho joined the firm, it was quite small and did not really have any major multinational clients. But three years later, it became one of the top Shanghai firms and had more than 20 partners with many multinational clients, such as WWF, FIFA, General Motors, Goodyear, Johnson Controls, C&A and Starbucks, among others.

Subsequently Mr Ho became a partner of Zhong Lun Law Firm in early 2011 and has worked there ever since. Zhong Lun is one of the top three Chinese firms headquartered in Beijing, with more than 160 partners and nine offices covering a very large geographical area, including Beijing, Shanghai, Hong Kong, Shenzhen, Guangzhou, Wuhan and Chengdu.

Individual - Construction Lawyer of the Year in China



Grandway Law Offices

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國楓凱文 GRANDWAY

Ms Jihong Wang is an executive partner of Grandway Law Offices, a leading general practice law firm in China. Her practice areas focus on infrastructure, real estate, construction, environment, resources and energy, where she has advised on investment, financing, construction, M&A and listing-related matters.

Ms Wang has served clients in matters that cover the industries of construction, real estate, roads, railways, airports, ports, docks, bridges, stadiums, energy, mineral resources, forests, petrochemicals, hazardous waste disposal, water plant, pharmaceuticals, health care, food, cosmetics, environmental protection, banking, insurance, trans-border investment, private equity and venture capital, among others. As a senior legal expert, she is skilled in advising on corporate structure and cutting-edge deals, and providing practical legal solutions.

As a renowned legal expert in the urban infrastructure area, she has advised on nearly a hundred infrastructure projects in a wide range of areas, with a particular insight in concession projects in the modes of BT, BOT and TOT. She has rich experience in this area, for example, she represented investors in concession contract negotiations and contract drafting and revision, and she assisted local governments and investors in project financing through bond issuance, government loans, collective trust, private equity funds and other channels. She also assisted project owners in cooperation with domestic and foreign strategic partners and in the increase of capital and shares, M&A, listing in China and overseas. Further, she provided full-range legal services covering bidding, construction, completion, operation and transfer of a project.

Ms Wang is an arbitrator of the China International Economic and Trade Arbitration Commission; a project management expert for the Ministry of Housing and Urban & Rural Development; and an adjunct professor for Tsinghua University, Peking University and China University of Political Science and Law.

As one of the earliest lawyers to engage in legal practice related to environment, resources and energy projects, she has advised on all kinds of environmental projects. Her clients include the Ministry of Environmental Protection, the Beijing Municipal Environmental Protection Bureau and the China Environmental Protection Foundation.

Ms Wang's expertise is not only highly regarded in the legal community, but also recognised by related government agencies. She was invited to participate in the drafting and revision of dozens of laws, regulations and interpretations, including the Construction Law, the Administration Measures on Joint Venture Railways, Rules on the Construction Market, Civil Procedural Law, Environmental Protection Law, Air Pollution Prevention Law, Law on Environmental Impact Assessment for Planning and Renewable Energy Law.

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- Foreign Direct Investment
- Bankruptcy & Corporate Restructuring
- Mergers & Acquisitions
- Labor Law
- General Corporate Affairs
- Corporate Governance & Compliance

Dispute Resolution

- Alternative Dispute Resolution (Arbitration, Negotiation & Consultation)
- Litigation

IPR

- Trademark
- Patent
- Copyright & Domain Name
- Administrative Protection
- Intellectual Property Litigation
- Antitrust & Anti Unfair Competition
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Trademark Law Firm of the Year in China



Peksung Intellectual Property Ltd.

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PEKSUNG
INTELLECTUAL PROPERTY

Peksung Intellectual Property Ltd. is an intellectual property law firm designated by the State Intellectual Property Office of China (SIPO) and Chinese Trademark Office (CTMO) of State Administration for Industry and Commerce to provide comprehensive legal services in all aspects related to patents, trademarks, copyrights, trade secrets, licensing, and technology transfer for domestic and overseas clients.

Peksung's trademark group focuses on trademark prosecution, litigation and consultation. It also handles investigations on trademark infringement and counterfeiting, requests for administrative enforcement, maintains trademark portfolio, and assists with the designing and implementation of corporate trademark strategies.

Besides trademark matters, the trademark group provides clients with services of copyright registration and consultancy, domain name registration and dispute resolution, as well as customs protection. Peksung's typical clients often need comprehensive services, including consultancy, search, filing, monitoring, opposition, maintenance, enforcement and litigation. The clients are detail-orientated and praise the firm's professional, prompt, attentive and reliable services. It serves them in an active motivation to meet their trademark needs. Peksung implements a system of quality guarantee strictly and has a two-working-day rule; namely, it shall in normal conditions respond to a client's instruction or enquiry within two working days after receipt.

Xiang Gao, partner and head of Trademark Department at Peksung Intellectual Property Ltd., noted: "To meet the client's needs is always our primary goal. Knowing the increasing trademark infringement on the Internet, we are planning to deepen our monitoring services, especially on online trading websites."

Mr Gao started his trademark practice in 1991 in another pioneering Chinese IP firm as a trademark attorney. In 2004, he joined Peksung as a partner. Over the years, he has acquired extensive knowledge and experience through the thousands of cases that he has handled. As well as heading Peksung's Trademark Department, he also supervises the development, filing, maintenance, exploitation and enforcement of large trademark portfolios for both domestic and international clients in diverse businesses.

Mr Gao is a member of International Trademark Association (INTA), AIPPI China and China Trademark Association (CTA). He has also authored many articles on trademark, copyright and domain names in both Chinese and international journals.

Speaking of his recent work, he added: "I always closely monitor any new developments of Chinese trademark laws and practices to keep the clients advised. I contributed to WIPR an article 'China's Legislature Adopts Amendment to Chinese Trademark Law ', which was published in the November/December 2013 issue. Another article of mine, namely 'Trademark Law Draft regulations Published', will be published in the March/April 2014 issue. The new trademark law will come into effect on May 1, 2014."

Prosecution Law Firm of the Year in China

Peksung, a boutique intellectual property law firm, offers a full spectrum of premium intellectual property services in prosecution and litigation for domestic and overseas clients.

Peksung is home to a diversified team consisting of reputable and dedicated patent attorneys, trademark attorneys and attorneys-at-law that bring together academic, industrial and professional experience.

Peksung has taken the leading role in issues at the forefront of the ever-changing intellectual property world that entail great breadth of expertise and in-depth understanding of law and technology. Peksung has been recognized by our peers and clients as a firm of both scholarship and entrepreneurship.

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RNC LEGAL

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Ravi Nath has 24 years of experience in aviation-related laws, including aircraft equipment & facility financing, regulatory and litigation. His clients include the major manufacturers, leading banks and financial institutions, lessors and export credit agencies, such as: ABN Amro, Airbus, Aircastle, Airlease AerCap, Avolon, AWAS, Bank of America, BBAM, BNP Paribas, Boeing, Bombardier, Citibank, COFACE, Dassault, Deutsche Bank, ECGD, Embraer, Euler Hermes, GECAS, HKAC, ICBC, ILFC, JP Morgan Chase, Macquarie, Standard Chartered, US Ex-Im et al. His practice includes government regulations, companies, cross-border financing and securitisation.

Mr Nath is a partner at one of India's oldest legal firms, RNClegal / Rajinder Narain & Co. He was also the president of Inter Pacific Bar Association in 2004. Two of the firm's other partners were chief justices of the Delhi High Court, and one a president of The High Court Bar Association.

During the last 10 years, Mr Nath has advised on transactions in excess of $15 billion. The Legal 500 stated: "Ravi Nath's esteemed reputation as an aviation expert puts clear blue water between Rajinder Narain & Co. and its rivals…"

In addition, Who's Who Legal 2013 has identified him as one of the world's 10 highly reputed aviation lawyers. He is a frequent speaker at various International conferences and serves on the Legal Advisory Panel of Aviation Working Group.

Mr Nath served as the chair of the Aviation Committee of the International Bar Association and is the editor and author of various books and papers on aviation laws. He regularly advises on major aviation transactions and issues.

Moreover, The Bar Association of India has conferred its highest honour on him. He was invited, along with India's finance minister, Mr P Chidambaram, and president of the Bar Association, Mr Nariman, to be a co-author on a book relating to legal aspects of doing business in India.

Mr Nath received his BCom (Hons) and his LLB in International and Competition Law at King's College London and in Public International Law at Harvard University. He completed an apprenticeship at erstwhile Sinclair Roche, London.

Capital Markets Law Firm of the Year in India



Crawford Bayley & Co.

Sanjay Asher
Senior Partner
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Crawford Bayley & Co.

Crawford Bayley & Co., established in 1830, is one of India's oldest and best known law firms, with rich and well-endowed experience in several practice areas. It currently has a team of 150 members, including 20 partners, more than 100 associates and 15 paralegal personnel, and a supporting staff of more than 75 individuals. It has served its Indian clients with complete dedication and adherence.

The firm's individual partners specialise in the following practice areas: corporate and commercial practice, mergers and acquisitions, capital markets, joint ventures and foreign collaboration, privatisation and disinvestment, banking and corporate finance, intellectual property law, litigation and dispute resolution, real estate and property law, indirect taxation, labour and employment, admiralty and shipping law, information technology, e-banking and e-commerce.

In addition to these, Crawford Bayley & Co. provides many more legal services for its international clients worldwide. The firm's partners and several of its assistants have decades of extensive legal experience and have been advising various leading Indian and foreign companies on a vast variety of matters.

Sanjay Asher, Crawford Bayley & Co. Senior Partner, is a Solicitor and a Chartered Accountant with more than 23 years of experience in the field of M&A, cross-border M&A, joint ventures and capital markets. He advises large, medium and small business enterprises in these areas.

Mr Asher was an invitee to the committee formed by the Indian Department of Disinvestment for standardising the transaction documents to privatise the public sector enterprises of the government of India. In addition, he has been a speaker at various seminars and conferences organised by the Institute of Chartered Accountants of India, Institute of Chartered Secretaries of India, Bombay Chamber of Commerce and Industry, Indian Merchant Chambers and International Financial Law Review. He has also authored several articles published in national and international publications.

Crawford Bayley & Co. is consistently engaged by India's biggest corporate houses, as well as major multinational corporations, requiring advice on several complex matters such as company laws, securities laws, revenue / taxation laws, dispute resolution, labour laws, foreign exchange laws and pharmaceutical laws, among others. It is also actively involved in representing its clients on a multitude of matters before various Indian courts, tribunals, forums and regulatory authorities.

When the Indian market liberalised in the early 1990s, Crawford Bayley & Co. was the firm of choice for international clients. It still has a broad capability and a number of industry sector experts, and ranks within the top 10 or 15 Indian firms for corporate deals. Its two fundamentals are 'trustful and worthy services' while serving potential clients.

Industrial Designs Law Firm of the Year in India

TRADEMARKS - PATENTS - COPYRIGHTS - DESIGNS - DOMAIN NAMES
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Maritime Law Firm of the Year in India



Singhania & Co.

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Singhania & Co. is one of the biggest, as well as one of the few law firms practising maritime law in India, providing solutions beyond arrest and release of ships. It has large team of highly experienced legal practitioners conversant and specialised in various areas of legal and finance, nationally and internationally, with international quality and standard of service.

The firm has more than 100 lawyers and consultants with varied professional backgrounds supported by senior members from prestigious academic institutions in India and abroad. Its team of professionals comprises of former judges of the Supreme Court, former Chief Justices of High Courts and other former judges, among others. Having a presence in nearly all states of India, expertise in local laws has become Singhania & Co.'s forte. The firm has membership with various consortiums and legal associations in almost 80 countries of the world. It represents various foreign embassies, financial institutions and multinational companies/corporations and private clients worldwide.

Singhania & Co.'s practice is divided into professional groups such as corporate and commercial; litigation and arbitration; intellectual property; telecommunication; energy and power; maritime and aviation; and other infrastructure projects.

Practice in maritime law is very niche and requires promptness and alertness. Every case is unique and different and if a firm has a fusion of different laws, which include local and international, then it can give an edge to its client over an opposing party.

Singhania & Co. has worked on disputes related to various matters. But matters related to Vessels Mv Spar Capela, Mv Asali, Mv Egret Bulker, Mv Hussa Alghanim, Mv Helen Equilberium, Mv Lucky Sunday, Mv Lucky were extremely different, and solved due to such fusion theory.

The firm's main strength is its team of lawyers, who are experts in at least six to 10 commercial and criminal laws. They take all cases as war and create war room strategies, which includes finding out the opposition's weaknesses and providing unique solutions. The firm's approach and objective – to provide solutions within legal framework – is its unique selling point. The legal team remains available and performs all phases of any project or assignment – from the beginning until its successful completion.

Other than the normal and routine cases, Singhania & Co.'s recent achievement has been in one of the maritime matters, where the firm is in a commanding position even after the client has admitted liability and the defendant is now longing for a settlement.

The firm believes in providing good services, comfort and solution to its clients. Other things such as awards, glory and success follow. Singhania & Co. will continue with this motto for the coming year.

Venture Capital Law Firm of the Year in India



Fortitude Law Associates

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Fortitude Law Associates is a full service law firm where lawyers from diverse backgrounds have integrated their intellectual capital to provide clients with well rounded and effective legal advice. It focuses on representing clients with business interests in India on all aspects of Indian laws and regulations affecting their industries.

Its core practice areas include corporate & securities law, competition law, mergers & acquisitions, JVs & restructuring, general commercial law, international tax, litigation & dispute resolution, fund formation, fund investments, capital markets, employment, HR and intellectual property. The firm's specialised industry niches include financial services, education, IT and telecom, education, pharma and life sciences, media and entertainment, real estate and infrastructure.

Fortitude Law Associates' lawyers are recognised for their commitment to the representation of clients' interests. Rahul R Mahajan is an Indian corporate and securities lawyer who advises on mergers and acquisitions, securities laws, financing laws, telecommunications and IT regulations, investment regulations, entry strategies for multinationals, and general corporate and commercial laws. He has negotiated and advised on multi-jurisdictional joint venture and shareholder agreements, technology transfer agreements, financing documents, investment agreements and corporate due diligence matters and public tender offers.

Mr Mahajan has represented companies in various industries such as aviation, banking, veterinary science, entertainment media, software technology, satellite, telecommunications, textiles and venture capital funds. He is admitted to the India Bar Association, Legal consultant at New York Bar Association and is fluent in English, Hindi and Punjabi.

The firm specialises in strategic legal and regulatory advice coupled with industry expertise in an integrated manner. It focuses on niche areas where it provides significant value and is invariably involved in select highly complex, innovative transactions. Its key clients include marquee repeat Fortune 500 clientele, of which more than 60% are US corporations.

One of Fortitude Law Associates' recent cases involved advising on the structuring and sale of 19% equity interest of Amcol International Corp in Ashapura Minechem Ltd on the stock exchanges in India. The firm also assisted Ridgeback Capital in its sale of shares in Granules India on the stock exchanges in India. It also advised on the structuring and setting up of project management institutes in India, as well as advising Howden International (a subsidiary of Colfax Corporation) in acquisition of an Indian company as a part of cross border transaction.

Further, he was involved in drafting a business transfer agreement for the acquisition of animal heath care assets of Wockhardt Ltd, as well as being involved in the financing of the acquisition, advising on corporate, tax and regulatory issues. The firm has assisted Modest Infrastructure in selling promoters stake to Dempo Shipbuilding. Fortitude Law Associates has recently assisted Imax Corporation and Ralph Lauren Polo on the legal issues in India.

Editor's Choice - Risk Consulting Firm of the Year in Indonesia



IBS INSURANCE BROKING SERVICE, PT

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IBS Insurance Broking Service was established in 1975 as the first insurance broker licensed to operate in Indonesia. It is one of the largest and leading insurance brokers in the country, providing consultancy and advisory services in insurance and risk management to its clients. The clients range from individuals, to SME companies, to large corporate entities – both local and multinational firms.

IBS is a fully independent insurance broker, getting its business and gaining the trust of its clients purely through its expertise, service excellence and professionalism. Its broking service teams comprise of professionals dedicated to serve specific industries such as finance & banking, forestry & agriculture, real estate, manufacturing & logistics, mining and energy, among others. Their unrivalled concentration of knowledge and experience provides them with real insight into clients' business risk profiles.

Together with its subsidiary companies, which are in reinsurance broking (in Jakarta and Singapore) and risk management services, and its sister company (Cipta Integra Duta, PT) which solely focuses on employee benefits and welfare, IBS Group is a fully integrated group of companies delivering a seamless and complete range of insurance and risk solutions to the highest international standards for the benefits of their clients.

To further supplement its services, IBS continuously invests in its IT technology, and develops various tailored made software systems delivered through the internet for the exclusive use of its clients. This has for years assisted clients in efficiently managing their insurance portfolio, claims and risk management information systems.

IBS also employs a large claims service team in its claims management division. This division is staffed with highly experienced individuals who work closely with the broking and risk management teams internally, and with insurers and reinsurers externally, to ensure that legitimate claims are attended to immediately and settled without undue delay.

In the last few years, IBS has undertaken major steps to restructure its operation and system to re-affirm its foundation and re-align its strategies. The results have been very promising as can be seen from its revenue which has steadily grown at the pace of at least twice the growth rate of the insurance broking industry average.

The firm's in-depth knowledge of the Indonesian market and its association with international firms such as AJ Gallagher, Lockton Global as well as Brokerslink, enable it to continuously stay ahead of the competition while servicing clients with highest international standards wherever they are in the world.

From time to time, IBS is launching innovative products that are accessible by clients via various distribution channels to capitalise on the middle market fastest growing space in the country. This would bring the firm even closer to its clients in terms of fulfilling their insurance needs with even better efficiency.

M&A Law Firm of the Year in Indonesia

S&T Advocates

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Soemadipradja & Taher provides full client service and has extensive experience in handling complex merger and acquisition matters (M&A).

Soemadipradja & Taher is well versed in the practical issues surrounding M&A, consolidations and spin-offs in Indonesia, as well as the compulsory tender offer provisions, and has guided many corporate clients (including many within the banking, energy and insurance sectors) to successful conclusions. We advise on all aspects of M&A, consolidations and spin-offs, including process, structuring and regulatory issues, relevant documentation, regulatory filings and notifications, comprehensive due diligence exercises, land title issues, antimonopoly and unfair trading matters and pension and employment issues.

In addition to M&A work, Soemadipradja & Taher is also well known for its expertise in the following additional areas:

- Banking and Finance
- Capital Markets
- Energy and Natural Resources
- Environment
- General Corporate and Investment
- Insurance
- Project Finance
- Telecommunications
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AZP Legal Consultants is an Indonesian law firm, established in 2004, providing legal advisory services and assistance to organisations, groups and individuals, both foreign and local, to solve their legal problems and improve or strengthen their legal grounds, enhancing the achievement of effective, efficient and profitable operations.

AZP's particular areas of practice and expertise include banking and finance (conventional & Syariah); capital markets; corporate and M&A; labour and employment; intellectual property; projects and energy; real estate, property and construction; dispute resolution; and restructuring and insolvency.

The firm provides legal assistance and legal instruments in connection with capital market transactions, such as Initial Public Offering (IPO), Private Placement, Rights Issue and other financial issues relating to capital market transactions with respect to the requirements and regulations from BAPEPAM and Stock Exchange Commissions.

AZP's partners have broad knowledge and experiences in handling an endless list of legal issues and problems which clients may confront in dealing with their day-to-day business. Its partners have been exercising legal practice for more than 10 years in other prominent law firms in Jakarta, as well as reputable multinational joint venture companies and / or agencies. Its lawyers have wide experiences in facing and handling all legal matters that would arise with respect to clients' daily business operations.

Ary Zulfikar, AZP managing partner, has had a wealth of diverse experience, mainly on all legal aspects of capital markets, investment and corporate and banking restructuring. He is a member of the Indonesian Bar Association, holds a licence to practise in Indonesian courts, and is also a BAPEPAM-registered capital markets legal consultant. He began his career as an associate specialising in capital markets and corporate law at Kartini Mulyadi & Rekan.

To enrich his experience, especially in the capital markets area, Mr Zulfikar joined the capital markets supporting institutions in order to be acquainted with the mechanisms and the procedures of capital market transactions, as in line with prevailing capital markets law and regulations. To complete his experiences and expertise, he joined The Indonesian Bank Restructuring Agency (IBRA). In this agency he has faced various types of legal matters with respect to the bank recapitalisations and asset resolutions. He was also entrusted to handle the negotiation process in the shareholders' settlement and company's restructuring activities.

Further, Mr Zulfikar was a team member on the preparation of the draft of the Government Regulations with regard to the Indonesian Bank Restructuring Agency and the establishment of Depository Insurance Agency. Moreover, he was appointed as a team member on the Settlement of Findings of the General Audit on the Financial Report of IBRA, and participated in the Technical Committee on the preparation of the blueprint on the National Bank Mapping.

Industrial Property Law Firm of the Year in Japan



Uchida & Samejima Law Firm

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Uchida & Samejima Law Firm (USLF), established in July 2004, specialises in broad business laws, including internet telecommunication and intellectual property laws. USLF focuses on legal business to technology corporations.

The firm provides the following services other than internet telecommunication (IT) and intellectual property (IP): bankruptcy laws, business litigation, corporate law, draft of agreement, copyright laws, laws related to technology corporations, laws related to ventures & venture capital, mergers & acquisitions, outsourcing transactions (e.g. licensing entrusting), technology counselling and technology transactions. As for IT & IP, USLF provide with various counselling, consultation, litigation, licensing and other standard legal practice.

Specifically the firm focuses on advising manufacturers in the combined area of technology and law; advising business laws to IT corporations; and providing intellectual property management consultation to technology corporations.

Almost all the attorneys at USLF have both technological expertise and broad legal experience. For example, the attorneys have expertise in the area of IT, electronics and material engineering, and have experience in intellectual property laws, IT law, and finance laws. With the combined strength in technological expertise and legal experience, USLF provides seamless solutions in combined areas of law, technology and business.

The technological background of USLF's attorney varies from life science to IT, including chemistry, material science, mechanics, electronics and software. This portfolio of technological attorney is truly "only-one" in Japan, which is achieved by a group of attorney-at-law.

Masahiro Samejima, a graduate of Tokyo Institute of Technology (Bachelor of Metallic Engineering) in 1985, founded USLF with Hiroshi Uchida in 2004. Mr Samejima has experienced the combined areas of technology, business and law. He started his career as an engineer at Fujikura Ltd. in 1985, where he researched and developed materials of electric cable. He passed the patent attorney examination in 1991 and joined IBM Japan as a patent attorney in 1992, where he developed intellectual asset management, contributed to obtaining patents on Nobel Prize inventions and was awarded the Special Contribution Prize.

He passed the Bar examination in Japan in 1996 and joined the Legal Training and Research Institute in 1997. As an attorney, he joined Ohba & Ozaki Law Firm in 1999 and Law Firm of Matsuo & Kosugi in 2000.

Mr Samejima has been appointed as a president of many government committees in the area of intellectual property, and was awarded by the Intellectual Property Award by the Japan Patent Office in 2012 for the contribution to Japanese government regarding this area. USLF was the Corp INTL Global Awards 2011 'Industrial Property Law Firm of the Year in Japan'; and Corp INTL Global Awards 2012 'Japan - Industrial Property Law Firm of the Year / Japan - IT Law Firm of the Year'. The firm was also awarded 'Japanese IT Law Firm of the Year' in the Global Law Experts Awards 2011.

Peer Choice - Corporate Law Firm of the Year in the Philippines



ACCRALAW

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Partner
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ACCRALAW was organised in early 1972 out of the shared vision of its five founding partners to establish an institutional law firm based on the highest standards of legal competence in client service. The decision to organise the firm originated in the minds of Edgardo J Angara and Manuel G Abello.

The firm's Corporate and Special Projects Department (CSPD) handles referrals involving its clients' corporate and commercial transactions, and other referrals which do not fall within the scope of services offered by the firm's other practice developments. ACCRALAW's CSPD has handled large and complicated corporate transactions for local and foreign clients since the firm's inception in 1972, and has been recognised internationally as an expert in the corporate, banking, finance and securities fields, among others.

Through the years, ACCRALAW's CSPD lawyers have developed expertise in various transactions. These include: establishment of business enterprises; registration for investment incentives; compliance with ownership requirements for landholding and other nationalised business activities; mergers, acquisitions and ownership restructurings; proxy contests, intra-corporate disputes and takeovers; banking and finance; power, infrastructure and privatisation projects; securities; restructuring and rehabilitation; disposition and management of non-performing loans and assets to and by SPVs; mining and natural resources; real estate and construction; and legislative and regulatory work.

Avelino Cruz is one of the five founding partners of Angara Abello Concepcion Regala & Cruz Law Offices (ACCRALAW), and is currently its lead senior partner. He is part of the Corporate and Special Projects Department and practices in the following areas: appeals; Asean legal systems, construction and infrastructure, energy / oil & gas, foreign investments and joint ventures, intra-corporate disputes / proxy fights / corporate take-overs, mergers and acquisitions, public utilities, real estate and telecommunications.

ACCRALAW provides its clients with a whole range of standard and specialised legal services, building relationships with clients anchored on trust, competence, integrity and excellence. For a better understanding and appreciation of clients, their operations and concerns, the firm has instituted regular client calls. Clients are likewise encouraged to visit its Makati City headquarters, interact with its department heads and other legal experts for a deeper insight into its practice areas and expertise. ACCRALAW provides its clientele special briefings on new developments in various aspects of law.

The firm's clientele represents the full spectrum of business and industry – including many of the Philippines' top 1000 corporations, major companies & conglomerates based abroad and even professional organisations and individuals.

To further improve the delivery of services to clients, ACCRALAW has expanded the networking capabilities of its computer systems. Over and above its commitment to deliver quality legal service is its proven track record of uncompromising fidelity to clients. At ACCRALAW, the trust of a client is a sacred covenant.

White Collar Crime Law Firm of the Year in South Korea

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- 2013 South Korea Contentious Firm of the Year - *Managing Intellectual Property*
- 2013 Employer of Choice - *Asian Legal Business*
- GCR 100: One of the Top Law Firms in the World in the Practice of Competition Law (13th consecutive year) - *Global Competition Review*
- 2013 In-House Community Firm of the Year for Tax, Employment, Litigation and Dispute Resolution, Telecommunications, Media & Technology in South Korea - *ASIAN-MENA COUNSEL*

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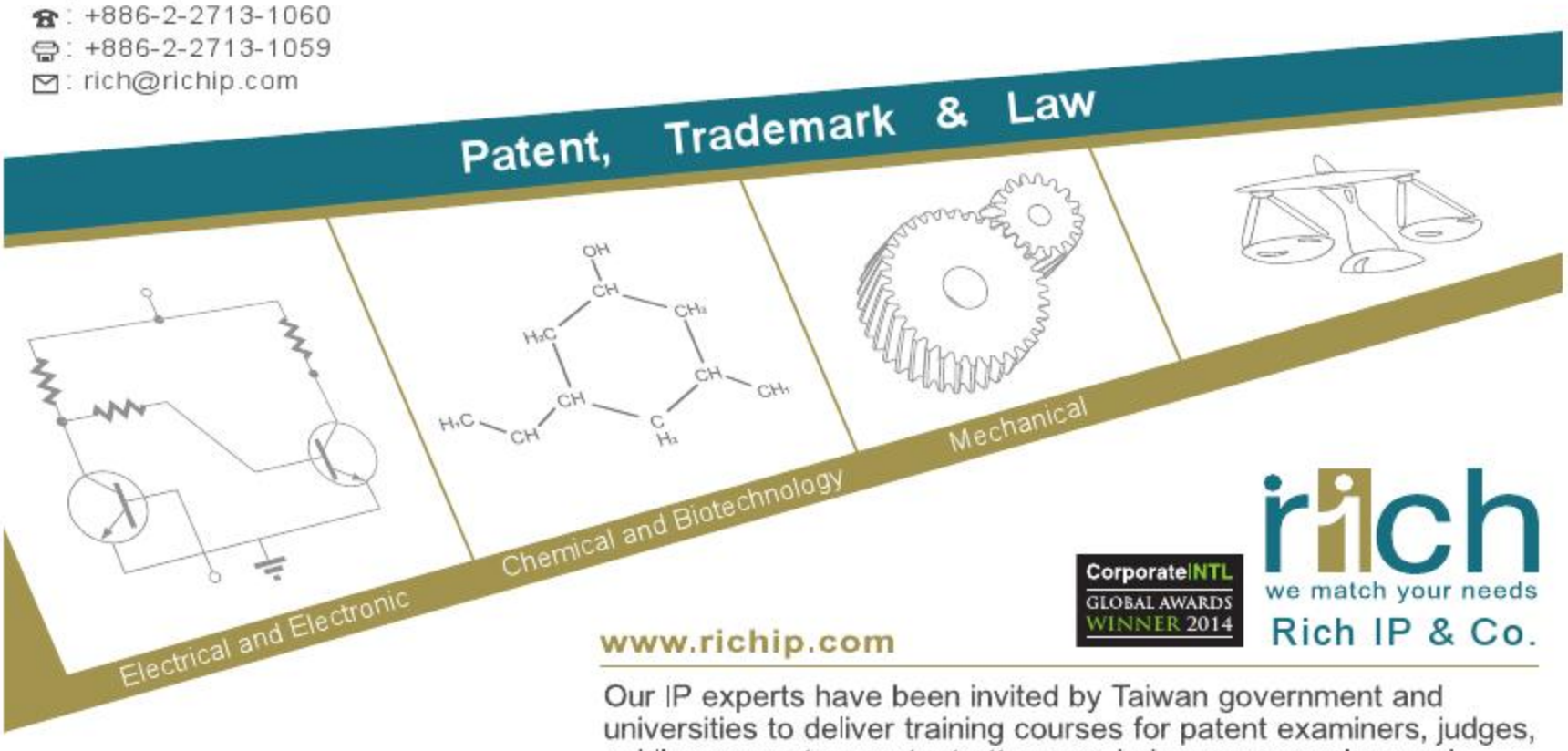
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Our IP experts have been invited by Taiwan government and universities to deliver training courses for patent examiners, judges, public prosecutors, patent attorneys, in-house counselors and engineers since 1992.

Our professional capabilities always give our clients advantages of better quality services with more reasonable service charge.

Dispute Resolution Law Firm of the Year in Taiwan

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THE FIRM
Established in 1974, Formosa Transnational has assembled a team of competent and experienced attorneys and experts who deliver world–class dispute resolution and transactional services to assist clients, in dealing with global market competition and a knowledge-based economy. In the spirit of specialization, teamwork and professionalism, Formosa Transnational stands at the forefront of industry development, assisting entrepreneurs, organizations, multinational conglomerates, and leading enterprises in handling multi-jurisdictional and cross-border matters.

DISPUTE RESOLUTION
Formosa Transnational has been for many years highly respected in the field of dispute resolution, including mediation, civil litigation, arbitration, criminal defense and administrative remedies. With diversified educational backgrounds, most notably in the US, UK, and Japan, and with attorneys admitted to the bars of the USA, China, and Taiwan, Formosa Transnational attorneys are particularly well-versed and work closely with international law firms to assist in handling multi-jurisdictional and cross-border matters.

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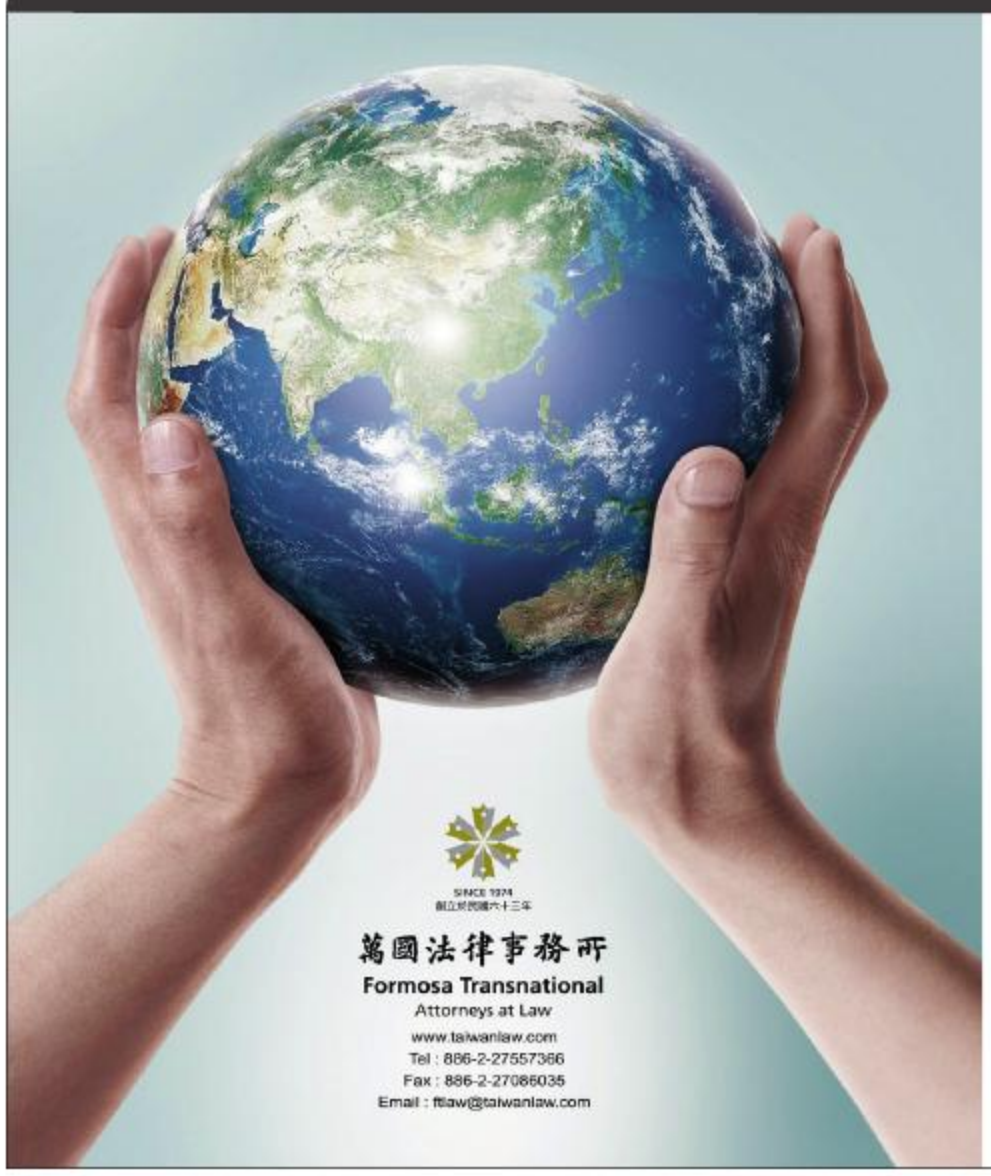
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M&A Law Firm of the Year in Taiwan



With international insight, Formosa Transnational provides quality consulting services with a strong client focus in a multi-disciplinary practice. Formosa Transnational's extensive experience encompasses all aspects of mergers and acquisitions in local as well as cross-border transactions covering a wide range of industries.

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- Competition, Anti-trust & Anti-dumping

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Editor's Choice - Patent Litigation Law Firm of the Year in Taiwan



Hubert Hsu & Associates

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Hubert Hsu founded the firm after working with Microtek International Inc., as in-house counsel, and IBM Taiwan, as an IP attorney. Since then, he has successfully represented his clients in a number of leading patent infringement cases, mostly high-tech related.

In late 2008 and early 2009, Hubert Hsu & Associates represented Nintendo in actions against the Wii console modification activities in northern and southern Taiwan. The modification chip enables the Wii console to read and run the game software stored in an unauthorised game disc by disabling the Wii console's authentic game disc verification functions.

Mr Hsu explained: "Upon the prosecutors' charge, most defendants argued that the modification of the Wii console did not violate any law. In September 2009, the Banchiao District Court of Taiwan rendered its first decision in the Wii modification case. The court found the defendant guilty for violating Art. 80ter of the Copyright Act, the circumvention of the 'Technical Protection Measures - TPM', the Banchiao District Court decision No. 2009-2372.

"In October 2010, the IPR Court confirmed, in two appeal decisions, that the Wii modification had violated the TPM, decision Nos. 2009-88 and 2010-23. Since this was the final legal opinion, Microsoft and Sony started their actions against the Xbox and PS3 modifications in late 2010.

"On April 10, 2012, the IP Court cancelled a Kaohsiung District Court decision that found that the Wii console modification did not violate the Copyright Act, and reaffirmed that modification of Wii console had circumvented the technical protection measures in the game console. The defendant was sentenced to six months' imprisonment, convertible to a fine of NTD 540,000."

Mr Hsu requires his associate lawyers to be capable of drafting patent specifications for at least three technical fields. He noted: "The ability to understand technology in technical fields that you have never dealt with is the basic requirement for a patent lawyer. Thorough understanding of the law, however, is the key to litigate, because after all, patent prosecution and patent litigation are all legal works."

Mr Hsu was the first-named author of 'Intellectual Property Law in Taiwan' by Kluwer Law International (Max Planck Series on Asia Intellectual Property Law, 2003), and author to the Taiwan portion of RCLIP IP precedent database by Waseda University (2005-2013).

Moreover, he graduated, in 1983, with an LLB in the Department of Law from the National Taiwan University, and is fluent in Chinese, English and Japanese. He is a member of the Taipei Bar Association, the Patent Attorneys' Association of the ROC, the Asian Patent Attorney's Association, the Information Manager Association, the Licensing Executives Society and Chinese Taipei. He was admitted to the Taiwan Bar in 1991.

IP Law Firm of the Year in Taiwan



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Deep & Far attorneys-at-law was founded in 1992 and is dealing with all phases of laws with a focus on the practice in separate or in combination of all aspects of intellectual property rights (IPRs), including patents, trademarks, copyrights, trade secrets, unfair competition and / or licensing, counselling, litigation and / or transaction thereof.

The patent attorneys and patent engineers in Deep & Far normally hold outstanding and advanced degrees and have generally graduated from the top five universities in Taiwan. Its prominent staff are dedicated to providing the best quality service in IPRs in this country.

Yu-Li Tsai, Deep & Far attorneys-at-law patent attorney, is a member of the Taiwan Patent Attorneys Association and Asian Patent Attorneys Association, admitted in 2011. Mr Tsai's publications include: Intellectual Property Law Guide 2013/2014, LexisNexis, published in January 2014.

Approximately half of the top 100 incorporations in Taiwan have experience in seeking patents for their techniques, but more than one fifth of the top 100 incorporations have used the services of this firm. Further, Hi-Tech companies in the science-based industrial park, located at Hsin Chu, have played the most important role in booming the economy of this country. Around half of them have experience in seeking patents for their techniques, and more than 50% of the patent-experienced companies in that park have entrusted their IPR works to Deep & Far. Certainly, the firm must also represent international giants, such as InterDigital, MPS, Schott Glas, Toyo Ink, Motorola, Cypress and TSMC, among others.

It has experience in seeking IPR-protections for its clients in more than 100 territories all over the world. The firm has had thousands of IPR-cases respectively prosecuted before official Patent Offices of major industrialised countries. It is not only the most competent in IPR-related matters in this country, but it also is very familiar with IPR-practices in major industrialised countries.

Deep & Far's philosophy is to provide competent legal services that other firms cannot comparably provide. It achieves this by selecting, edifying and nurturing people who have the following personalities: educated in expertise, morally earnest, sincerely behaved and strictly disciplined. It is well-believed that such properties are key factors for people to properly and competently behave themselves.

With perseverance, which enables this firm to be deep and far, Deep & Far can then equate the reality with its name.

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Tax Accountancy Firm of the Year in Vietnam



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Founded in 2000, Gia Cat Consulting and Auditing Company (Gia Cat) is one of the most prominent tax accountancy firms in Vietnam. For the last 14 years, Gia Cat has provided accountancy, tax and audit services for more than 3,000 companies.

The firm has approximately 120 staff and has adopted stringent recruitment procedures to attract and select the best candidates. The staff regularly attend relevant professional training programmes to remain ahead and keep up-to-date with the development of the fast changing business environments and technologies.

So far, Gia Cat is the only accounting firm in Vietnam to have been issued the ISO 9000:2001 on accounting services. In 2009 and 2010, it was in charge of tax consulting pages on Thanh Nien Online, Nguoi Lao dong Online and Phap Luat HCMC Online – three newspapers in the top 10 newspapers in Vietnam.

In 2013, during a very difficult economic downturn in Vietnam, the firm still developed strongly, with a client base of around 1000 companies. Although most of Gia Cat's clients are SMEs, it still attracts some MNC clients, such as Acer Vietnam, Taloca Vietnam, Bitzer Vietnam and Chi Tai Vietnam, among others.

As the co-founder and managing director of Gia Cat, Mr Nguyen Phan Xuan Thuy has built a good team around him – the key factor for sustaining development and ensuring the success of the firm in the long term. Mr Nguyen is also the co-founder and chairman of TS24 Corporation. TS24 is the country's pioneer of user-friendly and tax technologies with online tax declaration tools used by more than 30,000 companies in Vietnam.

Changes to regulation

Frequent changes to Vietnamese tax and business regulations have been a big problem for enterprises for FDI companies. Foreign companies can rely on Gia Cat's experience and expertise to guide them through the complexities of complying with domestic regulations.

The Vietnamese Accounting Standards (VAS) and the International Financial Reporting Standards (IFRS) are constantly being revised, and there is a big gap between IFRS and VAS. As a professional firm, Gia Cat keeps up-to-date with new accounting treatments, thus ensuring that its clients are adequately informed on a timely basis.

Global capabilities

As an active member of Alliott Group, Gia Cat can support its clients across the globe. Alliott Group is a wordwide alliance of independent accounting, law and consulting firms with more than 180 member firms in some 80 countries. Alliott Group has been voted the 'Accountancy & Law Alliance of the Year in the Global Market' in the 2014 Corporate INTL magazine Global Awards.

EUROPE

Europe Winners

The European Union comprises 27 nations with a total population of around 500 million, and accounts for around 30% of the value of global GDP. Internationally, the EU aims to strengthen Europe's trade position, as well as its political and economic status.

According to the European Economic Forecast by the European Commission, GDP growth in the EU, which has turned positive in the second quarter of last year, is increasingly driven by domestic demand. This year, domestic consumption and investment are set to expand further, reducing the dependency of the recovery on the external sector. Growth has also returned in many of the vulnerable member states, and growth differentials across EU member states are expected to narrow.

Europe's economic recovery, which began in the second quarter of 2013, is expected to continue spreading across countries and gaining strength while at the same time becoming more balanced across growth drivers. As it is typical following deep financial crises, however, the recovery remains fragile. Nevertheless, recent positive economic news means that the forecasts for GDP growth this year and next have been raised slightly since the autumn.

EU GDP, which rose 0.1% in 2013, is now expected to rise 1.5% this year and 2.0% next year, while growth in the Euro area, which was -0.4% for 2013 as a whole, is expected to be 1.2% in 2014 and 1.8% in 2015. After two years of contraction, domestic demand is gently firming, as the crisis's legacy of excessive debt, financial fragmentation, economic uncertainty and the need for adjustment and fiscal consolidation fades, and confidence is improving.

Within the EU economy, welcome recent improvements point to a path towards gradual normalisation. However, the consequences of the crisis are still holding back growth and job creation and could do so for some time. On the one hand, there are positive developments on several fronts. After years of necessary front-loaded fiscal consolidation, the aggregate fiscal stance is now close to neutral, although efforts are still required in a number of member states.

The European Central Bank (ECB) said that a quick turnaround for the Eurozone is not in sight. An EFN report, 'Economic outlook for the Euro area in 2013 and 2014', stated: "Unemployment rates will continue to increase [...] and private wealth will probably continue to shrink in most member states, as property prices have to fall further.

"[...] The [GDP] situation should slightly improve in 2014, with an expected GDP growth of about 1.1%. However, this will not be sufficient to lower the unemployment rate, which actually could further increase to about 12.6%.

"[...] Inflation should remain subdued also in 2014, at about 1.5%. Thus, the ECB can keep its expansive course for the foreseeable future, but we expect no further interest rate cuts in the short to medium term."

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Capital Markets Law Firm of the Year in Austria

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Understanding what matters.

Brandl & Talos is among the leading law firms in Capital Markets, Banking and Corporate law. We handle legal challenges from all perspectives. Looking ahead allows us to act proactively and preemptively for the benefit of our clients. Our experience and the size of our team allow us to assist our clients in complex cases while not forgetting about the importance of personal attention and service. Leading international companies trust in our competence as well as successful SMEs and rising start-ups frequently engage us in order to cope with the legal challenges of their everyday business.

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Contract Law Firm of the Year in Austria



Lindner law

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lindnerlaw

Lindner law is an Austrian law firm specialised in commercial law. The main office of the firm is located in Vienna. It is well known for its international focus and its experience in international projects.

The firm's services are completely client-focused. Lindner law addresses legal problems directly and provides its clients with feasible solutions. The firm advises its clients during the whole contract negotiation process, provides draft contracts or supplies the clients with comments and mark-ups to contracts drafted by the other party. The firm's experience with commercial contracts enables it to steer the whole negotiation process to the benefit of the client. Lindner law has also a broad experience with standard contract forms, such as FIDIC, ORGALIME or ICC contracts. Further, the firm assists companies when they set up or amend General Conditions of Sale or other similar general conditions.

Lindner law's clients are typically small and medium-sized enterprises, either engaged in the various fields of industry, or enterprises providing services. The firm is specialised in 'international contracts'. Many clients are manufacturing companies that export their products all over the world. Since Lindner law also represents its clients before courts and arbitral tribunals, when it comes to conflicts out of 'international contracts', it is very much aware of well drafted dispute resolution clauses. The firm's clients are Austrian companies and companies from other jurisdictions, mainly from other European countries, which are undergoing business in Austria. It advises the companies in all aspects of commercial contracts.

Over the last 12 months Lindner law advised an Austrian engineering and production company in the steel industry with various projects in Asia. Further, the firm advised a Serbian sub-contractor company in the food sector, when contracting the sale of package material and the provision of related services with a multinational milk-producing group of companies. In addition, Lindner law advised a sub-contractor providing services in the IT business and an Austrian IT services company when establishing a joint venture with Spanish business partners. Moreover, the firm advised several companies when setting up or terminating agency or distribution contracts.

Lindner law provides legal services as to the various commercial contracts including purchase contracts, service contracts, M&A contracts, agency contracts, distribution contracts, engineering and construction contracts, licence agreements, joint ventures and other forms of business cooperation contracts and transport contracts.

The firm's focus is truly international. Lindner law has a strong international network which enables it to advise, also taking into account other relevant jurisdictions. Therefore its clients really get a complete legal service when they have to deal with 'international contracts'.

Dispute Resolution Law Firm of the Year in Austria





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BLS Attorneys at Law has 40 years of experience in all areas of commercial law, corporate law, dispute resolution, litigation and tort. The firm's practical application of its philosophy – to provide a sustained and personal client support – has been recognised several times in the past years by many renowned trade journals, such as Corporate INTL, Legal 500 and Global Law Experts, among others.

Mr Wolfgang Schubert, partner, believes that BLS is distinguished from its competitors because of its unique approach. He noted: "The preparation and winding up of both the procedural matter accompanying the legal proceedings and the documentation and evidence on hand, is of particular importance to BLS. To us, litigation does not only mean the committed representation of interests during the proceedings before court. In fact, it includes a variety of preparation and ancillary services, which we bestow great care on, and ultimately ends up saving time and costs."

Further, the law firm's function as legal representatives includes arbitral proceedings, particularly within the framework of international trade disputes. Mr Schubert added: "The times when the technical and economical aspects of a legal case could be solely left to the clients are over. An efficient legal representation requires the economical and technical facts of the case to be fully understood by us also."

BLS' legal proceedings for the past 12 months include an immediate recall for a renowned food manufacturer in 13 European countries, and the subsequent winding-up of the consequent loss. The firm also represented a leading engineering company within the framework of arbitral proceedings. Moreover, it was involved in cases concerning recalls of motor vehicles in the US, recourse proceedings in Beijing, as well as providing advice pertaining to injector damages of locomotives in the US, India and South America. BLS is known for its involvement in Austria's best-known cases, including the devastating fire in Kaprun, the Bawag-case and the Constantia Bank / Immofinanz-case.

In 2013, the independent certification body TÜV Austria Cert GmbH certified the business law firm's quality management system, attesting to its practice and client orientation. BLS was the first Austrian law firm to undergo this examination. Mr Thomas Boller, partner, noted: "Getting certified allowed us to increase the transparency of our processes and to identify further enhancement potential, thus, ensuring that the focus remains on the core activities. We can address the needs of our clients quicker and more efficiently. On the whole, it allows us to ensure the sustainable maintenance and continuous advancement of a high quality level pertaining to our services and our employees."

BLS Attorneys at Law is board member and the sole Austrian member of the international AVRIO Advocati European Law Firms Association and represents many clients internationally.

Editor's Choice - Corporate Restructuring Law Firm of the Year in Austria



Lugger I Bankler Rechtsanwälte

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Lugger I Bankler Rechtsanwälte is a modern, independent Austrian business law firm that provides clients with personal, individual and efficient legal advice to the highest professional standards. The firm advises national and international commercial entities, as well as public institutions in all areas of business and commercial law. It also advises private clients on commercial issues.

The firm's mission is to fully understand the client's business and to provide tailor-made solutions according to the client's commercial and personal needs. Lugger | Bankler has a fresh and innovative approach to the practice of law and delivers prompt, efficient and practical advice.

Lugger | Bankler primarily provides legal advice in the areas of business and commercial law with a strong focus on M&A / corporate and dispute resolution. It also has particular strength in environmental law and energy law. Further major practice areas of the firm are commercial, banking and finance, public administration, employment and real estate.

Within the areas of M&A / corporate, the firm advises national and international entities of all sizes. It matches its expertise to the specific needs of clients' businesses, whether it is a small start-up business or a large (multi-national) corporate enterprise.

"Over the past few years corporate restructuring and strategic reorganisations have significantly gained in importance in our daily business," noted Kersten Bankler, partner and head of M&A / corporate department at Lugger | Bankler. "In the majority of restructuring processes we attend, it is about positioning the company to be more competitive. Sometimes the original structures are not consistent anymore with the new strategy of a company and sometimes reorganisation is absolutely necessary for economic survival. Of course in many cases corporate restructuring is tax driven."

Mr Bankler's core practice areas are corporate law, mergers & acquisitions, restructurings, commercial law and contract law. He is a member of the Vienna Bar Association and speaks German, English and French.

The M&A / corporate team of the firm assists clients in national and transnational transactions. It advises and supports clients on the acquisition and sale of companies and on strategic reorganisations. Further it advises on incorporation of companies, restructuring, preparation of shareholder meetings, board meetings and resolutions and corporate compliance, as well as all kinds of corporate housekeeping. The firm also offers a full company secretarial service.

More information about Lugger | Bankler and the firm's further core practice areas can be found at www.lugger-bankler.at

Specialist - Contract Law Firm of the Year in Austria



Dax & Partner Rechtsanwälte GmbH

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DAX & PARTNER
Rechtsanwälte GmbH

Dax & Partners was founded in 1994. The law firm that had started as a small family enterprise rapidly expanded to become a player on the entire Austrian market, with four locations in Austria and a best friends network, particularly in Eastern Europe. It has, in the meantime, evolved into a renowned business law firm with more than 60 employees, of which approximately 20 are trained lawyers.

The firm possesses specialists in all areas of law, in particular, in the field of corporate and business law, providing services to clients in different languages.

Due to its close and long-standing relationships with advisers from other fields of practice, Dax & Partners regularly coordinates its services with those of tax consultants, auditors and investment banks, if so requested by the client. The firm also offers its clients the coordination of advisory services in international legal transactions. In addition, Dax & Partners saw the need to develop relationships with technical advisers and specialists. In the energy, infrastructure and property development business especially, it is fundamental to also provide know-how on a technical level.

The firm delivers unconventional solutions. A main pillar of its work is its partnership and close ties with its clients. Dax & Partners explores the boundaries of all possible solutions and seeks to find the right solution when faced with difficult situations. Its lawyers can look back on many years' experience and successes in all areas of business law. The firm's philosophy guarantees the implementation of the best possible solution, not just of the first idea that comes to mind. Dax & Partners therefore regularly cooperates with its clients for long periods of time and not only in singular projects. The lawyers therefore know their clients very well and can therefore advise on a much higher level.

Due to the fact that Dax & Partners provides clients with services from nearly all business areas, it doesn't have a 'typical client'. It usually advises clients in several matters over long periods of time, therefore developing a quality client relationship. With the firm's ability to provide individual solutions, it was able to develop cooperations with several of its clients, which are beneficial not only for the firm, but also for the clients themselves. Since Dax & Partners knows its clients, it can provide legal advice on a much higher level for them than anybody else.

White Collar Crime Law Firm of the Year in Austria



wkklaw

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wkk law

wkklaw attorneys at law is a rising and well-established law firm with highly advanced expertise in corporate criminal law and white collar crime, located in the centre of Vienna. It advises a large base of clients, national and international, handling legal disputes for leading corporates in Austria and Europe.

The firm is now one of the most well-known white collar crime boutiques in the Austrian market. As a multilingual firm, it handles numerous high profile white collar crime and corruption cases as defence counsel, as well as civil party representative. Further, wkklaw advises companies on matters of compliance and in-house investigations.

wkklaw has a team dedicated to criminal matters, comprised of four partners and eight associates. The experts of corporate criminal law and white collar crime combine local expertise and international know-how to offer prompt and flexible legal services.

Norbert Wess, wkklaw partner and leader of the white collar crime team, has a broad range of experience and has established a reputation as one of Austria's premier lawyers in managing white collar crime cases and criminal cases. Within a short time he established himself in most of Austria's high profile cases concerning white collar crime and earned the reputation, nationally and internationally, as one of the top defence lawyers in Austria.

Norbert Wess explained wkklaw's core principles and the way in which the firm distinguishes itself from the competition: "We are team players. We are promoting teamwork in order to exchange different point of views, form a solid structure and act as one person."

The legal experts at wkklaw have proudly represented numerous high profile clients in the field of corporate criminal law and white collar crime. The firm's clients are widely diversified and include international companies, public and private companies, government bodies, banks and financial institutions and high-net-worth individuals. Its expertise gives it a distinct edge when working on an international playing field.

Norbert Wess noted: "With regards to the field in which wkklaw has won this award, one of the biggest successes is that the past year has been the most productive in wkklaw's history, backed up by its commitment to quality of legal services. The firm has been involved in a large number of high profile cases regarding white collar crime cases, for example numerous legal proceedings for TELEKOM Austria.

"In 2013 wkklaw also managed to add one of Austria's leading experts in corporate law to its board of partners, Georg Eckert, who is not only registered as a lawyer in Austria, but also professor at the University in the field of corporate law.

"The overall aim for the next 12 months, and also for the next 24 months, will be to maintain consistent growth in every single way. The firm is working on always delivering professional legal services, so it will grow continuously as it has been the last few years, and the core of wkklaw's culture will stay the same – providing our clients the highest quality of legal work in every single way."



ABAC-BAAN

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ABAC-BAAN, established in 1995, is a non-profit organisation which defends the interests of intellectual property right holders. Located in Belgium, it was created by several reputed trademarks holders who were victims of counterfeiting in Belgium and Luxembourg. Many different branches of the industry are represented, from luxury goods to common consumer goods, such as clothing, sports equipment, leather goods, perfumes, toys and entertainment.

The association's anti-counterfeiting services include investigations and product verification; transmission of pictures and / or samples for examination; the organisation of transport, storage and destruction of goods; follow-ups of seizures; filing criminal complaints; and the filing and renewal of application for action. It also advises its members on practical and legal issues.

ABAC-BAAN assists its members in anti-counterfeiting matters initiated by customs administration, the police and the economic inspection – The Ministry of Economic Affairs. The association functions as the interface between the customs and authorities and its members when suspicious products are intercepted. It takes care of complete administrative follow-up of customs files. It implements the 'simplified procedure' in view of the swift destruction of the counterfeit products. If required, it also involves judicial authorities.

In regards to non customs-related counterfeit files, the association works with independent and experienced field investigators or in-house resources in order to inspect markets as well as other points of sale and suspicious places. It operates on its own initiative, upon request of the authorities or upon a specific member request. Along with ABAC-BAAN filing criminal complaints or declarations of injured parties, members can file a civil action and claim damages through their own outside counsels.

In the case of suspicious products being spotted, ABAC-BAAN contacts the member involved and the relevant authorities in view of the seizure and destruction of the counterfeit products. It provides support to the police and the economic inspection before, during and after anti-counterfeit raids – among other things, collecting and passing on product assessments of members.

The association aims for the swift destruction of counterfeit products seized by the authorities. It introduces requests to that effect with the relevant authorities, such as public prosecutors, inquiring magistrates and customs, among others. ABAC-BAAN always provides the assistance requested by the authorities. If required, it also calls upon providers of transport, warehousing as well as destruction services, and coordinates the operations under supervision of the authorities.

ABAC-BAAN always maintains a good relationship with the authorities. It participates, and involves its members, in training and awareness initiatives for the police, the customs administration, the economic inspection and the public prosecutors. The association conveys specific training requests to its members and assists in the implementation of such training. It is also involved in consultations and sessions on the working processes of the authorities, legislative initiatives, statistics, etc. Further, it communicates the concerns of its members with the authorities.

Becoming a member of this association has many advantages. It is very cost-efficient, as the cost is shared by many companies. In addition, joint action has a greater impact and dissuasive effect. Moreover, as representatives of several right-holders, the association has more weight in the framework of petitions to public prosecutors, the police, the customs administration and the economic inspection, as well as in regards to service providers – warehousing, transport, destruction, among others.



BWCI Group

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BWCI, established for more than 30 years, has built up a strong reputation among its many corporate and institutional clients as experts in both domestic and international pensions and insurance.

The BWCI Group is the largest firm of actuaries and consultants in the Channel Islands. It provides a broad range of employee benefits, investment and insurance services to clients based in the Channel Islands, the UK and internationally. From small beginnings in 1979, BWCI has grown to around 100 staff with offices in both Guernsey and Jersey. Looking ahead, the firm's continued growth will be based on its commitment to satisfying the needs of its clients by providing a proactive and personal service that is focused, practical and innovative.

BWCI's independence is one of its strengths. The firm ensures that the advice it gives is impartial and free from conflicts of interest. In addition, its independence allows the firm to develop creative solutions and gives it the flexibility to implement them rapidly. As a result, BWCI's clients know that they can rely on its innovation and integrity at all times. While the firm operates in a complex technical environment, it is committed to clear communication of its advice in order to assist clients in making better decisions. Regularly complimented on the clarity of its presentation, BWCI is continuing to develop its dedicated communications team who specialise in producing bespoke 'plain English' member communications in a variety of formats.

The firm strives for technical excellence in everything that it does. Its senior management team encourages the highest professional standards at all times, backed by its own years of practical experience. Its systems and procedures ensure that this client-focused approach is also adopted throughout the firm.

BWCI attracts talented people and is always ready to invest in their training and development. Once they are on board, all team members are encouraged to develop their full potential, supported by experts in their chosen specialist fields.

International Connections

As well as being the actuarial experts in the Channel Islands, for both local and international pensions and insurance arrangements, BWCI also has excellent global links through its membership of Abelica Global, a leading international provider of financial consulting services relating to employee benefits, investments, insurance and healthcare.

Abelica Global is comprised of financially and legally independent actuarial and consulting firms represented in principal cities worldwide. This independence and entrepreneurial spirit, coupled with a depth of expertise and solid understanding of both local and international markets, enables Abelica Global firms to provide services of the highest quality to clients anywhere in the world.

BWCI's Blue Riband – Positive Retirement Solutions

With the closure of many defined benefit pension schemes as a result of the increasing cost pressures of providing pensions in a low interest environment, and the impact of significant improvements in life expectancy in recent years, BWCI recognised that a good but cost-effective pension would increasingly be seen as a key employee benefit. This has never been truer than it is today, and a flexible pension plan is a central part of the total reward package.

Pension requirements are also changing, with a strong steer from governments to encourage longer working lives and a phased and flexible approach to retirement. Consequently, pensions are often now regarded more as retirement savings, enabling the continuation of an active lifestyle during retirement, which in some cases could be almost as long as the working life.

With this in mind, BWCI's Blue Riband suite of pension solutions was launched to meet the demand for a simple 'off the shelf' collection of pension options to satisfy the requirements of a range of employers and individuals. Since its launch in 2008 with the Channel Islands Retirement Plan, the Blue Riband pensions family has grown and now also includes corporate pensions saving vehicles for multinational employers and internationally mobile individuals. Blue Riband has more than £100 million under management.

Blue Riband has been specifically designed with the aim of reducing the administrative burden of providing a pension scheme. While it is cost effective for small groups of employees, it is equally suitable for large employers. Blue Riband has proved to be extremely popular due to a combination of its transparent and low costs, easy establishment and flexible contribution structures. All of the member literature and administration has been designed to be accessed online, to minimise the burden on the sponsoring employer. Further details can be found at www.blueribandplan.com.

Contract Law Firm of the Year in Bulgaria



Georgiev, Todorov and Co. Law Offices

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Georgiev, Todorov and Co. Law Offices is a leading Bulgarian law firm with more than 20 years' experience. It was established recently after the fall of communism in Bulgaria, and has had the chance to participate and contribute to the development of the modern Bulgarian market ever since.

The firm is experienced in advising on contract law matters which are the most important and frequently discussed issues in the day-to-day business of its clients. It offers consulting services in respect of contract law matters, and is top-ranked at the major international legal guides in litigation and domestic and international arbitration.

Georgiev, Todorov and Co.'s experts provide consulting services to major Bulgarian companies and foreign investors. Some of its partners, in addition to their wide-ranging practice, are well-known academics involved in the legislation procedure, members of various experts groups and committees appointed by the government and the national assembly.

Georgi Georgiev, the firm's associate, has been involved in the negotiation and closing of business transactions, including entities of various areas such as acquisition of company structure dealing with agriculture, pharmaceutical companies, media etc. His main task was to structure the transactions in such a manner that would provide an optimal degree of protection to his client's interests, meanwhile establishing legal relations with the other party, which were the basis for successful cooperation between the parties.

In addition to his degree in Law from Sofia University, Mr Georgiev has a LLM degree from King's College London. He has also attended courses in Contract Law and Tort Law at the University of Cambridge. He noted: "This helped me to understand the standard subscription and shareholder's agreement frequently used in international transactions and to accommodate the standard clauses to the applicable Bulgarian law, determined by the parties as such in most of my cases."

The firm's main advantage is its experience in litigation where the more peculiar clauses in a contract are assessed. It implements this know-how in the drafting of the agreements, thus preventing the prospective negative outcome for the client. Its team members are constantly upgrading their knowledge in legal theory through training courses in Bulgaria and abroad. Its experts are university professors involved in the education of the Bulgarian legal experts and with current debates in the doctrine. The firm also has a successful litigation practice, which has led to the establishment of case law on contract law issues, contributing to the development of the Bulgarian legal system.

Georgiev, Todorov and Co.'s objectives for 2014 are to continue to provide first class legal services for its clients and to add value to their businesses. It is a policy of the firm to constantly improve the quality of services provided and the expertise of its members.

Corporate Services Accountancy Firm of the Year in the Channel Islands

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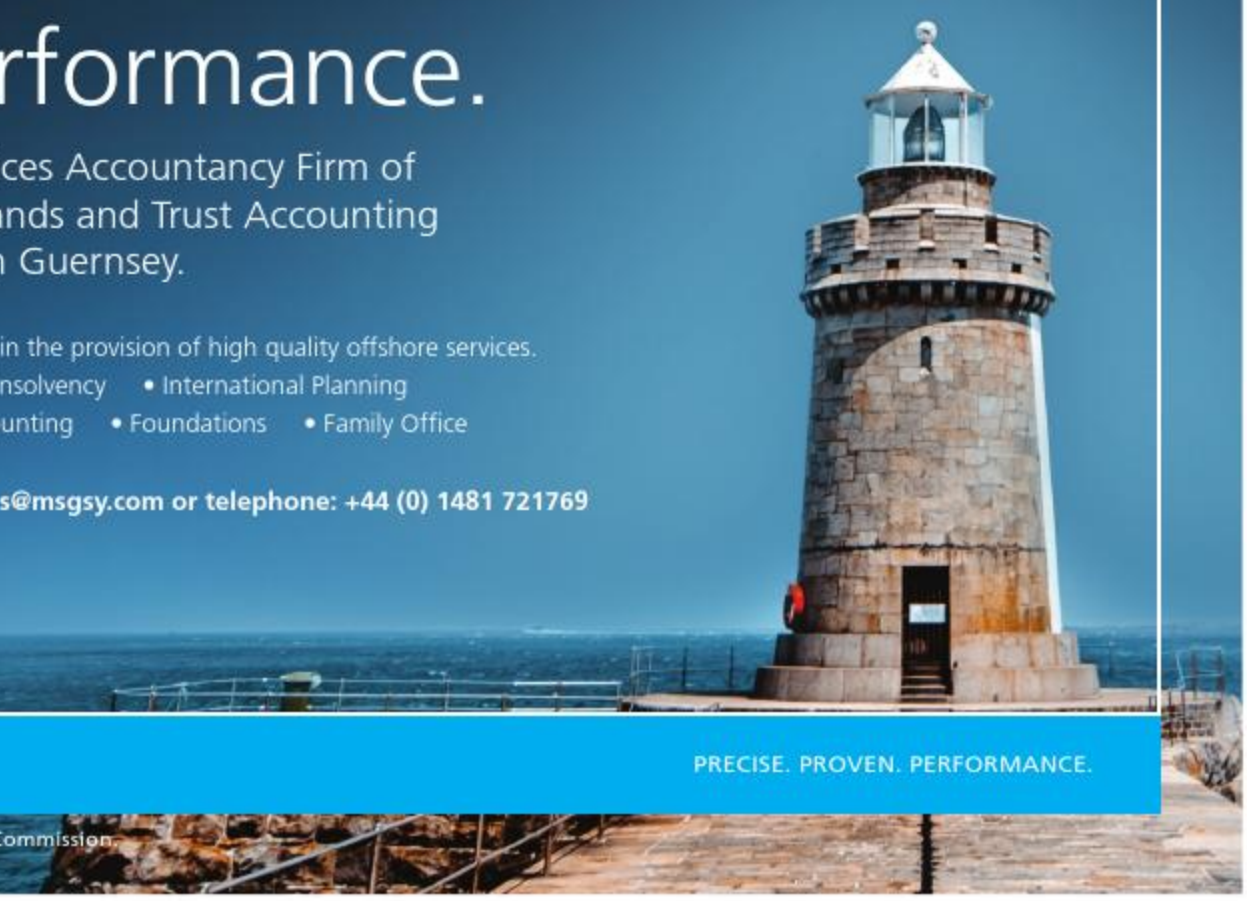
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Editor's Choice - Corporate Law Firm of the Year in Cyprus





Symeou & Konnaris LLC

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Symeou & Konnaris LLC is a pioneering prominent law firm which has rapidly expanded over the years, offering legal services under various jurisdiction laws across a range of practice areas. The firm is recognised in each of its core practice areas – companies section & offshore section, tax law and international tax planning, banking and finance, real estate, intellectual property and trust – and is retained on a regular basis by national and international entities in a wide range of industries.

Its clients are large domestic and international entities, international law firms, well-known national and international banks, family and individual entities, financial institutions, commercial and residential real estate developers, attorneys and professionals' accountants. The clients benefit from the firm's ability to combine international knowledge with local experience.

The advocates and legal advisers at Symeou & Konnaris LLC place great emphasis on enhancing long-standing relationships and a substantial knowledge of clients' business. The firm operates through confidentiality, experience, professionalism, commitment and complete dedication to all clients. Its rapid expansion and the awards achieved are the direct result of the personal attention, quick response and high standards of excellence reflected in the service carried out.

In regards to corporate law, the firm is recognised for its expertise in high-complex transactions and has a substantial experience advising on a wide range of national and cross-border transactions. It advises on all matters that are related to the registration, formation and arrangement of Cyprus entities, including companies, offshore banking units, offshore trusts, partnerships and representative officers of overseas corporations.

Symeou & Konnaris LLC also deals with the regulatory framework which covers offshore related activities, as well as advising on the operation of offshore entities, including the substantial tax advantages and other benefits which derive from Cyprus legislation and double tax treaties.

Panikos Symeou, Symeou & Konnaris LLC managing partner and head of its corporate department, advises on the firm's corporate management as well as on companies' formation and international trust. He advises international clients on all investment management related matters. He is a member of the Cyprus Bar Association, the International Tax Planning Association and the Society of Trust and Estate Practitioners.

Christakis Konnaris, another of Symeou & Konnaris LLC's managing partners, focuses particularly on the governing of offshore related activities, as well as the operation and formation of offshore entities. He is also an expert on providing advice on tax planning formation of offshore companies. He is a member of the Cyprus Bar Association and the International Tax Planning Association.

Editor's Choice - M&A Law Firm of the Year in Cyprus



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Marios Eliades, Tassos Papadopoulos & Associates LLC senior partner, practises corporate & commercial law, banking and finance, competition law, M&A, employment law, international transactions, venture capital investments and arbitration law, as well as litigation related to his fields of practice. He has contributed to various international legal publications. Mr Eliades graduated from the University of Kent with a BA degree in Law and from King's College London with an LLM. He then returned to Cyprus where he was admitted to the Cyprus Bar and has been practising law since 1990.

Tassos Papadopoulos & Associates LLC is one of the leading law firms in Cyprus, providing a full range of legal services. The firm was established by the majority of partners and associates of the former Tassos Papadopoulos law firm, one of the oldest and largest law firms in Cyprus, founded in 1971 by the former president of Cyprus, Tassos Papadopoulos. Its objective is to provide a high quality, expedited response as well as cost-effective legal services to meet the demands of today's legal practice – with particular emphasis on client confidentiality.

The firm maintains its principal practice base in Nicosia, and is associated with local firms in each of Cyprus' towns. Moreover, the firm is a member of major international networks of independent law firms, such as TAGLaw and the Association of European Lawyers – with several thousand well-connected lawyers in over 90 countries.

In transactional and non-contentious business, Tassos Papadopoulos & Associates' practice is focused on banking and finance, corporate law, financial services, acquisitions of companies and property, public tenders, mergers and joint ventures, the financing of major capital projects, IPOs as well as public listings. The firm also has a substantial practice in the fields of company formation, administration and tax planning – not only in respect to companies registered in Cyprus but also in foreign jurisdictions, as well as in international transactions involving Cypriot entities.

Tassos Papadopoulos & Associates' clients include local as well as global banking institutions, semi-governmental organisations such as the Cyprus Stock Exchange, municipalities and other local authorities, individuals, local and international building and engineering contractors, pharmaceutical companies, medical equipment companies, shipping enterprises, local and international information technology companies, publicly listed companies, investment firms, insurance companies, professional firms and large business concerns in commerce, tourism, hotels, general trade, oil, and other fields.

In addition to its advisory role to the Cyprus Stock Exchange, Tassos Papadopoulos & Associates is traditionally involved in M&A activity. The firm has recently acted in the merger of two of the largest food and drinks distributors in Cyprus. It has also advised on mergers of insurance companies in Cyprus and acted in takeover work by venture capital firms. It has regularly represented local and international companies before the Cyprus Competition Commission on competition law issues arising out of takeover, joint venture and merger agreements, and in alleged cartel cases.

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Trust Administration Service Provider of the Year in Cyprus



Fiduciana Trust (Cyprus) Limited

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Fiduciana Trust (Cyprus) Limited is a boutique Cyprus trustee and fiduciary services company with international coverage. The firm takes pride in offering a friendly and personal service. It focuses on offering the highest level of personalised trust, corporate and accounting services and solutions to clients. The boutique nature of the business ensures that its clients' affairs are kept strictly confidential and the most personal approach is offered in the handling of all matters.

Fiduciana provides services in trust services; corporate services; accounting & financial management; international tax planning; family office and virtual office; Cyprus funds registration and administration.

The firm's personnel consists of chartered accountants, lawyers and paralegal administrators – high calibre professionals carefully recruited and suitably-trained to meet the needs of the most demanding situations. Its team is extremely dedicated, working long hours in order to give clients the best service possible. Fiduciana clients are certainly not treated as a number – each client is known on a first name basis. The firm builds a committed team of people who take total responsibility for its services locally as well as internationally. Its aim is to always exceed its client's expectations.

Fiduciana leads the field in providing added value to its clients. Where the firm provides directors for a client company, it has the ability and experience to understand their business and therefore conduct the entire business of the company, liaising with the company's owners only where appropriate. Fiduciana is proud to source highly qualified employees in order to provide a service to its clients of extraordinary quality.

Anna Homenko, Fiduciana's managing partner, has 14 years of tax, compliance, trust corporate and fiduciary experience. She is proficient in dealing with all aspects of corporate law, including the incorporation, management and structuring of Cyprus and international corporate entities as well as advice, structuring and ongoing management of complex multijurisdictional trust structures.

Ms Homenko studied International Law in the Institute of International Relations, Kyiv Taras Shevchenko University, and continued her academic development in the UK, where she graduated from Keele University with a dual bachelor's degree in Law and International Politics. Following that, she completed the legal Practice Course (LPC) in Chester, UK. Ms Homenko is a member of the Society of Trust and Estate Practitioners (STEP) and ITPA.

Fiduciana aims to deliver services of the highest standard, provide solutions and guide clients, working together with expert legal, financial and tax advisers. It combines legal knowledge, fiduciary experience and business sense to ensure the best possible outcome for the client. The firm believes that the art of fiduciary services is to ensure that there are no impossible solutions, and it has that down to a fine art.

Individual - M&A Lawyer of the Year in the Czech Republic



Kocián Šolc Balaštík (KŠB)

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Dagmar Dubecká, managing partner at Kocián Šolc Balaštík (KŠB), is regularly acknowledged by Chambers Global, Chambers Europe, IFLR and Who's Who Legal as one of the Czech Republic's best M&A lawyers. In 2013 she was the winner of the 'Legal Services, Consulting and Audit' category and was ranked 13th overall in the Top 25 Czech Business Women poll held by leading business newspaper Hospodářské noviny to promote businesswomen "whose influence goes well beyond the boundaries of the companies they work for".

Founded in 1990, KŠB is one of the largest law firms in the Czech Republic, with its head office in Prague and regional branches in Karlovy Vary and Ostrava. With almost 70 lawyers and tax advisers, KŠB has carved out a reputation as a successful independent law firm and has been repeatedly recognised as a first tier firm by Chambers Europe, IFLR, ePravo.cz and Who's Who Legal. It is a full service firm and has the skill and experience to advise on all aspects of commercial, civil, financial and tax law relevant to business. KŠB's network of international relationships provides a comprehensive platform with major benefits for cross-border projects.

The firm's M&A services include consulting on acquisitions of shareholdings, businesses and asset (acting on both the sell side and the buy side) deals; proposing optimal tax-efficient transaction structures; addressing compliance within the regulatory framework, including competition and labour issues; negotiation and implementation; and consulting on all types of transformations (such as mergers by acquisition, mergers by formation of a new company, asset transfers to a shareholder, demergers, spin-offs and change of legal form), including cross-border mergers and proposing optimal transformation methods.

KŠB has also been at the forefront of innovation in restructuring and M&A deals in recent years and is a pioneer in deploying legal concepts from newly enacted legislation, for example, in terms of squeeze-outs and European company structures. It has already advised on one of the first acquisitions to take effect after private law recodification came into force on January 1, 2014. The firm offers a solution-minded M&A team with an international perspective, specialist knowledge and sensible pricing. Thanks to its in-house team of tax advisers, KŠB offers clients the advantage of tax-optimised structure advice from the outset of a transaction.

KŠB treats each individual M&A transaction as a unique opportunity to deliver success and to surpass the expectations of its clients. Examples of some of the firm's significant transactions last year include advising BM Management s.r.o./Economia, a.s. of Centrum Holdings, s.r.o., advising Webfarm and Dalten Media from Warburg Pincus, advising Verdi Capital on several acquisitions – owners of photovoltaic power plants (appr. 10 MWp), acquisition of a minority stake in Travel Servis, and, in the area of mergers, intra-group restructuring (merger) of 19 companies forming part of Slot Group, and de-merger of the "development" part of Skanska.

Dynamic - Construction Law Firm of the Year in Denmark



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SØBY & PARTNERS

Søby & Partners is a law firm specialised in advising parties in the legal aspects of construction. Its goal is to maintain and expand its leading market role in advising the parties within the field of construction, always focusing on prompt services and quality so that its advice has the highest possible value to the client.

The firm is focused on the following areas of expertise: construction law; contract law; professional liability and product liability; insurance law; mergers and acquisitions; EU law and international law; and environment law, among others.

Søby & Partners assists clients in connection with legal proceedings, as well as assisting in contract preparation, claims in connection with variations and delays. It advises its clients during construction and in connection with legal proceedings and arbitration proceedings, and with claims related to builder's guarantees and contractor's guarantees.

Primarily, the firm advises Danish and international contractors. But it also advises owners, architects, engineers and other parties in the field of a construction project, for example, banks and financial institutions.

Niels Søby, Søby & Partners partner, specialises in construction law; insurance law; mergers and acquisitions; EU law and international law; and court and arbitration proceedings. He was admitted to the Danish Supreme Court in 1980 and has a Master of Laws from the University of Copenhagen, 1971. Further, he speaks Danish, Scandinavian, English, German, French and Italian.

Søby & Partners has been a valuable consultant for participants in major Danish construction projects and supply contracts such as the Great Belt and Øresund relations, the Copenhagen metro, subway, highway expansions, offshore wind farms and IC4 trains, among others. It also advises guarantor banks and insurance companies in the construction business. Moreover, it has also handled a number of disputes involving foreign projects.

Rising Star - IP Enforcement Lawyer of the Year in Denmark

Clemens
advokater



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Welcome to Clemens Advokater

The Danish law firm Clemens Advokater offers legal advice within most legal disciplines pertaining to the business world, including advice relating to the protection and enforcement of intellectual property rights, commercial and company law, real estate and construction law. We also provide legal advice with regard to private property deals, insurance and compensation law.

We have approx. 50 employees and about 20 are attorneys. We offer a broad spectrum of professional skills and we specialise in a number of legal fields.

We are advisers to several of Denmark's largest commercial enterprises as well as to private citizens. We strive to provide a consistently high-quality service and to maintain a close dialogue with our clients.

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FIODHA COMPLEXITY MADE SIMPLE

In collaboration with:

DALLA VERITÀ & PARTNERS
Bologna Milano

FIODHA LLP is a team of experienced professionals who provide specialist services to international businesses and high-net-worth individuals (HNWI). Founded by Gianluca M Dalla Verità, the FIODHA team combines longstanding experience in London with in-depth knowledge of cross border taxation and corporate works.

The firm is a young, innovative company that combines legal expertise with the ongoing analysis of global economics, and regularly takes part in international events, forums and studies.

An extensive network of partner firms and organisations worldwide, including direct stakeholdings, makes FIODHA LLP the ideal adviser for every type of investment, as well as an invaluable partner for the optimisation and restructuring of existing entities from a legal, tax and financial perspective.

Mr Dalla Verità, a chartered public accountant, auditor and publicist, is the founding member of Dalla Verità & Partners, with branches in Bologna, Milan and London, specialising in financial services, M&A and cross border taxation. He is a member of various international bodies in the field of international tax law, as well as a member of STEP, the London-based Society of Trust and Estate Practitioners.

He specialises in cross border taxation and tax advice, and restructuring operations for multinational groups. He is an expert in M&A (advice and origination) and in the constitution of financial instruments and securitisation vehicles in compliance with EU legislation. He also has a longstanding and successful track record in Eastern and African markets.

In addition, Mr Dalla Verità has specialised in HNWI, acquiring expertise in areas such as tax structuring for managers and sportsmen, real estate tax planning and regulations, and the arts. The forthcoming new regulatory framework in England and Wales will allow him to apply his considerable experience in trusts to perform probate proceedings in those countries.

Further, he is a regular contributor to leading publications. He has published more than a hundred papers on taxation and corporate, trust and business law and regularly lectures on these subjects for private entities and associations.

Fired by a dual passion for people and macroeconomics, Mr Dalla Verità has been studying worldwide trends and habits for decades. Over the years he has made the acquaintance of entrepreneurs, scholars, Nobel Prize winners, writers and poets, as well as ordinary working people from all walks of life (even politicians!). His quest for the truth that lies behind current phenomena has made him a strategist, seeking out the best responses to forthcoming events, and managing the consequent readjustments for his clients. He hopes to read changes correctly, and enjoys sharing his analyses with clients and friends.



Heidrick & Struggles

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HEIDRICK & STRUGGLES

Annabel Parsons is a partner in Heidrick & Struggles' London office and head of the UK Leadership Consulting Practice. She is also a member of the firm's global Industrial Practice and UK Board Practice. She works with international clients across all markets and sectors, focusing on leadership solutions including CEO succession, talent management, team facilitation and Board effectiveness reviews.

Is our Board world class? This is the "top of mind" question for chairman, CEOs and board members in considering the effectiveness of their working relationships and the contribution each is making to the realisation of the company's strategic goals.

Heidrick & Struggles' approach moves clients beyond a simple compliance mentality, placing an emphasis on behavioural issues, creating and sustaining a positive performance culture within the boardroom.

Whilst Heidrick & Struggles has developed a proven framework for Board Effectiveness assignments, it is recognised that every client has specific needs that must be addressed during the review.

Therefore at the outset of an assignment the Heidrick & Struggles team works closely with the client to tailor this framework to their specific circumstances.

A three-phase approach has been developed through extensive experience in designing and delivering Board Effectiveness programmes:

Discovery Phase: the organisation's context and situation is articulated through stakeholder input, desk research and expert review and the model tailored accordingly.

Analysis Phase: building a full understanding of the Board's current state and impact through survey, interview, 360 degree and observation.

Performance Phase: feedback, on-going review and programmes of facilitated Board sessions and improvements contribute to enhanced Board Effectiveness and awareness.

Heidrick and Struggles will provide tools and support to facilitate the organisation carrying out interim/ internally resourced reviews in periods between external reviews in order to facilitate consistent comparisons and milestone checking.

Heidrick & Struggles' London team supports many businesses operating outside the UK. Offering the support of a genuinely global practice, the team works with businesses in all regions seeking to comply with guidance on the need for external review as well as those seeking to list in the UK, part of regulated industries and going through major change where Board alignment is critical.

Heidrick and Struggles also offers thought leadership on Board issues. Recent publications include:

- "Towards Dynamic Governance – 2014" – a report which offers fresh data and insights on Corporate Governance in action;
- "Boards and the Permanent Revolution in Governance – 2013" – the real story over the next decade will be how boards respond to these five ever-rising challenges. By Theodore L Dysart and Bonnie W Gwin;
- "The Effective Chairman – 2012".



PwC

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PwC is the market leader for consulting services relating to business continuity and resilience, with strong international hubs of expertise. In the UK alone it executes more than 100 engagements each year for more than 60 clients, ranging from business continuity implementation and rehearsal programmes for multi-national clients to reviews of IT resilience and business continuity audits.

PwC is well-known for its tax and auditing services, but is also a major consulting firm. The services relevant in this context cover the development, testing and assurance of capabilities for:

- business continuity,
- crisis and incident management,
- IT disaster recovery and
- organisational resilience

The firm's Business Continuity clients are varied across many industries and are of all sizes. In the UK, most businesses already have business continuity and crisis management plans, although the quality varies widely. So, PwC's work tends to focus more on assurance – reviewing plans and undertaking exercises and rehearsals. However, the firm still finds many mid-sized clients who need plans built or rebuilt, and it also does a great deal of multi-national BCM programme work.

PwC's work on crisis leadership consists mainly of running board-level rehearsals to improve the confidence and capability of leaders in managing crises and protecting reputation – the firm has done this with many businesses including a number of very well-known firms. Recent IT failures, especially in the FS industry, have given rise to considerable work investigating the causes as well as improving the recovery and incident management capabilities of those affected.

PwC has also been very active in improving the resilience of IT systems, especially in the financial services sector in the aftermath of recent high-profile IT failures. We have helped clients develop effective control and testing to provide assurance as well as building better links between the business and IT.

The firm is seen as a market leader in these Business Continuity disciplines because of the strength of the team it has put together, coupled with very broad capabilities available across PwC. This means that not only does it have the capability to tackle most client requirements, but it can also fit its services into wider contexts.

Martin Caddick, PwC director, noted: "We try to see BCM (Business Continuity Management) in broader terms, picking up on how it inter-relates to other relevant areas such as risk management or cyber security. This is important both to reduce costs by avoiding duplication and improving the solutions through a better integrated approach.

"Ultimately this takes us into 'Resilience' – which is conceptually on a higher plane – dealing with how a business can respond and adapt to changes that takes it beyond what clients are used to dealing with."

Research is showing that organisations want to take a broader view of their resilience, moving away from a silo approach to risk management. As the approach to protective disciplines matures, the emphasis is changing to how these disciplines work more effectively together, and indeed, to whether they deliver even collectively the level of resilience expected.

PwC is leading the thinking on Resilience, developing Resilience Indicators that help executives spot trends and gaps that may improve or degrade the resilience of their enterprises. Members of PwC are contributing to the forthcoming standard on Resilience, and are working with both clients and public bodies to benchmark resilience and improve the understanding about what contributes to it.

PwC's objectives for the remainder of 2014 are to continue to develop resilience, launching an Operational Resilience benchmark globally and developing the means to evaluate strategic resilience for businesses, along with tailoring its BCM services to help mature clients more effectively – improving the quality of their plans and capability, building on their investments rather than replacing them. The firm also plans to increase boardroom awareness of the need to rehearse for crises – making these exercises more enjoyable and worthwhile.

Done properly, Business Continuity doesn't just protect the business – it provides a unique insight into what is important to the business and why. This insight should be incredibly valuable to the business. Our mission is to improve and highlight the relevance of Business, attracting younger brighter practitioners and providing them with an understanding of the business that will be a foundation for successful careers in the future.

Client Choice - Company Recovery Advisory Firm of the Year in England



Winner of 'Client Choice - Company Recovery Advisory Firm of the Year in England'

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Boutique - Biotech Patent Law Firm of the Year in England / Patent Prosecution Law Firm of the Year in England

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Kilburn & Strode understands the point where business, innovation and the law meet. Its reputation for straight-talking, commercially sound advice has helped to make it one of Europe's leading intellectual property firms. The firm is renowned for making the complex simple and for seeing the business issues as clearly as the legal ones. This blend of skills has seen the firm consistently ranked as top tier in independent surveys.

The firm has many attorneys who are recognised as leading in their disciplines. The well-respected trade mark and patent teams include specialists in electronics, IT, biotechnology, chemistry (material and pharmaceutical) and engineering. Collectively, they manage to combine being at the top of their game with a reputation for friendliness, approachability and jargon-free advice.

This is a firm that understands the value in tailoring its approach to suit the aims of each client. The team works collaboratively, taking the time to understand the issues on the table and the possibilities in the marketplace.

Patents
The patents team delivers legal advice that makes good business sense. Its services include the filing and prosecution of patent applications, global portfolio planning and management, watching and searching for third party rights, infringement and validity opinions, licensing, renewals, due diligence reports, fund-raising prospectus opinions and patent term extensions.

The team also has a strong background in policing intellectual property rights, and in litigation and dispute resolution. Handling oppositions and appeals at the European Patent Office is a key specialism, as is working with solicitors and counsel in UK court actions, and with colleagues internationally in multi-jurisdictional cases.

Trade Marks
The firm's trade mark team offers a service that spans all aspects of portfolio management. This includes trade mark searching and advice, opinions regarding infringement and passing-off, filing and prosecution of trade mark applications, oppositions and cancellation actions. The team also advises on licensing, due diligence, registrable transactions, enforcement processes and conflict resolution.

Designs & Copyright
Kilburn & Strode is a leading firm in this increasingly important area of IP law. Its attorneys are helping clients to safeguard their copyright and designs throughout the UK and Europe, delivering advice on the status of their IP and a strategy to protect it. They have leading experience in filing and prosecuting applications for design registration in the UK and before OHIM.

Supplementing these core disciplines, Kilburn & Strode offers services that extend into all areas of intellectual property – it's fair to say that its attorneys' command of their various subject areas makes them the first choice to advise on anything from the everyday to the exceptional.

Debt Recovery Law Firm of the Year in England



Excello Law

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Excello Law is a full service virtual law firm that has freed its lawyers from the politics and administration of traditional firms, leaving them able to focus fully on the needs and interests of their clients. It is at the cutting edge of the future provision of legal services operating through an innovative virtual business model.

Mark Gardner, Excello Law lawyer, noted: "All of our lawyers are senior members of the profession with an average of 19.2 years' experience. They operate their own business centres and are therefore very aware from their own experiences of the challenges facing business owners. By cutting out the overheads of a traditional law firm, clients receive a highly skilled, cost-effective service in all business disciplines.

"The knowledge base within the firm and the contacts built up over the years mean that we are ideally placed to advise both UK and foreign clients. We have recently expanded into Sweden and are actively seeking other international partners."

Mr Gardner has been undertaking debt recovery, insolvency and commercial litigation work for more than 27 years, acting for businesses of all sizes. He is a recognised trainer, speaker and writer on debt recovery and insolvency matters.

He commented: "Many businesses assume that it is going to be costly and time consuming to pursue their debtors for payment. Our highly competitive fixed price process and phenomenal success rate means that it is worth even small businesses pursuing every debt.

"While no business is too small or too large for us to be able to help, the debt collection team's typical client is of a sufficient size to have a dedicated credit controller who is able to pass debtors across to us as soon as it becomes apparent that there is a problem. Businesses that have and are accustomed to dealing with customers on the basis of their own standard terms of business are also at an advantage."

One of Excello Law's successes over the last year has been applying to the court on behalf of a client to set aside the resolution of a creditors meeting in respect of an individual voluntary arrangement. The client had deliberately not been advised of the meeting or the adjourned meeting and would have been bound to an inadequate and inaccurate proposal to creditors. They can now commence recovery against various assets which were not disclosed to other creditors.

Regarding the future of the firm, Mr Gardner noted: "Within the debt collection team, the plan is to continue to acquire clients who see us as an extension of their own internal credit control team. More widely, the firm is going through a period of rapid expansion, looking to double its number of lawyers in the coming year."



Lamont Pridmore

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Lamont Pridmore

CHARTERED ACCOUNTANTS, TAX AND BUSINESS ADVISORS

Lamont Pridmore is a multi-award winning family-run firm of chartered accountants, tax and business advisers offering a wide range of specialist services to an equally diverse range of businesses and high net worth individuals. Operating from eight offices throughout the North of England, Lamont Pridmore combines traditional values with a forward-thinking, innovative approach to the constantly evolving demands of the modern business world.

According to Chief Executive Graham Lamont, who has headed the firm for more than 30 years, the secret to Lamont Pridmore's success lies in being able to anticipate the client's needs even before a particular need arises.

Mr Lamont noted: "In today's fast-moving financial world, it has never been more important to ensure you are making the right business decisions. The key to this is having the right advice from dynamic, proactive accountants and financial advisers who fully understand the implications of every decision you make – before you make them.

"At Lamont Pridmore, we understand that it is no longer enough to simply look at a client's books and then tell them what the numbers mean – we have to be able to help them make the decisions that will make those numbers even better. I believe this is what sets us apart from our competitors, and won us national and regional recognition through these awards – we start where many firms finish."

Lamont Pridmore recently published a book, 57 Ways to Grow Your Business, setting out some tried and tested methods to help businesses grow and succeed. As part of its ethos of staying one step ahead of the client's needs, it has developed a wide range of specialist services designed to cover every stage of the business life cycle. These include:

Strategic planning – Creating a clear strategic direction for businesses, including organisational structure; products and services; customer care programme; staff skills and experience; marketing and sales plans; plus innovation and new product / service strategy.

Business plan – Helping to test the viability of a project, securing funding to get it off the ground or expand it, or formulating a clear business plan for the future.

Finance director service – A cost-effective solution for businesses unable to justify a full-time finance director or with a time-specific need.

Finance – Helping businesses access the finance they need, whether from banks or alternative funding sources, including commercial mortgages, invoice or asset financing, grant funding, peer-to-peer lending and business angels.

Protecting yourself, your family and your business – Advice on life assurance, critical illness cover, income protection, key person insurance, long-term care, and corporate and partnership life assurance – all arranged as tax-efficiently as possible.

Tax saving and tax planning – Helping businesses make considerable savings, in some case reducing a client's tax liability to nil.

Profit and performance review – Helping businesses boost profitability and performance, benchmarking their performance against others in their sector.

Pricing review, profit margins and competitor analysis – Providing an annual competitor analysis and pricing review to help clients increase profits while remaining competitive.

Marketing strategy and plans – Helping clients draw up a marketing strategy, continually reviewed as the business grows, together with detailed marketing plans based on their goals and aspirations.

Credit control and working capital management – Reviewing credit control procedures to ensure they are as robust as possible, and advising on ways to manage work turnaround times, stockholding, debtor days, creditor days and better understand cash flow cycles.

Training and skills development – Lamont Pridmore's in-house HR director can help businesses with training needs and assist with skills development, leading to noticeable improvements in motivation, efficiency and productivity.

Cost reduction service – Helping businesses make significant cost savings in areas such as utility bills, telephone, mobile phones, internet, insurance, finance, leasing, paper and ink cartridges, transport and courier services, cleaning and waste management, leading to increased profits.

Asset and wealth management – Ensuring that financial solutions, protection, pensions and investments continue to work for clients throughout their lifetime.

Succession planning – Ensuring the business stays in safe hands on retirement, along with supporting clients through the succession process, particularly if this involves family members.

Grooming businesses for sale – Maximising the value of a client's business by making it as attractive as possible to potential buyers.

Retirement plan – Planning for a comfortable retirement in the most tax-efficient way, including reviewing pensions, savings, investments and exit strategy throughout the client's lifetime to ensure they continue to meet their future requirements.

Wills, inheritance tax and estate planning – Helping clients decide how their affairs will be managed in the future, in the most tax-efficient way possible.

Lamont Pridmore is able to quantify the value it adds to clients' businesses, which at present is more than three times the fees charged. This guarantees clients that they will never pay more for the firm's services than the benefits they receive as a result.

Editor's Choice - Business Immigration Law Firm of the Year in England



Magrath LLP

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Magrath LLP, established in 1990, has grown to become one of the UK's pre-eminent niche business immigration and employment practices. Personal relationships, expert legal skills and a very commercial approach have distinguished the firm as a legal brand of choice for corporate immigration and employment law services. With more than 60 staff and seven partners, Magrath LLP is based at prestigious central London headquarters in Newman Street.

The firm is recognised as a major force in corporate immigration and was the first practice in the UK to also offer specialist US immigration law and global immigration law services to help businesses locate their personnel worldwide. Magrath Global (Singapore), servicing the Asia Pacific region and a network of global immigration specialists, provides international reach and competency which is underpinned by one of the largest teams of expert corporate immigration lawyers operating in the UK today.

Ben Sheldrick, partner in Magrath LLP's leading immigration practice, is also managing director of Magrath Global (Singapore), the first Magrath immigration business in the Far East. His client base spans numerous other sectors, including media, industry and professional services. As immigration counsel to major city institutions, he has spoken on numerous occasions to the financial round table for global mobility and other leading fora.

Mr Sheldrick enjoys lecturing on immigration issues for organisations such as BPP Professional Development, Central Law Training and the Immigration Law Practitioners Association (ILPA). He has contributed to a number of publications including in-house and corporate international magazines.

At a time when the UK immigration process seems to be in a constant state of flux, Magrath LLP is pivotal in helping businesses manage their business immigration requirements. The firm has created a substantial practice, dedicated to and focused on its core specialisms.

Clients are attracted by a personal partner-led relationship and an integrated focus on their issues, be they business or personal. As immigration law becomes increasingly complex, Magrath LLP continues to provide clear, creative, tailored solutions to the specific needs and strategic objectives of its clients.

The firm's specialist immigration solicitors have been providing business immigration services to major financial services, multinational organisations, high net worth individuals and private clients across all industry sectors for more than 20 years. Magrath LLP has one of the largest and most experienced dedicated business immigration teams in the UK. Its diverse team of immigration specialists is made up of highly experienced, multilingual, multicultural and dual-qualified immigration lawyers drawn from a variety of commercial and legal backgrounds.

Through Magrath LLP's extensive expertise in UK immigration, US immigration and global immigration law, as well as through Magrath Global, the firm is able to provide effective and quick solutions for clients on a global scale.

Editor's Choice - Mediation Law Firm of the Year in England



Parfitt Cresswell

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Parfitt Cresswell is a firm of solicitors with offices in West London (SW6), Windsor, Tunbridge Wells and Edenbridge, offering legal advice and support services to a wide range of businesses and individuals. It aims to provide clients with a professional, personal and cost-effective solution for all of their legal advice needs.

The firm provides the following family, home & personal law services in the following areas: family law; residential property; contested probate; wills, probate, tax and trusts; employment; and resolving disputes. This section of the firm addresses matters that affect individuals. It is able to provide legal advice and support services; or access to specialist practitioners, where clients' particular circumstances require specific skills.

Parfitt Cresswell also provides business and commercial law services: commercial law, charity law, resolving disputes, commercial property, intellectual property. The demands on businesses are wide-ranging and often require specialist knowledge, experience and skills to obtain successful outcomes. Parfitt Cresswell can provide expert legal advice and support services as well as access to specialist practitioners when clients' particular circumstances require specific skills. By getting to know their businesses, the firm aims to become a valuable member of their team.

Virtually all businesses and individuals will need to resolve disputes of some nature from time to time. They may be perceived as a minor irritation, but in more serious cases they can severely disrupt cash flow, the ability to win future contracts and affect the reputation of clients' businesses within the wider business community. Alternatively, they may be a life-changing event such as a relationship breakdown, which requires expert legal skills and an understanding of the emotional issues that a client is facing.

Parfitt Cresswell's dedicated team provides realistic advice on the options available to resolve the matter via mediation, arbitration, collaborative law, negotiation or litigation. The firm then pursues the appropriate course of action to resolve the dispute in the most cost-effective way. Wherever possible, it avoids the disruption and costs of litigation by encouraging parties to mediate or negotiate a settlement before the case reaches court.

The firm aims to resolve clients' disputes and bring them to a successful conclusion but, when required, its services extend to providing full representation in the family and civil courts, at inquiries (including public inquiries) and arbitration hearings. This includes on matters regarding building disputes; debt recovery; disputes with customers and warranty claims; fiduciary duty claims; insurance matters; partnership disputes; and landlord and tenant disputes.

Teresa Payne, Parfitt Cresswell partner, joined the firm in September 2007 after a number of years at a Bromley-based firm where she was partner and head of Dispute Resolution & Litigation Services.

Ms Payne specialises in law firm management and development and deals with all aspects of the firm's legal compliance and client services. She also heads its Private Client Services, which includes wills, probate, trust & tax planning, home buyer services, dispute resolution, family law services and employment.

Editor's Choice - Oil & Gas Law Firm of the Year in England and Hungary



London • Budapest • CEE Coverage

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Individual - Education Lawyer of the Year in England



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DOUGLAS SILAS solicitors
Education, Disability & Public Law

Douglas Silas Solicitors is a nationally acclaimed firm specialising exclusively in cases concerning Special Educational Needs (SEN). Douglas and his team advise and represent parents of children with SEN from the very beginning of the assessment process right through to an appeal to / against the Special Educational Needs and Disability (SEND) Tribunal, if that becomes necessary.

During his career, Douglas has helped thousands of parents get the right educational provision for their child, even when they thought that there was no hope left. He specialises in handling the more difficult or complicated cases, sometimes succeeding where parents have already been unsuccessful. His website is also a very popular resource used by both parents and professionals with its vast array of free information on a range of SEN, disability and education issues. It regularly receives more than 50,000 visitors each month.

Douglas has been named a leading expert in education law for more than a decade by the UK legal directories who have stated, among other things:

"Douglas Silas is well known for his 'passion' and expertise in the area of special educational needs. He has a national reputation for his considerable experience in this area." – Chambers and Partners' Guide to the Legal Profession.

"He is, according to one top barrister, 'probably the best solicitor there is for claimant-type work in the field of education law.'" – The Legal 500.

In October 2011, Douglas was shortlisted by the Law Society for its prestigious *'Solicitor of the Year (Private Practice)'* award. In September 2013, he became the first recipient of the *'Outstanding Achievement'* award at the Modern Law Awards. Further, in January 2014, he was named *'Education Lawyer of the Year in England'* by the Corporate INTL Global Awards 2014.

In January 2014, Douglas Silas Solicitors were named *'UK Niche Law Firm of the Year (Education)'* by the ACQ Law Awards 2013.

Douglas is physically disabled and uses a wheelchair. He has a rare and progressive, neurological condition called Cerebellar Ataxia which affects his nervous system and causes him a number of difficulties, including with his balance / coordination, speech and eyesight. But, as he likes to say, it does not affect his cognitive abilities, life expectancy or his sense of humour!

ACQ5 Law Awards 2013 – EDUCATION LAWYER OF THE YEAR
CorporateINTL GLOBAL AWARDS WINNER 2014
Excellence Awards 2011 – SHORTLISTED
Modern Law Awards 2013 – WINNER
CHAMBERS UK – LEADING FIRM
The Legal 500 – LEADING FIRM

Individual - Probate Lawyer of the Year in England



Thursfields LLP

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Thursfields LLP is one of the region's longest established and reputable law firms. With more than 100 staff in three offices across Worcestershire, it has the resources and expertise to provide a full range of legal services to businesses as well as individuals. It has been awarded the industry quality standard of excellence, Lexcel – level four, making it one of the first legal practices in the region to achieve this new level of accreditation.

The firm's philosophy is to offer practical, real advice and solutions to legal problems, using its proven specialist expertise in all areas of the law to achieve the best possible outcome. Its lawyers have many years of experience advising all types of commercial clients, from small family businesses to listed companies, throughout the West Midlands and beyond. It aims to develop a strong working relationship with clients and understand their businesses.

Thursfields handles business start-up, commercial, litigation, commercial property, corporate, debt recovery, employment, mediation, insolvency and healthcare. The firm's ability to provide specialist expertise to individuals enables its lawyers to help clients face changing circumstances at home or work. Its services to individuals include: dispute resolution, employment, family, wills & estates, personal injury, residential property, care proceedings and insolvency.

The firm's dedicated and experienced team can provide specialist advice, tailored to individual circumstances. This includes: dying without a will; inheritance tax; LPA and Court of Protection; making a will; reviewing your will when purchasing property; wills, tax planning and IHT; wills – transferable nil-rate band; and your will – property purchases by cohabitees. Its members are also part of the organisation Solicitors for the Elderly.

Steve Pitts, Thursfields partner, has specialised in wills, administration of estates, trusts, IHT planning and court of protection work since 1977. He provides advice on financial responsibility and funding for long-term care, including NHS funded care. He also works with the Court of Protection and Deprivation of Liberty Safeguards.

His other areas of specialisation include: estate planning using wills, trusts and lifetime giving; living wills; power of attorney; probate and the administration of estates; residential and nursing home contracts; tax planning; the provision of home care; and trust administration.

In addition, he is a solicitor and a member of the Society of Trust & Estate Practitioners (STEP), the Law Society's Probate Section, Solicitors for the Elderly and the Agricultural Law Association. He is also on the reserve list of the Court of Protection's Independent Panel of Deputies.

Mr Pitts' success is based on his ability to listen and understand the needs of his clients and then tailor individual solutions. His warm approach and professional commitment means he is always willing to go the extra mile.

Industrial Products Sector Consulting Firm of the Year in England



L.E.K. Consulting

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L.E.K. Consulting, founded in 1983, has developed into one of the world's most successful global management consulting firms. It now employs more than 1,000 professional staff across 22 offices in the Americas, Europe and Asia-Pacific.

L.E.K. provides a comprehensive range of capabilities around the globe, including strategy consulting, sales & marketing, operations and performance improvement and mergers & acquisitions support across a broad range of industrial sectors, such as industrial machinery, power generation, oil & gas, building materials & products, packaging and chemicals.

The firm has extensive experience of advising both corporate clients and financial sponsors in the industrial products sector. Its sector knowledge base is broad ranging, but is increasingly focused on growth segments including aerospace, energy and related markets. Many of L.E.K.'s partners have previous corporate roles in these markets. This experience, coupled with the firm's ability to drive insight from research and analysis, is helping its clients win.

L.E.K. provides not only the highest quality research and analytical capability to help drive strategic insight, but also a very practical approach to strategy activation – the process of helping client organisations embed strategic actions and supporting processes throughout the organisation to ensure effective implementation.

Typical issues faced by the firm involve helping clients make difficult strategic choices in marketplaces that are constantly shifting. It also assists clients in evaluating M&A targets, in terms of attractiveness and fit. Frequently, the firm is then asked by clients to help them activate those strategies in their organisation and assist in merger integration work.

L.E.K. has acted for more than 20% of the Fortune 500 and Eurotop 300 firms and a similar proportion of leading companies in the Asia-Pacific region. It continues to draw clients from a wide base of public, private and governmental organisations on every continent. In the firm's industrial sector it works with a broad range of companies, from FTSE100 to mid-sized, family-owned enterprises. In addition, L.E.K. has worked with many of the leading private equity companies on industrial transactions.

In regards to the firm's biggest successes of the past 12 months, it has advised on four of the five largest industrial transactions with private equity participation in Europe. For example, it provided commercial due diligence support to Cinven in its acquisition of CeramTec, one of the largest industrial transactions in Germany. In addition, L.E.K. combined its extensive industry experience in technical ceramics, industrial products and medical devices, with its deep expertise in commercial transaction support to give Cinven the clarity and confidence to execute the acquisition. The firm rapidly mobilised its capability to ensure the required insights and perspective were provided in a timely manner, bringing together a team involving seven L.E.K. offices worldwide.



KERMAN & Cº LLP

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About Kerman & Co.

Kerman & Co. is a corporate and commercial law firm with offices in London and Dublin. It delivers high quality legal services to clients across a range of specialist sectors and has a long-standing reputation for successfully managing complex deals and disputes. All matters are managed by experienced and commercially astute partners, who are committed to ensuring the best possible outcomes for the firm's clients.

Kerman & Co. is a member of the Alliuris group which enables it to provide clients with access to a network of well respected lawyers across EMEA, Asia and America. The firm has also won a number of awards and is recognised in the leading legal directories.

Dispute Resolution Team

In the last few years, Kerman & Co.'s experienced dispute resolution team has come to greater prominence amongst larger city and magic circle law firms through winning and retaining quality work and clients.

The team advises on a wide variety of commercial disputes, including commercial contracts, injunctive relief, mediation, arbitration (including under the LCIA, ICSID and ICC rules), company and partnership disputes, minority shareholder claims, professional negligence, matrimonial, freight forwarding, oil and gas contracts, natural resources, intellectual property and media-related cases, opposition and trade mark infringement proceedings, defamation, data scraping and property disputes.

It is extremely proud to have won two awards this year – Litigation Oil and Gas Team of the Year and Lawyer of the Year.

1. Litigation Oil and Gas Team of the Year

Kerman & Co. has continued to grow its international arbitration and litigation practice in the oil and gas industry sectors, including through leveraging the firm's high ranking in the Adviser's Rankings Guide on AIM and the ISDX Growth Market, to act for both long-standing and new clients in the protection or enforcement of their rights in the oil and gas industry.

The practice has significant experience advising clients in the oil and gas sector, many of whom own interests in exploration and early stage production. Most have international interests and the team is also adept at coordinating lawyers and project managing international disputes where necessary. The team has played a crucial role in the safeguarding of client assets, interests and rights internationally, including in Europe, the US, Russia and the CIS and Africa.

Clients appreciate the expertise and hands on approach of the firm's partners, who are at the forefront of the strategic decision making and case management from start to finish. Their accessibility to clients and commercial pragmatism ensure that the teams deployed in any contentious matter quickly become an extension of the client, thereby ensuring confident cost effective decision making and a smoothing of the inevitable upheaval that any litigation causes the client's business.

Typically Kerman & Co. advises oil & gas clients on arbitration matters valued at between $10 and $500 million.

2. Litigation Lawyer of the Year - Andy Kerman

Andy Kerman is the senior partner of Kerman & Co, having founded the firm with Daniel O'Connell in 1998. Prior to this, he and Mr O'Connell had worked together as partners in Forsyte Kerman, a firm founded by Andy's father Isidore Kerman in 1927.

Mr Kerman has more than 40 years of litigation experience, acting on behalf of high profile clients including heads of state, household name celebrities and entrepreneurs from all walks of life. His many clients have come to rely on his incisive legal mind and his extraordinary ability to grasp the essence of a case from only a handful of facts.

His diverse client base includes a number of hugely influential individuals from the former Soviet Union, and it was on behalf of one of these that his team secured a landmark victory which saw the auction house Christie's being forced to take back a painting which they had wrongly sold as the work of the Russian artist Kustodiev for a record-breaking price.

A master strategist, Mr Kerman negotiated on behalf of another Russian magnate the settlement of five years of acrimonious international litigation with a government monopoly, paving the way for the sale of his client's business for more than $1 billion.

On hearing of his Corporate INTL award, Mr Kerman said that he was both touched and honoured, but emphasised the role played by his colleagues. He noted: "Litigation is a collaborative enterprise, and I have been fortunate enough to be able to turn to a team of first-class lawyers for support and insight in the toughest battles."

Oil & Gas Risk Consulting Firm of the Year in England



Alesco Risk Management Services Limited

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Alesco Risk Management Services

Alesco Risk Management Services Limited is an independent energy insurance broker and risk management consultant providing insurance and risk management solutions to the global energy industry. With dedicated energy specialist practitioners that provide risk management, risk consultancy and risk transfer needs for clients across a global reach and capability, its core focus is to provide exemplary service and value.

Alesco offers bespoke solutions informed by the teams' broad base and depth of experience servicing the full range of energy corporations, covering onshore, offshore, under construction and fully operational assets. It is appointed on its merit and capability when providing energy insurance solutions.

With offices in London and Houston, the firm has assembled handpicked teams of premier energy insurance practitioners, equipped to service all of the risk management, risk consultancy and risk transfer needs of its clients, encompassing upstream or downstream operators, contractors and traditional or alternative producers of power.

Alesco London has longstanding and much envied relationships with insurers and reinsurers in Lloyd's of London and the wider London market, as well as all major insurers and reinsurers in the European, Bermudan and international markets. These contacts are complemented by the extensive reach of Alesco Houston within the North American and international marketplaces.

Alesco's Exploration and Production Team is a leading provider of risk and insurance solutions to the global oil and gas sector. It has expertise in providing a wide range of coverage, including: property damage; control of well / operators extra expense; business interruption / loss of production income / loss of hire; construction; third party liability (including GL, P&I, MEL, S&P) / excess liabilities; and Oil Pollution Act (OPA) and OPOL coverage.

The team's clients include companies involved in all facets of the exploration and production industry from the seismic survey operations through to the exploration, construction, production and transportation operations. It handles single and multinational companies, from the start-ups to the integrated oil and gas companies. Alesco is established as a market leader in the provision of insurance and risk consulting services to the shale gas industry, both in terms of operators and drilling contractors.

The Alesco team has many years of experience working with large clients to stress-test alternatives and optimise the insurance programme structure. Its consulting approach links together a number of different analytics, such as financial analysis of risk tolerance; loss forecasting; exposure analysis; shadow rating of commercial market premiums; technical analysis of premium discounts for higher retention levels; and pricing of alternatives such as captive insurance companies and industry mutuals such as Oil Insurance Limited (OIL).

To support its clients' decision making, the firm also invests heavily in R&D to develop the underlying sources of information in terms of industry loss activity, premium rating trends, insurance market capacity, risk financing developments and regional developments.

Alesco conducts its consulting reviews from an independent perspective to ensure that it is completely objective and can act in its clients' best interests.

Professional Liability Law Firm of the Year in England



Matthew Wilkinson Solicitors

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MatthewWilkinson
Specialists in Solicitors Negligence Claims

Matthew Wilkinson Solicitors, located in Middlesbrough, has more than 30 years' experience providing a range of legal services. The firm specialises in cases against lawyers from all around England and Wales. At the end of 2011 it opened an office in London to help service its professional negligence clients. The firm continues to run cases from Middlesbrough due to the lower cost base, which enables it to keep fee rates down.

Over the years Matthew Wilkinson, partner, has developed a niche practice, and professional negligence claims against lawyers has become the firm's biggest practice area. Matthew Wilkinson Solicitors now has three lawyers specialising in professional negligence claims against lawyers.

The firm's legal experts specialise in professional negligence claims against solicitors and other lawyers, and have more than 25 years' experience pursuing solicitor negligence claims. They have experience dealing with cases involving many different subject matters including litigation and non-contentious work both advisory and transactional. In addition to the expertise of its solicitors, the firm has the further expertise of specialist counsel and other experts, from contacts built up over many years.

Mr Wilkinson commented: "Taking on solicitors and barristers might seem an odd choice for a lawyer, but although it might seem to be a difficult task best avoided, it can be incredibly interesting and rewarding.

"As a young lawyer I did find that a lot of the legal work carried out by typical High Street law firms was a far distance from the world of legal complexity I craved, but I did endeavour to employ my keen interest in the law in the legal work which I carried out. When I set up my own law firm in 1991 I worked mainly on commercial property, commercial litigation and company law, which I found more interesting.

"My interest in professional negligence work developed from dealing with some defendant clinical negligence work, and I then got involved in a solicitor's negligence action on behalf of a commercial client. I began to realise that professional negligence claims against lawyers provided the right mix of legal complexity and the pursuit of just causes which I was looking for. There is an incredible satisfaction to be gained from seeing the justice in a case and finding and winning the legal arguments to succeed with a worthwhile settlement or judgement."

On April 1, 2013, arguably one of the biggest changes in living memory took place in civil litigation, with changes both to the funding of cases and the rules and procedures affecting cases at court. These changes are having a huge impact on working practices, but Mr Wilkinson regards them as a challenge and not an obstacle.

He added: "There is still a market place for good legal advice and representation at a reasonable cost. We aim to use our skill and experience – and our work ethos – to expand our business and increase our professional negligence work by delivering results for our clients."

Insurance Broker of the Year in Finland



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howden
Colemont Finland Oy

Colemont Finland Ltd, part of Howden Insurance Brokers Ltd, was founded in 2005. The company offers insurances solutions and risk management services across a wide range of specialist sectors including: real estate, property and casualty, marine, transport and aviation insurance.

Colemont joined The Howden Broking Group in December 2013, with the merger complementing Howden's aspirations to delivering pan-Nordic capability for both existing and new clients.

It takes a holistic approach to helping clients manage their risks and tailors solutions in a cost effective way.

Colemont's client portfolio varies from real estate managing companies to small and medium companies (SMEs), right up to large multinational corporations. The products and services are tailored accordingly.

It is the market leader within real estate insurance broking with a proven reputation for excellent client service combined with efficient electronic processing. One of the company's main strengths is its extensive range of services within direct insurance, and it is aiming to be one of the leading brokers on the market in Finland and the wider pan Nordic region.

Furthermore, Colemont Finland has a clear competitive advantage through its integration into The Howden Broking Group. With more than 45 offices in 24 countries worldwide, it provides distribution and scale that reinforces Colemont's expertise. The Howden Broking Group has a wholesale and reinsurance model built on a series of global hubs, and a local retail capability in a number of countries.

Its structure, its culture and its people in offices across the world allow the group to solve even the toughest problems for clients, wherever they are. The key to Colemont Finland's success is industry-leading expertise and exceptional service.

2013 marked the initial stage of the company joining Howden and has been very well received by both the Colemont business and its clients who are able to see the benefits it will bring to them.

Regarding its plans for the remainder of 2014, as a part of the Howden Group Colemont will work closely with its counterparts in Norway and Sweden to provide its clients with strong and in-depth solutions on a pan-Nordic level. Specifically in the Real Estate sector, it will continue its efforts in being the most efficient broker with new products and services and retaining its position as market leader in Finland.

Client Choice - Venture Capital Law Firm of the Year in France



SEKRI VALENTIN ZERROUK
Avocats à la Cour

Sekri Valentin Zerrouk

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Sekri Valentin Zerrouk is a boutique firm of approximately 30 lawyers, and has developed a reputation for its expertise in corporate law, public law, labour law, tax law and dispute resolution. It enjoys a reputation as one of the leading business law firms in France for small and mid cap transactions.

As one of the first firms in the French market to be formed as an offshoot of larger firms, it has carved a significant niche in the small and mid-market and has closed around 140 deals in the 10 years since its inception. Its distinctive approach and commitment to its clients enable representation of multinational companies as well as premier investment funds and leading entrepreneurs.

Sekri Valentin Zerrouk acts as legal and tax advice alongside sellers, investors or capital leadership teams in determining the mounting LBO and venture capital, as well as in the preparation and negotiation of documents and contracts necessary for the completion of these transactions: audit; structuring; letter of intent; protocol investment / acquisition agreement; shareholders' agreement; warranties; financing documentation; and management package.

The firm's private equity and venture capital practice is ranked and honoured by professional guides such as Legal 500, Decideurs, Private Equity Magazine, Option Droit et Affaires and Legal Week.

The corporate team is led by Franck Sekri and Jean-Marie Valentin. Mr Sekri is particularly active in the areas of private equity – LBO, venture capital, management package – and mergers and acquisitions. In recent years, Mr Sekri has spoken on a number of transactions on behalf of investment funds, listed or unlisted industrial groups or management teams.

The corporate team litigates on behalf of its clients when necessary. The clients appreciate the firm's ability to handle disputes and restructurings within the corporate department; they are confident that the firm's intimate knowledge of their business will ensure optimised litigation strategies.

The clients appreciate Sekri Valentin Zerrouk because the firm takes the time to understand every aspect of their businesses, and is therefore able to offer insightful advice that offers a long-term perspective of their commercial goals.

The firm also provides the full breadth of legal resources to represent all of its clients' interests. Through interdisciplinary collaboration and specialised experience in its clients' industries, Sekri Valentin Zerrouk is able to offer truly innovative and effective solutions that align with clients' both short term and long term objectives. It devotes a significant share of its practice to an international clientele, including regular collaboration with well-regarded foreign firms.

The firm has a dynamic and fast-growing structure and is continuously on the lookout for opportunities to incorporate new talents and to form strategic partnerships to enrich the services it offers for the benefit of its clientele.

Individual - Construction Lawyer of the Year in France



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LAW OFFICES
ELLIOTT & KEARNEY
PRIVATE INTERNATIONAL LAW

Derek Elliott, Law Offices Elliott & Kearney partner, has been in continuous professional legal practice in Paris since 1974, specialising in the field of construction law. He was born in London, UK, on September 13, 1946. He is a member of the English and Paris Bars, a graduate of Cambridge and a post-graduate of the Paris Law Faculty.

Mr Elliott has acted on behalf of several governments, French and non-French contractors and consulting engineers, both in drafting project documentation and in contentious matters. He has acted as counsel or arbitrator in more than 100 ICC and other institutional arbitration, principally in construction disputes. Further, he acted for the concessionaire company of the Rion Bridge in Greece, the first concession project to be funded by the European Investment Bank.

His recent engagements / appointments include: drafting contracts for the confinement works at the Chernobyl nuclear plant for float glass factories in Romania and Poland; arbitrations and dispute resolution procedures concerning a shopping / hotel / office complex in Kowloon; a hydro-electric project in Luzon, Philippines; 'new generation' waste incinerators in France and Russia; a water treatment plant in Jordan; a casino-hotel complex in Singapore; a cogeneration plant at a refinery in Holland; wastewater works in Romania; a paper factory in France; a coal-fired power plant in New Caledonia; a LNG terminal in Fos, France; a desalination plant in Victoria, Australia; a mining concession dispute in New Caledonia; the sale of French military naval vessels, oil development works in Kazakstan; and the Tours-Bordeaux high-speed railway PPP project.

His appointments as arbitrator comprise of projects concerning the Almaty metro in Kazakhstan; road works in Uzbekistan, an office / retail complex in Moscow, a gas plant in Algeria, a cement factory in Russia, a nuclear power plant in Finland, road works in Uganda and a shopping mall in East Europe.

Mr Elliott is the chair of the Dispute Adjudication Board for the Danube Bridge project in Bulgaria / Romania. He speaks fluent in English and French.

His colleagues at Elliott & Kearney are Neil Kearney, a graduate of Yale and Berkley, Anne O'Kelly, a graduate of Queen's University Belfast, and Howard Normal, a graduate of Oxford. All are members of the Paris Bar and each has more than 25 years of professional experience in Paris, mainly in the construction field.

Elliott & Kearney was established by Derek Elliott in 1984. It serves corporate clients involved in international projects in the following industries: construction, oil & gas, engineering, rail, electric power generation and defence. Its lawyers have helped resolve more than 200 disputes, usually through the practice of international arbitration but also by means of cross-border litigation, adjudication, dispute review boards and mediation.

Individual - Post M&A Litigation Lawyer of the Year in France



McDermott Will & Emery

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McDermott Will & Emery

Antony Martinez is a partner with the international firm McDermott Will & Emery, based in the Paris office. He advises and represents international listed and non-listed companies, investment firms, as well as public and private companies from the industry, finance, real estate and service sectors. Described in Legal 500 Paris as "an outstanding trial lawyer known for his acute sense of strategy", Mr Martinez has developed a broad-based commercial litigation practice conducting both international trials before French courts and multi-jurisdictional cases across Europe. He is admitted to both the Paris and the New York Bars.

A versatile lawyer, Mr Martinez was a key counsel in the representation of French defeasance institutions in a landmark EUR 1.5 billion US lawsuit initiated by the California Insurance Commissioner before federal courts, including up to the Supreme Court of the United States. He also represented a French biotech in a EUR 350 million dispute related to the breach of a scientific, industrial and commercial joint venture entered into with a leading French pharmaceutical laboratory. Further, he advised the leading supplier of engine nacelles for civil aircraft in the termination of a global EUR 300 million purchase agreement entered into with the French supplier of the Airbus 380's nacelles.

Moreover, Mr Martinez also has significant experience in complex pre-insolvency and insolvency matters, including amicable restructuring, insolvency proceedings, restructuring litigation and distressed mergers and acquisitions. His clients include corporate debtors, creditors and investors in a wide range of sectors. In 2014 he has acted as main counsel for a US investment firm in its negotiation of a consensual discounted pay-off with creditors and a EUR 1.3 billion recapitalisation of the special purpose vehicle owning the largest office complex in Europe.

Combining deep bench experience with broad geographic reach, McDermott lawyers such as Mr Martinez offer sophisticated insight stemming from first hand experience in higher courts in European countries, the European Union, China, the United States and elsewhere.

McDermott's Paris office provides multi-disciplinary legal services to national and international clients with a focus on cross-border transactions in the areas of corporate, dispute resolution, tax, competition and employment. The Paris lawyers bring a wealth of practical experience and impressive legal and business backgrounds to all matters on which they advise. In addition to specific issues and multidisciplinary advice, clients also benefit from an interactive approach with a host of client support services to add value to their business.

International Product Liability Law Firm of the Year in France



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EBA | Endrös-Baum Associés
Avocats / Rechtsanwälte

EBA Endrös-Baum Associés deals with the questions, plans, problems, projects and visions of international enterprises and companies with interests in France, providing services in a prompt, efficient, purposeful and pragmatic manner, at a reasonable cost. The Franco-German firm intervenes, both as a consultancy and as a litigation firm, in the practice areas of industrial risk, plant construction, industrial product liability and safety, and the related insurance law. Its clients are international industrial groups as well as international insurance companies.

International companies operating in cross-border business between French, German and English speaking countries often encounter communication difficulties. These may arise from language differences, different cultures or sometimes from substantial differences in law.

Detailed knowledge of the foreign legal system and an understanding of linguistic and cultural differences are necessary for efficient dealings and well-organised international negotiations with cross border counterparts. This applies also to intra-company communication between parent and subsidiary.

Practice areas
EBA Endrös-Baum Associés gives advice and assistance in the field of supply contracts, construction law and plant construction, and provides contract coordination as well as claim handling, from the stage of entering into contracts with public or private clients, through to subcontracts, including questions of insurance and liability. This enables the client to conduct business transactions and legal proceedings as free of legal risks as possible or in full knowledge of the risks involved.

The firm also practises in corporate law and gives advice and assistance on company formations and mergers, as well as acquisitions and sales of companies, in close cooperation with accountants and auditors.

EBA Endrös-Baum Associés has longstanding experience in expertise proceedings involving French court-appointed experts and European party-appointed experts. The firm works at the interfaces between law and technology, language and culture, offering its clients assistance in several languages as well as prompt local assistance.

EBA Endrös-Baum Associés cooperates closely with commercial law firms all over Europe, mainly in German, French and English, but also in Danish, Russian, Portuguese and Hebrew.

Mechanical Patents Law Firm of the Year in France

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BREVALEX

The BREVALEX law firm is one of the leading European IP firms, and among the largest in France. It has been providing specialised services in all sectors of intellectual property for more than 50 years. This includes: patents, trademarks, designs, domain names, copyright, software, contracts and other related areas.

With its many years of experience and an outlook resolutely focusing on the future, the firm's aim is to offer a quality service in line with its clients' financial constraints. It provides clients with a high level of reactivity and local advice, with the various technical and legal areas of expertise represented on its three sites. BREVALEX is constantly adding to its staff, with more than 80 employees currently divided between its Paris, Grenoble, and Toulouse offices.

The diversity of the firm's client base, made up of internationally renowned research institutes and multinationals as well as small businesses and start-ups, is an indication of its ability to adapt to each business's specific requirements and provide support at the various stages of their development.

Further, given the remarkably high proportion of BREVALEX's business obtained outside France, and its international network of foreign associates carefully selected for their expertise, clients will be guaranteed effective protection and defence of their rights worldwide.

At BREVALEX they believe that their clients' business's best asset in an increasingly competitive market lies in its ability to innovate on an ongoing basis, to protect the results of their innovation effectively and enhance their value actively. With this in mind and for this very reason, the firm will do its utmost to earn clients' confidence every day.

Specialist - Company Relocation Service Provider of the Year in France



Management Mobility Consulting

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Management Mobility Consulting (MMC) is an owner management relocation company, based in Paris. It is one of the leading top quality relocation companies in France, which has been operating internationally for more than 15 years. Its services include the full range of destination services – orientation, schooling, home search, settling in and departure; immigration assistance; and cross-cultural trainings for inbound and outbound transfers.

MMC's clients are the HR departments of multinational companies, dealing either with a large number of international transfers or with specific relocation requests requiring personalised assistance.

Martina Meinhold, MMC managing director, noted: "Our aim is to provide a maximum benefit to the client organisation and to offer customised services adapted to its specific needs. Our flexibility, proactivity and availability 24 hours a day are highly estimated by our client companies.

"For these reasons, we are frequently asked to provide assistance beyond the standard destination services. Many companies work with us especially for VIP services, for emergency repatriation services or for expatriations to remote areas where no expatriate infrastructure can be found."

MMC is specialised in international transfers of the highest complexity and top level requirements. Its success is due to a customised service approach, well-structured processes and an efficient management of a team of highly motivated senior consultants.

The company is a member of different HR and relocation networks such as the Magellan Network, the WTC, the European Relocation Association, the Employee Relocation Council and the SNPRM.

Ms Meinhold added: "Thanks to our membership to the Global Relocation Services (GRS) network, and to our partners on site, we are able to offer our clients a standardised assistance in more than 90 countries worldwide."

In addition to classical relocation assistance, MMC offers innovative add-on services, such as the evaluation of the candidates' cross-cultural adaptability (Overseas Assignment Inventory Tool); 'Look See' web conferences; housing safety audits; return coaching; special VIP programmes; and emergency evacuations of large groups, including assistance around the clock.

The company has also developed some top level tools, such as the 'MyMobility' extranet tracking system, providing its clients and their transferees with personalised relocation information and enables them to obtain consistent reporting information 24 hours a day. It has been developed in-house and is regularly adapted to clients' needs. It includes some innovative features, such as connection to more than 1000 realtors, specific immigration and relocation alert functions, integrated web conference options, among others.

Regarding the remainder of 2014, in addition to the offices in France and Germany, MMC is planning the opening of a new office in Luxembourg. Ms Meinhold commented: "Management Mobility Consulting will continue supporting humanitarian projects in Africa to set up and develop training structures, schooling and education to prepare young mobile professionals to an intercultural environment."

Biotech Patents Law Firm of the Year in Germany

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PATENT ATTORNEYS AND ATTORNEYS AT LAW
EXCELLENCE AND EXPERIENCE IN IP LAW

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WINNER 2014

BIOTECH PATENTS LAW FIRM OF THE YEAR
IN GERMANY 2014

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Boutique - Chemical Patents Law Firm of the Year in Germany



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Schiweck Weinzierl Koch
, life science

Schiweck Weinzierl Koch is a dynamic, relatively young, but very experienced team with a strong technical background across the chemical, pharmaceutical and life science sector. It is particularly experienced in antibody inventions and inventions relating to artificial binding molecules with antibody-like properties. These technologies have become the driver in pharmaceutical development, including diagnostic applications.

One aspect of the firm's practice is advising clients on patent infringement and litigation proceedings where its advice is based on actual experience in numerous national and international disputes. It has an additional focus on opposition and appeal proceedings before the EPO and on freedom-to-operate work. It also prepares and files many patent applications for top tier companies, mid-sized companies and many universities, coordinating and prosecuting these cases worldwide.

Wolfram Schiweck, Schiweck Weinzierl Koch partner, has been practising IP law since 1997. The main focus of his work is the drafting and worldwide prosecution of patent applications in the chemical and pharmaceutical field, including opposition and invalidation proceedings and the examination of intellectual property rights' portfolios of companies (due diligence). He also manages the trademark portfolios of his clients.

Due to his long stay in Asia, Mr Schiweck is very familiar with patent prosecution in all Asian countries. Since 2003, he has held lectures on Intellectual Property Law at the Technological University of Munich, Germany.

His partners, Dr Gerhard Weinzierl and Dr Andreas Koch, are adjunct professors at the Ludwig-Maximilians University Munich (Department of Genetics), where they lecture on Intellectual Property Law.

Schiweck Weinzierl Koch's aim is to have as much direct contact with its clients, to engage them in discussion to work as a team and to get the best possible result for them. In addition, it is a multi-cultural team with, for example, English, Chinese (Mandarin), Italian, Polish, Russian and German native speakers, and therefore has the ability to overcome potential communication barriers.

The firm's clients are all very focused on research and innovation regardless whether it is an academic institution, a start-up company or a top tier company. It has a good mix of clients from academic institutions, small and medium enterprises as well as multinational corporations.

One of Schiweck Weinzierl Koch's biggest achievements of the last 12 months was successfully handling a complex multi-country litigation for one of its clients, allowing them to continue selling key products while preventing others from copying their products.

In 2014, the firm will be further expanding and taking on additional attorneys in its present technology area as well as in mechanical engineering / physics, where it plans to start a new term early this year. These new attorneys will complement Schiweck Weinzierl Koch's expertise with their technical background and multi-lingual background – fluency in two mother tongues.

Boutique - IP Law Firm of the Year in Germany



LexDellmeier IP Law Firm

Alexandra Dellmeier
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LexDellmeier
intellectual property law firm

Experienced - Innovative - Client-orientated – LexDellmeier IP Law Firm offers innovative and creative in-depth IP counselling in Germany and throughout Europe. The attorneys-at-law at LexDellmeier offer first-class expertise in the fields of trademark, design, IT and copyright law, as well as licensing and IP related unfair competition law.

Alexandra Dellmeier, LexDellmeier founder and managing partner, stated: "Our firm takes a fresh approach when it comes to our clients' IP needs. We go beyond merely offering 'dry academic expertise'. We strive to understand our clients' business so we can be their 'strategic partners'. We combine 'out-of-the-box' thinking with technical excellence, proactive strategies and clear communication to maximise our clients' IP protection."

The range of the firm's activities reaches from prosecution, appeals and revocation / nullity proceedings, to litigation before the German Patent and Trademark Office (GPTO), the Community Trademark and Design Office (OHIM), the European Patent Office (EPO), the World Intellectual Property Organization (WIPO), the European General Court (GC), the European Court of Justice (ECJ) and all German courts.

LexDellmeier represents large and medium-sized corporations, as well as individuals based in Europe, the Americas and Asia. It has therefore developed an international network of associates with whom it cooperates on a worldwide basis in the field of IP prosecution and litigation. Strategic thinking, planning and protecting IP rights beyond country borders are of major importance in this globalised world and are the basis of its clients' success.

Ms Dellmeier stated: "We very much enjoy tackling such daily challenges and perform our work with passion. Being actively involved at the 'birth' of an idea, product and cutting-edge technology and working internationally with people of different cultural backgrounds and different laws makes our work and profession exciting, challenging and rewarding."



In recent years, LexDellmeier has received several awards, including:

- Small IP Law Firm of the Year in Germany (Corporate INTL Global Awards 2010)
- Trademark Law Firm of the Year in Germany (Finance Monthly Law Awards 2011)
- Boutique Intellectual Property Law Firm of the Year in Germany (Corporate INTL Global Awards 2012)
- Intellectual Property Law Firm of the Year (Finance Monthly Global Awards 2013).

The firm takes pride in planning, creating, maintaining and reviewing its clients' IP portfolio. If IP rights are ever violated or challenged, the client has, with LexDellmeier, a coordinated team of experts that can handle complex litigation to defend and enforce a company's valuable IP rights.

Knowledge - Power - Success - LexDellmeier believes that knowledge is power – the basis of its clients' success.



Weickmann & Weickmann

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Weickmann & Weickmann, founded in 1882, is among the oldest patent law firms in Germany. In the chemistry department it has experience and deals with cases in inorganic as well as organic chemistry, biochemistry, immunology, pharmacy, food chemistry, plant protection and many other fields within the life sciences. The firm also has a technical department which deals with fields such as physics, mechanical engineering and electrical engineering, among others; and a trademark department which focuses on trademarks and designs.

The chemistry department represents clients from within Germany and abroad, and has a longstanding clientele among major companies in the field of chemistry and pharmaceuticals in Germany, Switzerland, the United States and Japan. However, it also represents small companies and start-ups as well as scientists, university departments and other research institutions.

The department has five partners, all with full university degrees in chemistry. Three of the partners, Dr Wolfgang Weiss, Dr Christian Heubeck and Dr Brigitte Böhm, have worked in and gained in depth insight into the biochemistry / biotech field within the framework of their PhD studies. Dr Michael Dey and Dr Hans Weickmann performed research in physical chemistry and polymer chemistry, respectively, during their PhD studies and gained their PhD degrees in these academic fields.

Dr Böhm noted: "Since we work for a fair number of different clients, we have gathered personal experience in quite a lot of different areas of our working field. We have also gathered experience with regard to requirements, legislation and jurisprudence within Europe, but also in many foreign countries. Based on our vast experience, we can optimally assist and advise our clients. With more than 20 years of experience in the IP field, Dr Weiss and I have developed a deep understanding on how to optimally protect our clients' inventions and how to defend their interests in other proceedings."

Dr Böhm has been working in the field of industrial and intellectual property since 1986, her practice being focused in the areas of chemistry, biochemistry, biotechnology, pharmacy as well as in patent granting, opposition and nullity proceedings as well as infringement litigations. She has been a partner at Weickmann & Weickmann since 1992.

Further, she studied Chemistry at the Ludwig Maximilian University in Munich; obtained a doctor's degree on the investigation of molecular fundamentals of viral activities in 1986; and graduated in 'European Industrial Property Law' with a Master of Laws degree in 2007.

Weickmann & Weickmann's partners are all qualified German patent attorneys and European patent attorneys, as well as being European trademark and design attorneys. They are supported by associates and other fully qualified patent attorneys as well as lawyers, and by a high number of experienced and qualified paralegals and support staff.

The firm's main advantage is that it stays in close contact with clients and is always available to them. It also cooperates very well with in-house counsel and provides support for them as outsource facility and support, as needed. In particular, Weickmann & Weickmann takes care of an invention from first discussions with the inventors to provide a complete description in the patent application through prosecution, where it also provides foreign associates with the required documents and arguments for obtaining patents, up to possible oppositions and litigation. Under such circumstances, the firm has an in-depth knowledge of the invention and can provide an abundance of advice and guidance to the clients.

Weickmann & Weickmann provides services to clients in all fields of IP, especially drafting and prosecuting of patent applications, also with regard to oppositions, nullity proceedings and litigation. It provides clients with opinions, for example, on validity of third party protective rights as well as on freedom to operate. The firm further assists its clients in securing Supplementary Protection Certificates on pharmaceuticals and plant protection agents, for which marketing authorisations have been obtained. Along with patents, it also provides representation and advice for utility models.

While it represents clients directly in front of the German Patent and Trademark Office, the European Patent Office and the German patent court, and cooperates with German lawyers in litigation proceedings, the firm also organises worldwide protection for its clients by cooperation with a network of associates abroad.

Weickmann & Weickmann's office relocated in 2010. Since then, it has been able to expand its staff and take on new clients. Throughout 2014, the firm seeks to continue its very good relationship with current clients. During the last several years it has attracted very competent young scientists to train as patent attorneys. Since they all succeeded brilliantly in their patent exams, they can now support the firm very efficiently – ready, eager and willing to take on new challenges.

Business Turnaround Law Firm of the Year in Germany

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- Loan Securing & Protection of Creditors
- Manager & Shareholder Liability
- Litigation
- Cross-Border Insolvency / International Insolvency Law

Client Choice - Private Equity Advisory Firm of the Year in Germany

PwC Germany

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PwC Germany is a leading auditing and consultancy company with 489 partners and around 7,147 specialists at 28 locations in Germany. It advises groups and family-owned companies, industrial and service companies, global players and local heroes, the public sector, associations and NGOs.

Its services are spread over three divisions – audit and audit-related services, tax and legal advice as well as deals and consulting. The experts in each division work together to ensure comprehensive and long-term assistance are provided to clients. PwC's work would be inconceivable without integrity, objectivity and a professional approach.

The firm's private equity practice is comprised of experienced deals, audit, tax, HR and advisory professionals. These private equity-focused specialists are able to address the specific needs of each PE firm and deliver customised services through an integrated team structure. PwC's service delivery model is linked by a team that ensures seamless cross-communication and knowledge-sharing of key issues critical to fund, deals and portfolio companies.

Private equity firms have entered a new era in their evolution. Regulation is increasing and tax authorities are becoming more assertive. Creating value requires continued active management of portfolio companies. Firms need to re-evaluate their investment strategies, compliance functions and holding structures.

As private equity firms have grown from small partnerships to global organisations, their control and tax risks have also grown. Currently, tax authorities are challenging long-established holding structures. Private equity managers need to institutionalise their approach to these amplified risks. Institutional investors in private equity require tax certainty.

Creating value in the current economic environment is difficult. Private equity firms have to generate sustainable EBIT growth in portfolio companies and adapt to investing in emerging markets, as well as ensuring an awareness of responsible investing. Many also have to manage existing, under-performing portfolio companies.

The alternative asset management industry, including private equity, is facing increased regulation. The Private Fund Investment Advisers Registration Act in the US and the Alternative Investment Fund Managers Directive in Europe are increasing the burden of compliance. At the same time, regulators are increasing their expectations of compliance programmes. Managers need to spend time planning and preparing. Asset managers should carefully consider the impact of such regulation on the organisation and business models.

Faced with greater demands for transparency and a need to mitigate the operational risks, alternative asset managers are developing new operating models. These involve the entire infrastructure, including people, processes, technology, data and organisational design.

PwC Germany is an independent member of the global PwC network and is able to access the support provided by more than 184,000 people in 158 countries throughout the world. This means that it can provide support to companies in all phases of their development, at all locations.



EY

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Building a better working world

The German transfer pricing practice is one of the strongest transfer pricing practices within EY, already the largest within the country, and projected to continue its growth significantly in the coming years. It currently consists of around 160 dedicated transfer pricing professionals from more than 15 nations, reflecting the diverse nature of the clients served. EY's German transfer pricing practice consists of highly experienced certified German tax advisers, lawyers, economists and industry experts. This diversified team works closely together to develop integrated and comprehensive solutions for globally operating clients.

The services provided by the German EY transfer pricing team comprise all areas of transfer pricing, including transfer pricing documentation, planning, controversy and operating model effectiveness. EY Germany differentiates itself by taking a holistic approach that focuses on meeting clients' needs from start to finish – from concept / solution development, documentation and implementation, to defence and dispute resolution.

In the area of transfer pricing planning, the German transfer pricing team of EY gives advice in setting up new transfer pricing systems that fit their various clients' needs and fulfil local as well as international transfer pricing requirements. Other services provided are the development of cost allocation and cost sharing systems as well as intangible property planning and valuation. Of increasing importance is the assistance in the field of inter-company loan structuring and the provision of guarantees within a multinational group under the arm's length principle.

In the field of controversy and controversy risk management, the German transfer pricing group assists clients in defending existing transfer pricing systems in tax audits. To mitigate controversy risks, the transfer pricing experts of EY Germany also provide advice in appeal procedures, litigations, mutual agreement procedures and are increasing, especially in the application for Advance Pricing Agreements (APA).

As operating model effectiveness gives rise to other issues besides transfer pricing, the German transfer pricing group works closely together with other service lines, including legal, accounting, human capital and advisory, among others, to consult their clients in a comprehensive way. The services offered comprise consulting services in connection with business reorganisations.

The German transfer pricing team always works closely together with other EY offices around the world to develop innovative solutions and new approaches to transfer pricing issues. The result is that EY Germany is able to leverage a strong international network to confidently provide clients with solutions that are both globally and locally defensible.

Client Choice - Transfer Pricing Advisory Firm of the Year in Germany

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Client Choice - Tax Consulting Firm of the Year in Germany



Penner und Partner GbR

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Penner and Partner GbR is a medium-sized tax accountant firm founded more than 50 years ago by Heinz Penner, father of Joerg Penner, current partner. The firm grew steadily and today has three partners and more than 40 employees, from apprentices to chartered accountants. Many employees have been with the company for more than 15 years, so that it can provide continuity in the relationship to its clients.

The firm provides services in all areas of tax matters, from bookkeeping and payroll accounting to drawing of annual statements. It supports its clients in tax audits and represents them against fiscal authorities. Besides tax accounting, the firm also operates an auditing company called 'Penner und Lanfermann Treuhand GmbH Wirtschaftsprüfungsgesellschaft', which is specialised in handling all matters regarding the auditing sector.

In addition, the partners act also as members of different special fields of tax accounting and auditing, such as the committee on international tax law of the Federal Chamber of Tax Consultants in Germany; the committee 'Consultant of International Tax Law' of the Chambers of Tax Consultants 'Steuerberaterkammern' NRW; the Board of the Düsseldorf Chamber of Tax Consultants; the committee on 'Corporation Tax' at the Institut der Wirtschaftsprüfer e.V., to name a few.

Penner and Partner GbR's assets are based on flat hierarchies and a strong partner-orientated relationship towards both employees and clients. Nonetheless, the size of the firm also allows it enough experience to operate in international cases. Its typical clients consist of enterprises, from small to medium size, and wealthy individuals, both nationally and internationally situated, as well as nonprofit organisations.

Joerg Penner noted: "The biggest issues in tax consulting and auditing today are fast changing legislative processes in German as well as in European aspects, of which our clients need to be informed and supported by us. To fulfil such challenges, our experience in tax legal matters national and international helps us immensely."

As Mr Penner is a member of the committee on international tax law of the Federal Chamber of Tax Consultants in Germany, the international aspects of Penner and Partner GbR's work is constantly up-to-date and regularly improved.

Competition Economics Consulting Firm of the Year in Germany



EE&MC

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EE&MC is an economic consulting firm with high-profile competition economists. It uses state-of-the-art econometric tools and the latest scientific thinking to support its clients. The firm is fully specialised in economic consulting services related to competition law issues. Its main activities are economic assessments of agreements, mergers, abuses of dominant positions as well as State aid and regulatory issues.

The EE&MC teams in Brussels, Bonn and Vienna are managed by Prof Dr Dr Doris Hildebrand, one of the founders of the "more economics-based approach" in EU competition law (also known as European School) in the mid-nineties. This is also the firm's special area of expertise – applying European competition economics to competition law. Its analyses are fully embedded in the legal framework. In this respect, EE&MC benefits from latest academic research at the University of Brussels (VUB) too.

Professor Hildebrand leads the research cluster on European competition economics at the VUB. Due to this particular know-how, EE&MC economists are extremely successful in all areas of competition law enforcement. The firm's economists are valued for their pragmatic approach and their broad expertise.

EE&MC distinguishes itself from its US competitors by applying the European economic approach, as developed by the Court of Justice of the European Union and the European Commission. The firm knows what kind of economic arguments EU courts and enforcement agencies appreciate. Instead, Chicago school thinking, mostly applied by competitors originally from the US, focuses on the efficiency doctrine and the "big is beautiful" paradigm. This economic approach is not welcomed in Europe since it is not part of its legal system.

The firm works in all EU Member States and with the European Commission. EE&MC analysts speak around eight different European languages which makes it easy for the firm, for example, to support multi-lingual merger filings. The firm advises either the management of a company directly or the legal department. All of its clients are very well experienced in competition law proceedings and know exactly what kind of services they are looking for. They search for the best economists with high reputation and strong empirical skills. In particular, they appreciate the firm's interdisciplinary approach.

One of EE&MC's biggest successes of the past 12 months has been winning a couple of beauty contests / cases where clients were looking for the best consultants in the industry. The company is expanding with a special focus on hiring high academic potentials.

For the remainder of 2014, the publication of the fourth edition of the book 'The Role of Economic Analyses in EU Competition Law – The European School', by Professor Hildebrand, is foreseen. This book is a standard work of reference. Another objective is to extend the scientific cooperation with the VUB.

Competition Law Firm of the Year in Germany



Wagner Legal

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WAGNER LEGAL
RECHTSANWÄLTE

Wagner Legal is a newly founded law boutique in Hamburg, Germany, specialised in EU and German competition law, EU and regulatory law, compliance and German corporate, commercial and contract law. The firm represents and advises clients, in particular, in all aspects of EU and German competition law and related areas, including merger control, joint ventures, cooperation and information exchange between companies, cartels, dawn raids, leniency applications, distribution systems, licensing, supply, purchasing and category management contracts, rebates, dominance, pursuing and defending competition law (damages) claims, defending and pursuing claims under the German law against unfair competition, compliance management systems and white-collar crime – in particular, corruption cases connected with cartel activity.

The firm advises clients in the negotiation and structuring of contracts and mediates conflicts, as well as providing strategic guidance on the risks and opportunities associated with commercial proposals. It also represents clients before the German and European authorities, particularly the Federal Cartel Office (Bundeskartellamt), the European Commission and prosecuting authorities as well as EU and German courts.

Wagner Legal's lawyers, particularly the founding partners Eckart Wagner and Victoria von Meding, have many years of experience, both in Germany and internationally. Where necessary, the firm works on cases together with members of its network of specialised law firms in Germany and abroad. Its independence also enables it to support law firms in Germany and abroad that do not have German and / or EU competition law expertise. Many large international law firms rely on Wagner Legal's support in EU and German competition law cases.

The firm's client base includes large multinational companies, German subsidiaries of multinationals, large German corporations and medium-sized companies. It provides support to clients in a range of industries, such as oil, energy, transport, electronics, chemicals, IT, pharmaceuticals, consumer goods, construction, luxury goods, automobile accessories and the media.

Eckart Wagner has more than 15 years' experience practising competition law. This includes: heading the competition law practice group of Oppenhoff & Partner, Cologne, and of a business law firm in Hamburg; being a member of Linklaters' competition law practice group in Brussels and London as counsel and associate; working for the merger task force of the Directorate General of the European Commission in Brussels; and working for Freshfields Deringer's competition law practice group in Berlin.

Further, Mr Wagner is regularly published in the area of competition law, as well as speaking and organising workshops, including on international meetings of the American Bar Association. He has been recommended for competition law advice for many years:

"Eckart Wagner has many years of experience in German and European competition law" (Nomos Handbook on German Commercial Law Firms 2013);

"Frequently recommended: Eckart Wagner ('good level of expertise', a competitor, competition law)" (JUVE Handbook on German Commercial Law Firms 2012/2013);

"Eckart Wagner was recommended for his experience in the crossover with IP law" (JUVE Handbook 2011/2012);

"A renowned competition law partner", "'conscientious and good technically', a competitor" (JUVE Handbook 2010/2011);

"Eckart Wagner is recommended" (Legal 500, 2009).

Cross Border M&A Advisory Firm of the Year in Germany

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Domestic - Chemistry Patents Law Firm of the Year in Germany



Wächtershäuser&Hartz, Patentanwaltspartnerschaft mbB

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WÄCHTERSHÄUSER & HARTZ
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Since establishing this boutique patent law practice in 1970, the services of Wächtershäuser & Hartz (W&H) have focused on chemical inventions and representing clients before the European Patent Office. Despite a small footprint, W&H has been involved in a large number of European patent cases over the years, and has continued to build a reputation for itself in this area of expertise.

W&H has frequently been entrusted with representing high-profile examination or opposition cases, namely handling oral proceedings before the Examining Divisions, Opposition Divisions or the Boards of Appeal of the European Patent Office. In a recent appeal procedure relating to an unusual innovation at the interface between plant biotechnology and information technology, the relevance of non-functional DNA as a technical feature for labelling a transgene in a plant, as opposed to merely labelling a plant, was successfully argued before the Board of Appeal in the case of T0827/09 on behalf of Bayer CropScience NV, Belgium.

Technical and scientific expertise is at the core of W&H's services, a fact reflected by the academic and scientific accomplishments of the partners. The founder, Prof Wächtershäuser, continues to make significant contributions to evolutionary biochemistry with a new theory on the origin of life. The innate ability to thoroughly present the technical reality of an invention within the context of the laws of nature – for fulfilling the legal requirements in the patenting procedures – is key for the efficiency of the firm's service.

"Simply put, Wächtershäuser & Hartz attracts clients who are passionate about innovating," Dr Wolfgang Blodig, German and European patent attorney, added. "Our attorneys share our clients' passion for science and technology. As a result, on-going, long-term and productive working relationships with W&H are the rule, not the exception."

As an intellectual property boutique firm, W&H serves domestic and international clients in the science-driven fields of chemistry, life sciences and nanotechnology. It assists in the development and pursuit of intellectual property strategies; drafts and files applications for intellectual property rights with an international perspective; prosecutes, defends and commercialises rights to proprietary innovations that impel business growth in Europe and beyond; provides opinion work on questions of intellectual property; provides strategies on how to identify and deal with third party monopolies; and evaluates patent portfolios, notably for the purposes of the venture capital community.

Further, the firm uses the English language as the main working language in the proceedings before the European Patent Office and for client communication.

W&H has recently relocated to new premises in the centre of Munich, which will provide the space and environment for future growth of the firm in particular into the upcoming unitary patent system in Europe.

Editor's Choice - Inheritance Law Firm of the Year in Germany / Individual - Estate Planning Lawyer of the Year in Germany



DR. HOSSER Rechtsanwalt

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DR. HOSSER | RECHTSANWALT
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Since its establishment, DR. HOSSER Rechtsanwalt has provided legal counselling in the fields of national or international inheritance law and company law to its clients at a large law firm level. The law firm's logo is a clear commitment to its fields of specialisation – succession, assets and taxes. The founder, Marcus Hosser, is German attorney, certified tax lawyer and trust and estate practitioner. He personally counsels small and medium-sized companies, private clients and entrepreneurs in matters of succession and assets as well as about the respective tax implication.

Hosser has a wealth of practical experience with consulting companies of all sizes and individuals from several countries, including HNI and UHNI. He is experienced with national and international estate planning, inheritance law, administration of estates and estate litigation. He has expert knowledge in national and international estate planning and inheritance law. Besides its specialisation on inheritance law counselling, DR. HOSSER Rechtsanwalt is also very strong in the field of German company law.

The most outstanding advantages for clients of DR. HOSSER Rechtsanwalt are the abilities to counsel about national and international inheritance law by taking the connected tax implications into consideration. The law firm can represent its clients in extra court negotiations and before German courts. Further, clients can expect to have their case handled personally and discreetly by the founder, Mr Hosser, himself.

Besides his full membership in the Society of Trust and Estate Practitioners (STEP Ltd.), Mr Hosser is member of the German Association for Inheritance Law and Succession (DVEV e. V), and of the working group, Inheritance Law of the German Federal Bar Association. He has published a number of articles in legal journals, including in the World Commerce Review-magazine about International Estate Planning-issues, in English, at the end of 2013.

In the field of inheritance law, DR. HOSSER Rechtsanwalt offers the full range of services, from estate planning over probate proceedings to estate litigation before German courts. The firm's legal services embrace: (international) last wills and testaments, international inheritance counselling (cross-border estates), estate administration, company succession, international gift and inheritance tax law, German company law and foundation law, including charitable foundation, as well as asset protection.

Mr Hosser commented: "The Corporate INTL Awards illustrate our law firm's very good expertise in estate planning and our focus on international inheritance law. We are very happy and proud that our efforts and successes are noticed also internationally and we have been rewarded with even two awards, which is a real highlight. For the rest of the year 2014, we are planning on extending our law firm's legal services for international customers. We are grateful for our clients' trust in our law firm."

Employee Benefits Consulting Firm of the Year in Germany



Longial – Die Pensionsberater

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Longial – Die Pensionsberater is an independent consulting company providing state-of-the-art advice and expertise in the area of employee benefits. The firm has long-term experience in rendering professional advice and support to small and mid-sized companies. It offers objective consulting services focusing on the products and solutions which best suit the needs of its clients.

With 75 employees at offices in Duesseldorf and Hamburg, including the local consultants all over Germany, the firm gives advice and support to a growing number of companies – currently more than 1,000 with 20 to 2,000 employees. The volume of book reserves, whose actuarial valuations are annually prepared, amounts to 3.5 billion EUR.

Dr Paulgerd Kolvenbach, Longial managing director, noted: "Our services cover actuarial valuations of any kind, advice for the implementation or restructuring of company benefit plans, as well as the administration of and communication with employees and retirees. We also accompany due diligence processes by valuating obligations and assets of existing pension arrangements.

"If required, we give advice on the selection of financial products, independent of any interest as a provider. In regards to international employee benefit matters, we make use of the member firms of the INTERNATIONAL BENEFITS NETWORK, which we have joined as a German member."

The managers and employees of Longial regularly contribute to the professional public by way of publications, and are represented in a number of important specialist committees.

Dr Kolvenbach said: "We promise our clients proactive consulting services focusing on their individual needs. An example may demonstrate what that means – due to the ongoing low interest rates, the companies with book reserved pension plans are going to face a considerable increase of book reserves in their commercial balance sheets in the forthcoming years. We proactively contact our clients, explain the reason why, offer forecasts to analyse the development, and together with them look for possibilities of compensations based on German tax and labour law.

"We appreciate the direct contact between our clients and their long-term consultants. We guarantee a sustainable relationship with our clients based on the consistently ongoing technical training of our employees."

Format Law Firm of the Year in Germany



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CorporateINTL GLOBAL AWARDS WINNER 2014

Global - M&A Law Firm of the Year in Germany



Rödl & Partner

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Rödl & Partner

Rödl & Partner is active at 91 wholly-owned locations in 40 countries. The integrated firm for audit, legal, management and tax consulting owes its dynamic success to 3,500 entrepreneurial minded partners and colleagues. In close collaboration with its clients, Rödl & Partner advises for well-founded economic, tax, legal and IT decisions – both nationally and internationally.

The firm is not a collection of accountants, auditors, lawyers, management and tax consultants working in parallel. It works together, closely interlinked across all service lines, thinking from the client's perspective, bringing together a project team that possesses all the capabilities to be successful and to realise their goals.

In 2013, support for family-owned companies and groups in connection with strategic company acquisitions was one of the most important factors for growth in the successful development of Rödl & Partner. The firm advised on more than 150 transactions worldwide in 2013. In this area it is able to fully exploit its strength in the provision of multi-disciplinary and cross-border legal, tax and audit-related advice as well as corporate finance advisory services. Rödl & Partner is one of the leading German professional service firms regarding company acquisitions or disposals inside and outside Germany. An important factor is advising family-owned businesses on selling their firm in the context of family successions.

The M&A department has been supervised by partner Michael Wiehl for more than 10 years. Mr Wiehl is specialised in the advice of owners, family-owned companies and financial investors in matters of corporate law, capital markets law, merger and acquisition transactions, corporate succession, venture capital, private equity and real estate transactions.

Many international investors and private equity companies opt for Rödl & Partner as the firm has established a unique, multi-disciplinary expertise in the support of family-owned companies, whereby the offices in Berlin, Eschborn, Hamburg, Cologne, Nuremberg, Munich and Stuttgart play an important role.

In addition to the provision of advisory services in Germany, support for company acquisitions in western Europe, central Europe, eastern Europe, China and, increasingly in south-east Asia, the US and Latin America, play an especially important role.

The great strength of the comprehensive advice provided by Rödl & Partner for M&A transactions lies in the cross-border co-operation with its international offices, involving the flexible application of multi-disciplinary expertise. In this way, lawyers, tax consultants, accountants and corporate consultants work closely together to ensure success for clients of a respective acquisition or disposal process.

The firm's multidisciplinary approach is not unique, nor is its global reach or traditional strong presence among family businesses. It is the combination of the three that cannot be found anywhere else – a firm that is devoted to comprehensively supporting foreign direct investment anywhere in the world.

Industry Choice - Divorce Law Firm of the Year in Germany



Anwaltskanzlei Roland Sperling

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Anwaltskanzlei Roland Sperling, established in 1992, is located on the Königsallee, a renowned area in Düsseldorf. Roland Sperling and his team cover a very wide range of practice areas including inheritance law, traffic law and consumer law, specialising in divorce and family law.

The firm offers professional help at the lowest cost in cases of divorce and maintenance. It assists clients in how to get a divorce; maintenance payments; reducing costs; pension sharing; and the assets, liabilities, taxes and the child tax credit. In regards to family law, it provides services in separation, divorce, child custody, visitation rights, child support calculation and paternity, among others.

Anwaltskanzlei Roland Sperling was the first provider of online divorces in Germany, offering nationwide online divorces since the beginning of 2000. Over the years, it has handled divorce proceedings and other processes throughout Germany. It has the experience of many thousands of divorce and maintenance processes.

The firm's strengths include precise, fast processing and flexibility, in addition to an excellent price-performance ratio. Anwaltskanzlei Roland Sperling represents its clients before all courts nationwide.



IP Due Diligence Law Firm of the Year in Germany



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Insolvency Law Firm of the Year in Germany



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Kürsch&Kollegen
Rechtsanwälte
Fachanwälte

Kürsch & Kollegen is a highly recommended and efficient boutique firm specialising in insolvency as well as corporate rescue and restructuring. Since its establishment in 1996, the lawyers have been engaged in more than 3,000 assignments of insolvency and consumers' advice. Being an innovative office, it was one of the first insolvency firms in Germany to have a highly demanding system of quality management.

Two insolvency administrators service five courts in the western part of Germany, around the famous Rhine Valley. The firm is experienced in all kinds of insolvency proceedings, including insolvency of private consumers, business insolvency and estate insolvency. Regarding insolvency administration, it handles surveying activities, provisional insolvency administration, corporate restructuring and rule recovery. It also handles debt settlement, including non-judicial debt settlement, debt settlement plans and bankruptcy.

Within the field of enterprise restructuring, Kürsch & Kollegen it is experienced in the reorganisation of enterprises of any legal form, including international reference. It deals with examination of the rehabilitation prospects; performance-related rehabilitation components; financial restructuring factors; negotiations with banks / creditors; and redevelopment plans.

Besides setting up insolvency plans, early and intensive communication between all persons concerned is an important measure for a final success. This requires an experienced and specialised team of administrators and lawyers. Therefore the firm's team consists of specialised lawyers, businessmen and employees, who are highly qualified for insolvency accounting, personnel affairs and the special use of software needed for these special cases.

Manfred Kürsch, Kürsch & Kollegen managing partner, is a lawyer specialising in bankruptcy law. He spent several years as management of the Executive Secretariat of a private bank in Frankfurt, Germany. He also specialises in tax law.

Mr Kürsch is a member of the VID Germany (Registered Association of Insolvency Administrators, Germany's professional association of insolvency administrators); INSOL-Europe; and Cologne's Working Group on Insolvency and Arbitration. He is also a lecturer in insolvency law and procedural law at the Sparkassen Academy of Rhineland.

At Kürsch & Kollegen, an excellent service is provided for all parties involved and further professional development is essential. If an insolvency court assigns the firm to the administration of an insolvency, it will stand for tailor-made solutions. Kürsch & Kollegen achieves satisfying solutions for all creditors, including for a web-based creditors' information tool.

When the firm is reorganising enterprises, a lasting stabilisation of the enterprise is its most important aim. For many years Kürsch & Kollegen has been co-operating with special consultants and colleagues. Therefore, the firm is able to provide highly qualified and experienced solutions for each special case and in many cases it is able to pay off exceptionally high rates, and this is a confirmation for it to continue.

IP Due Diligence Law Firm of the Year in Germany



Dennemeyer & Associates S.A.

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DENNEMEYER & ASSOCIATES

With the increasing number of IP transactions, IP due diligence is growing in importance. Dennemeyer & Associates S.A. is therefore very happy to be awarded IP Due Diligence Law Firm of the Year by Corporate INTL.

What makes the firm's IP due diligence service unique is:

- It is complete in its scope
- It is modular in its approach
- It has a proven economic efficiency
- It can offer fixed fees

Dennemeyer's strength in offering this service results from being the only firm offering a high proven efficiency in IP due diligence, demonstrated and practised over the years. Further, its modular and fixed fee price structure is very appealing to its clients. The techniques for IP due diligence equally apply to patent valuation. Therefore, Dennemeyer has a very high reputation in this field not only in Germany, but also worldwide, being known as "one of the very few true experts" in this field.

The firm's IP due diligence service is headed by Dr Malte Köllner, from the Frankfurt office. Dr Köllner has been recognised numerous times as one of the world's leading lawyers and patent strategists, and for his work in the field of patent valuation. He has extensive experience in performing due diligence investigations for smaller clients, investors and Fortune 500 companies, in particular for venture capital investments. He also teaches Patent Due Diligence and Patent Valuation at the University of Strasbourg and at the University of Maastricht.

Based on his practical experience and on the work done in the German standards committee on patent valuation, he developed the Dennemeyer approach to IP due diligence that is at the same time complete in its scope and economically efficient. – "Due Diligence or Discount, Monetary effect of legal aspects in patent valuation", Les Nouvelles, Volume XLIV No. 1, pages 24-37, March 2009.

With the IP due diligence service, Dennemeyer & Associates reinforces its scope of providing the full range of legal services relating to intellectual assets.

Established in 1962, in Luxembourg, Dennemeyer & Associates has come a long way in 50 years, growing from a patent law firm into a multinational IP law firm with offices in eight countries and new locations being constantly added. Its lawyers offer world-class expertise in IP law for the following intellectual assets: patents, trademarks, designs, copyrights, domain names and licences. As a pioneer in internationalising strategic intellectual asset management, the firm is specialised in the preparation and worldwide registration of patents, trademarks and designs.

IP Law Firm of the Year in Germany

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PATENT ATTORNEYS AND ATTORNEYS AT LAW

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IP LAW FIRM OF THE YEAR IN GERMANY 2014

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Our Philosophy

Our spectrum of services is based on our involvement in decision-making processes and negotiations at an early stage, as well as on our integration into the day-to-day business of our clients.

Our philosophy allows us to act proactively and to implement tailor-made solutions to avoid problems that could impact our clients' businesses. However, we stand ready to defend and enforce our clients' rights in court when needed.

Corporate and Asset Succession

The importance of arranging tailor-made transfers of assets to the next generations, especially in the field of corporate succession, has increased tremendously. Taking into account the tax implications, our consulting services include the preparation and structuring of legal succession, whether by will, inheritance contract and/or by utilizing corporations (transfer of assets into partnerships, trusts or other entities) and respond to the needs of our clients by representing their interests after succession. In case of conflict between the beneficiaries, we advise and represent our clients both judicially and extra-judicially. A key consideration is the succession planning of mid-sized enterprises in all its forms, whether by inclusion of the next generations and by means of controlled transfer of entrepreneurial leadership into non-family hands.

Banking and Investment Law

Legislation and jurisdiction continue to intensify their demands on investment consulting and asset management.

We proactively support financial service companies of any type and size in their risk provisioning by rendering preventive control over issues concerning their consulting services and organization, and by drafting appropriate contractual arrangements.

When assuming such legal representation, we assist on fending off any liability claims both judicially and extra-judicially.

Moreover, we advise financial service companies on all legal matters, including issues concerning licensing and supervisory authorities. We also assist with designing innovative financial instruments and providing after-sales services with legal implications.

Wirsing Hass Zoller, Rechtsanwälte Partnerschaft, Maximilianstr. 35 C, D-80539 München **www.wirsing.de**

IP Prosecution Law Firm of the Year in Germany

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Nothing is as powerful as an idea whose time has come

Victor Hugo



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Nanotechnology Patents Law Firm of the Year in Germany



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SR Huebner & Kollegen
Intellectual Property Attorneys

SR Huebner & Kollegen is a law firm specialising in the legal protection of intellectual property rights. Its office is located in Munich, the home of the European Patent Office, the German Patent and Trademark Office, and the German Federal Patent Court.

The firm's expertise is trusted by some of the world's largest technology companies, the leading innovative medium-sized firms and by renowned research establishments. It represents its German and foreign clients before the German and European Patent Offices, Trademark Offices and Courts and in dealing with the World Intellectual Property Organization. Moreover, it assists its national clients in protecting their inventions abroad, including more than 20 countries outside Europe.

All of SR Huebner & Kollegen's attorneys worked in intellectual property law in at least one major non-European jurisdiction before joining the firm. Its staff publish articles in leading professional and academic journals; teach at reputed universities; and present papers at relevant conferences on the latest developments in the field of intellectual property. The close connection between the firm's practical legal service and its academic activity enables it to offer advice of the highest standard.

The patenting of nanotechnology inventions is a new branch of patent law, for which the patent offices and courts are only just beginning to develop specific decision-making principles. Because many nanotechnology inventions lie outside the framework that case law has established on the basis of conventional technologies, their inventors are frequently on new territory not only technologically but also with regard to patent law.

SR Huebner & Kollegen is one of the few law firms in Europe that is actively engaged in the field of nanotechnology patents. With practice-orientated publications and lectures – often jointly with the nanotechnology experts from the patent offices – it is playing an active role in the development of this new field of law. The inventions it deals with range from basic nanomaterials, nanosystems and nanoprocesses to the concrete applications of nanotechnology, for example in information technology, medicine and renewable energy. SR Huebner & Kollegen is the only patents law firm to be invited to join the national nanotechnology initiative 'Nano in Germany'.

Roughly a third of the nanotechnology inventions the firm deals with originate from publicly funded laboratories, predominantly universities. Two thirds originate from companies – not only from large technology companies but also from young start-ups spawned by a university on the back of a promising idea.

Dr Stefan Rolf Huebner, who heads the firm's nanotechnology work, has more than 15 years of experience in the legal protection of intellectual property, focusing especially on patent-granting; opposition; nullity and infringement procedures; and on the negotiation of licence agreements and development contracts. He published the first paper on nanotechnology inventions in a leading scholarly law journal in Germany ('Zur Neuheit Nanotechnologischer Erfindungen' GRUR, October 2007), making him a pioneer in the field of nanotechnology patent law.

Patent Litigation Law Firm of the Year in Germany



Patentanwälte Maikowski & Ninnemann

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MAIKOWSKI & NINNEMANN
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Dr Gunnar Baumgärtel is a partner of Maikowski & Ninnemann, a patent attorney firm with offices in Berlin, Leipzig and Munich and a strong expertise in all areas of intellectual property protection. The firm advises on all questions relating to industrial property rights, inventions, trademarks and designs, including in particular the enforcement of such rights. Currently 14 patent and trademark attorneys work at Maikowski & Ninnemann.

Dr Baumgärtel is a German and European patent attorney representing clients in various matters concerning industrial property, notably patent prosecution, licensing and complex international litigation cases. He is a member of the Bureau of AIPPI and lectures at the Free University of Berlin.

From the beginning, Maikowski & Ninnemann's policy has been to provide direct and comprehensive contact between the clients and its competent intellectual property experts to allow the highest levels of efficiency, and guarantee optimal strategies for protecting the clients' intellectual property.

The high-proficiency standard at the firm will be retained in the future. Only those who received their professional training at Maikowski & Ninnemann will become new partners at the firm. Consequently, it has received numerous awards in recent years praising the outstanding quality of the legal service provided by its attorneys.

Maikowski & Ninnemann's most important services are: advice on inventions, trademarks, designs, know-how, software and licences; advice on the law regarding employees' inventions; and prosecution and litigation of patents, utility models, design patents and trademarks nationally in Germany, regionally in Europe, and internationally in all countries and regions throughout the world.

The firm has a special focus on managing, prosecuting and defending substantive patent and trademark portfolios as well as representing clients in complex international litigation cases.

The patent attorneys at Maikowski & Ninnemann are experienced in all areas of technology and have broad knowledge and experience in the fields of physics, for example: optics and light technology, such as optoelectronics, cameras, telescopes and lasers; medical systems technology, medical imaging and measurement technology; electrical engineering, including electronics, telecommunications, semi-conductor technology, measurement and control technology, and medical technology; mechanical engineering, for example mechanics and mechatronics, plant engineering and shipbuilding; chemistry, biochemistry and biotechnology; and software.

Peer Choice - Patent Law Firm of the Year in Germany / IP Litigation Law Firm of the Year in Germany / Pharmaceutical and Life Sciences Law Firm of the Year in Germany

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df-mp - Global Expertise for Your Innovations and Trademarks

df-mp is one of the top firms in intellectual property law with an international outlook and a broad scope of specialized expertise. Globally-oriented companies in such practice areas as biotechnology, chemistry, physics, medical devices, mechanical and electrical engineering and pharmaceuticals trust the competent advice offered by our highly-rated team.

Our patent lawyers have considerable experience in obtaining and defending our clients' key patents in proceedings before the European Patent Office and the German patent office, as well as challenging the patents of third parties in such proceedings. Notable success has been achieved by the firm in nullity actions before the German courts.

Another recognized speciality of the firm is client counselling on all other aspects of intellectual property such as freedom-to-operate and patent validity opinions.

Recovery Advisory Firm of the Year in Germany



Mack Partners

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MACK PARTNERS

Carlos Mack, Mack Partners managing partner, works as an insolvency administrator for both medium-sized and large enterprises. He has been appointed as an insolvency administrator by 13 local courts in Bavaria.

Mr Mack's work is concentrated in the field of international and European insolvency and restructuring, where he has completed approximately 150 company insolvencies. Among his most recent well-known insolvencies is the case of the Fuhrparkprofis group (Nuremberg), which was rescued by means of a restructuring by transfer under which all the staff were kept on.

Cases familiar to the general public include that of Deggendorfer-Frost GmbH, which triggered the famous meat scandal, as well as that of the Luna Park group. On behalf of the insolvency administrator of the Heros group (cash transport), Mr Mack was responsible for the group's locations in Bavaria as well as for all its foreign companies, with a total of around 1,500 staff. Where possible he attempts to bring proceedings to a conclusion by means of insolvency plans.

In addition, Mr Mack has also done extensive restructuring and insolvency work involving groups of companies across Europe, such as Maflow Group (Italy, Poland, Spain and France) with more than 15,000 staff. He also works out of court as a liquidator or trustee, most recently in connection with the restructuring of the Kelch&Links group in Schorndorf near Stuttgart.

His publications include: "ESUG: German Insolvency Law Anglo Style?", eurofenix Autumn, Pages 42-45, 2011; The Principle of Self-Determination (Der völkerrechtliche Konflikt zwischen dem Prinzip der freien Selbstbestimmung der Völker und dem Prinzip der territorialen Integrität (Souveränität) der Staaten im Rahmen des Entkolonialisierungsprozesses) Dissertation, Munich, 1993; and The Falkland / Malvinas-Conflict (Der Falkland-/Malvinas-Konflikt), Munich, 1992. He has also published several articles in Law Magazines. Moreover, Mr Mack has been appointed as honorary member (for life) of Insol Europe.

Telecommunications Patents Law Firm of the Year in Germany



PATENTSHIP Patent Attorneys

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PATENTSHIP
PATENT ATTORNEYS

PATENTSHIP Patent Attorneys is a patent law firm highly specialised in the fields of electrical engineering, telecommunications, digital signal processing, software, medical engineering and mechanics. Its offices are in Munich and the Frankfurt area of Germany.

The firm's services include patent and trademark prosecution, patent and trademark litigation, IP licensing and negotiation services, as well as IP valuation and IP monetisation services. Its clients include leading major and medium-sized companies, universities and research institutes.

Dr Robert Klinski, PATENTSHIP founder and managing partner, noted: "Most of our team members have a strong scientific or industrial background in the field of telecommunications. This background is combined with strong IP expertise gained in numerous national and international prosecution and litigation cases. This enables us to understand even the most complex technologies and the related prior art, in order to develop strong and convincing arguments in litigation proceedings, to appropriately claim related inventions and efficiently handle the prosecution proceedings.

"Some of our team members were involved in developing communication standards as well as hard and software realising communication standards, and contributed as inventors to developing novel communication technologies."

Dr Klinski is a German and European patent and trademark attorney. He has strong expertise in IP prosecution and litigation in the areas of telecommunications, digital signal processing, RF technology, digital and analogue circuit design, coding, cryptography, software, medical systems, mechanics and optics.

In addition, he is author of numerous publications in the field of digital signal processing and telecommunications. He is a member of VPP, AIPPI and EPI, and is fluent in German, English and Polish.

Further, Dr Klinski is a management partner, along with Prof Reiner Braun from the University of Erlangen-Nuremberg, of IP Enterprises – a technology accelerator for indirectly monetising IP via business model development and start-up incubation as a service for the IP owner.

He commented: "The major problems in the area of telecommunications relate to monetising and licensing IP, in particular under the Fair, Reasonable and Non-Discriminatory (FRAND) terms, along with the steadily increasing complexity of licensing and settlement agreements. In view of these problems, PATENTSHIP has opened an IP licensing department in order to support its clients in IP licensing and monetisation."

Recently, the firm successfully defended a major telecommunications enterprise in a German part of multinational and multiparty infringement proceedings in the field of wireless access technologies. This further achievement in a series of successfully conducted IP proceedings strengthens PATENTSHIP's position as a leading IP law firm in the IP market.

Regarding the remainder of 2014, Dr Klinski noted: "PATENTSHIP plans to open an office in Poland in 2014. In this way, we will be able to serve as a one-stop-shop for high quality IP services in Germany and Poland, respectively."

Turnaround Advisory Firm of the Year in Germany



pkl Rechtsanwälte

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pkl Rechtsanwälte, founded in 2004, specialises in restructuring and insolvency. It also practises in commercial and company law, labour law, law of renewable energy, real estate law, family law and trademark law. The firm's practice covers more than 20 professionals in eight offices in Germany, including Frankfurt, Dresden, Berlin, Hamburg and Hannover. The integrated approach to legal, financial and tax services is a great benefit to restructuring and insolvency cases as seamless service can be provided in a turnaround situation.

Professional processing of insolvency and rehabilitation requires the inter-disciplinary collaboration of various professions. Currently, 10 liquidators, 17 lawyers, two auditors, three economists, as well as a variety of officers from different backgrounds, work in pkl Rechtsanwälte's insolvency practice. The firm can also access a network of other specialists if necessary. Its sites are certified ISO in the area of insolvency administration and in legal advice according to DIN 9001:2009.

pkl Rechtsanwälte's consulting approach is consistently interdisciplinary. The team-orientated cooperation between lawyers, accountants and tax advisers ensures professional and well-thought-out solutions. Almost without exception, the lawyers are specialised in particular areas of legal advice. In these areas, they are perfectly qualified with training and practical experience to solve even difficult situations professionally.

Thomas Illy, pkl Rechtsanwälte partner, leads the firm's offices in Frankfurt am Main and Bingen. He acts as a court-appointed insolvency practitioner as well as advising in corporate recovery situations. Before becoming a partner of pkl Rechtsanwälte, he was a partner in Thierhoff Illy & Partner, from 2004, and in Haarmann Hemmelrath, from 1997 to 2004. In addition, he worked with Arthur Andersen from 1988-1997. He holds a degree in business administration and is qualified as a chartered accountant and tax adviser.

Mr Illy advises banks, venture capitalists and shareholders in the pre-insolvency phase of troubled companies in all matters, including insolvency law, financial planning and work-out concepts. He is also involved in bond restructurings as an adviser to bondholders.

Further, he is also specialised in the management of debtor-in-possession and Chapter 11 proceedings following the new insolvency regime in Germany. Together with his partner, Jörg Spies, he has managed a large number of these proceedings successfully. He has also managed a number of proceedings that ended with an agreed insolvency plan or with the sale of the company to an investor. As an insolvency practitioner, he is concentrating on the restructuring of insolvent companies whenever possible.

Moreover, Mr Illy is a member of the German institute of chartered accountants and a full member of INSOL Europe. He is also a co-publisher and author of a well-known compendium on the restructuring of companies.

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Environmental Consulting Firm of the Year in Greece



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HPC PASECO SP Ltd is a leading environmental consulting firm, providing a complete spectrum of services and expertise in environmental science, technology, planning and management for public and private, local and international clients. Initial concepts are developed from investigations and surveys into practical engineering and environmental friendly solutions designed to suit particular local conditions.

Since its establishment in 1999, PASECO has been a dynamic environmental consulting company, successfully managed by Mr Demetres Economides. In 2007 PASECO became HPC PASECO S.P. Ltd., part of HPC A.G, a leading German Environmental consulting group, which provides consulting on tricky environmental matters, remediates contaminated soil and groundwater, and plans complex civil engineering and natural resources projects. HPC AG has strong presence in eight European countries (Germany, France, Italy, Spain, Bulgaria, Austria, Poland, and Greece). HPC PASECO represents an important pillar of HPC's activities in South-eastern Europe.

HPC PASECO provides consulting services on the sectors of Environmental Management (Development of Environmental Policies, Strategies and Action Plans, Atmospheric Pollution abatement and Air Quality assessment, Industrial pollution abatement, Environmental and Strategic Environmental Impact Assessment, Noise assessment, Environmental Due Diligence, etc.), Water and Wastewater management (Design of water supply systems, Groundwater and surface water management plans, Design of Wastewater Treatment and sludge treatment Plants and sewage networks), Solid Waste Management (Waste management plans, Feasibility studies for waste management infrastructure, Site investigations and landfill siting, Design of solid waste disposal and treatment infrastructure, remediation design of polluted areas, such as solid waste dumpsites and former industrial areas, Management plans for special types of waste such as sludge, hazardous waste, medical waste etc.), Urban and Natural Environment Planning and Development (Urban Environmental Planning, Management of Protected Areas, Coastal Zone Management).

The company, as well as HPC PASECO's staff, has carried out numerous projects in Greece and in several countries, such as Balkan countries (Albania, Bosnia-Herzegovina, Bulgaria, Croatia, FYROM, Serbia, Montenegro, Romania), Cyprus, Belarus, Azerbaijan, Moldova, Turkey, Ukraine etc.

HPC PASECO employs a permanent staff of 13 people and collaborates with a number of freelance Greek and international experts, as well as with international Consulting companies for carrying out specific and large scale projects in Greece and abroad. HPC PASECO S.P. Ltd is accredited with ISO 9001:2008.

As a member of the HPC family, HPC PASECO is member of Inogen Environmental Alliance, a global corporation providing multinational organisations with consistent, high quality and cost effective environmental, health and safety solutions.

HPC PASECO, operating in close cooperation with the HPC Group and Inogen, is committed to providing services of the highest quality, incorporating the latest state-of-the-art know-how.

Financial Transactions Law Firm of the Year in Greece

Sardelas Liarikos Petsa Law Firm (SLP) Finance I Greece

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Sardelas Liarikos Petsa Law Firm (SLP) provides expert advice on all aspects of banking & finance and capital markets law. SLP regularly advises Greek and international banks, financial institutions, investment services firms, investment funds, corporate issuers and investors, as well as public sector entities on the full range of issues arising in respect of complex stand-alone transactions or their day-to-day operations.

A recent significant highlight of SLP's finance practice is the advising of a syndicate of banks (all of Greece's major banks) on the refinancing of the 'Viohalco' group of companies, currently Greece's largest private industrial group of companies and the country's largest metals group, active in the fields of steel, copper and aluminium production, processing and trade, as well as in the real estate development sector, with a total transaction value in excess of EUR 700,000,000.

The firm has developed a very significant track record in the field of banking & finance, advising a wide range of foreign and Greek clients. By way of indication, its services include comprehensive support in regulatory supervision of banking operations & compliance, establishment and organisation of banking operations in Greece, corporate finance, sovereign & public sector finance, debt restructuring, retail banking operations and banking litigation.

SLP has succeeded in preserving and offering to clients the significant advantages and unique added value associated with a boutique law firm. Relatively low overheads have enabled it to maintain flexible and very competitive pricing structures, therefore enabling it to share its cost-savings with clients, while at the same time providing top drawer service case-handling by partners and senior experts with a personal touch, within an exceptional team of legal talent.

The firm's optimal blend of legal practices is not only "inch wide & mile deep" but its selected niche practices constitute it a corporate & commercial "one-stop shop" for businesses, as well as a unique option for clients looking for a specialised real estate practice.

Since its beginnings in the mid-1970s at Piraeus, as part of Sardelas Law Offices – a practice specialised in real estate, commercial law and shipping – SLP has, over the years, gradually grown and developed into an independent partnership of experts drawn from large law firms and multidisciplinary international corporations, focusing on niche areas of business and real estate law.

Today, SLP is an established business law firm with a strong international dimension, well known in Greece and abroad for its top drawer specialised professional services in complex cross-border and domestic transactions.

Individual - Criminal Lawyer of the Year in Greece



Maritime Law Firm of the Year in Greece



Gerassimou & Partners Law Office

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GERASSIMOU & PARTNERS
LAW OFFICES

Gerassimou & Partners Law Office is one of the leading boutique business and commercial law firms in Greece, situated in the heart of shipping and business industry, Piraeus. It operates under international standards, providing its Greek and foreign clientele with the highest quality legal services and expertise.

The firm is dedicated to providing a professional, responsive, personalised, attentive and cost-effective range of services to its clients in the ever-changing business environment in Greece and abroad. It has developed close relationships with a large number of the world's leading law firms and other professionals in the international shipping, transport, corporate, commercial, energy and insurance business. Its main practice areas are shipping, transportation, insurance, commercial and corporate, litigation, energy and environment, foreign investments, mergers and acquisitions.

Gerassimou & Partners provides a broad range of legal consultancy advice and litigation, including arbitration, relating to shipping and maritime. The firm has built long term, traditional relationships with ship owners, managers, charterers, cargo interest parties, freight forwarders, P&I Clubs and H&M underwriters. It assists them in the full and efficient service of their affairs.

Services provided by the firm include: structuring of shipping corporations, shipping trusts, shipbuilding contracts; ship finance; ship and yacht acquisition and sale contracts; registration of ships and yachts in all jurisdictions; reflagging of ships and yachts; charter parties and bills of lading disputes; general average contributions; salvage, collision, marine labour litigation and marine insurance claims; shareholders disputes; participation in arbitration proceedings; concession agreements for ports and marinas; and shipping privatisation projects.

Nicholas Gerassimou, Gerassimou & Partners partner, is an active solicitor in the everyday practice before the courts, as well as acting as a legal counsel in major ship owning, management, energy and insurance companies in Greece. He has extensive litigation experience in all fields of marine and transportation claims (sea, road and air); commercial and corporate disputes; and is representing local and foreign clients in vessels and yachts acquisition financing, mergers and acquisitions, energy and environmental law matters.

Mr Gerassimou also has vast experience in foreign investment programmes under the existing Greek developing laws, attending Private Public Partnerships (PPP) and advising on local investment projects in foreign countries.

He is a board member of the Hellenic Association of Maritime Lawyers, Association Hellenique de Droit Maritime, the Piraeus Marine Club and the Piraeus Yacht Club. He is also former vice-governor of the Institute of Social Fund (IKA) and a member of the Institute of Democracy 'Konstantinos Karamanlis', as well as a number of associations and professional and scientific working committees.

Further, Mr Gerassimou is an external lecturer of the Malta International Maritime Organization (IMO). He has also published a great number of articles and commentaries in various local and international periodicals.



Willis Management (Guernsey) Limited

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Willis has been established in Guernsey since 1981 and employs some of the longest-serving and experienced professional staff on the island who possess a broad experience of captive programmes across the world. The office also has access to all Willis Group expertise. Its typical clients are major international corporations in private, public and third party sectors.

Willis Management (Guernsey) Limited's origins lie in the early 19th century with the founding, in London, of three firms: Henry Willis & Co; Faber Brothers; and Dumas & Wylie. The first two merged in 1897 to form Willis, Faber & Co. Dumas & Wylie joined in 1928, creating the famous name of Willis, Faber & Dumas Limited.

Willis has a long history of notable innovation and thought-leadership in response to the changing requirements and expectations of its clients, regulators and other stakeholders. It pioneered the use of captives for bonding and guarantee funding in the 1980s, MIG captives in the 1990s, Pool Re membership in the 2000s, and is now at the forefront of the emerging strategic captive model of modern day global major corporations.

Notable past work has included pioneering the protocols under which captive insurers manage terrorism claims working with Pool Re. This was in connection with its management of the claim in respect of the 7/7/2005 London Tube bombings.

Recently, the firm advised a Chinese major energy company on its captive set-up in Hong Kong. It also initiated programmes responding to the challenges of longer-term decommissioning, pollution and maintenance liabilities. It has undertaken a number of projects pioneering the use of advanced analytics in the development of captive underwriting and reserving, maximising captive value and ensuring a robust business model and high levels of global compliance for client insurance programmes.

In addition, Willis developed one of the largest global networks of employee benefits programmes using the captive in place of conventional international pooling arrangements. It advised on the closure of a UK domiciled captive, pioneering the use of an off-shore captive to rehouse remaining liabilities and facilitating this through extensive negotiation with third party policyholders and commercial co-insurers as well as advising on the presentation of proposals to both UK and Guernsey regulatory authorities.

The firm advised a major UK charity about the feasibility of its use of an Isle of Man captive for use in the provision of insurance to its target beneficiaries. It also advised a number of UK firms on the use of captives in support of warranty arrangements required under the UK government's Green Deal policy.

Dominic Wheatley, Willis Management (Guernsey) Limited managing director, noted: "We are thrilled to have been nominated for this prestigious award. For the past 10 years and more Willis has been established as a major thought leader in the Guernsey captive industry and as a global leader in the captive management industry. In that time we have led industry responses on corporate governance, regulatory solvency, and were at the forefront in resisting the regulator's plans to take Guernsey towards regulatory equivalence with EU regulation.

"We have achieved this award through the commitment and hard work of our team here in Guernsey and our desire to be an insurance manager in the broadest sense of the words, combining excellence of administration with internationally based strategic advice. This has been facilitated by our unique business model combining management of captives with an international consulting practice from the same team. This ensures that our services and the advice we provide ensures that our management clients are informed by our consulting work, and that our consulting advice is enhanced by the practical experiences gained as managers.

"All of this is backed up by the resources, expertise and values of the Willis Group and the Willis Global Captive Practice of which we are part."

Willis also holds Chartered Insurer status from the Chartered Insurance Institute. It is proud to have earned this award which is recognition of the quality and high qualification of its staff and processes. Willis remains the only captive manager in Guernsey to hold the Chartered Insurer accolade.

Willis' objectives for the remainder of 2014 are to continue to deliver the high level service and expert advice to its clients. It will also seek to develop links into Willis' comprehensive range of specialist risk and insurance teams and its links with other parts of the Willis Global Practice.

"We are in a global business", said Mr Wheatley. "Our strength lies in developing our expertise and experience to respond to the evolving challenges of a global market."

Specialist - Risk Management Consulting Firm of the Year in Greece



Gras Savoye Willis Hellas S.A.

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Who's Who

Gras Savoye Willis Hellas S.A (GSW Hellas) is an Insurance Broking House based in Greece with the participation of the two global groups, Gras Savoye and Willis, both present in the Greek market since 1971. A merge between Gras Savoye and Willis took place in 1997, establishing it at an international level, a unique powerful insurance brokers' alliance worldwide.

With Gras Savoye – the number one French International Broker, and Willis Group – among the three largest insurance and reinsurance brokers worldwide, there is unique access to a wide range of insurance markets; different types of expertise, such as risk management, claims handling, claims recoveries and legal consultancy.

In 2007, another important strategic move of GSW Hellas was the acquisition of the two specialised brokerage firms Cargotrust and Net Trust, leaders in marine, transportation and Logistics Liability Insurance, holding a claims handling and underwriting authority by multinational insurers.

Through the Willis Kendriki vehicle, a subsidiary of the group, Gras Savoye Willis provides fiscal and legal representation as well as claims and recoveries services to major foreign insurance companies such as RSA and Tokio Marine.

Risk Management

Gras Savoye's consultants bring together a full range of functional and industry skills to help its clients deal with the complex relations between customers, shareholders and partners, to define and limit the risks they may encounter. Its core consulting services include: project finance, mergers and acquisitions, due diligence, alternative risk transfer, crisis management, risk assessment and training.

It also has several business units which concentrate their skills and resources on research, benchmarks, risk analysis and management. Sageris is one of them, and contributes largely to the 'Gras Savoye Risk Consulting' label.

Willis has extensive experience in developing solutions to help clients manage their business risks. Its expertise covers the full spectrum of business risk from operations through to strategic issues. Its typical assignments include helping clients comply with corporate governance requirements, embedding risk management into business planning, reducing the cost of risk and developing risk implementation processes and systems.

It has provided solutions in the following areas: business continuity planning; risk profiling; strategic decision risk analysis; cost benefit analysis; managed risk culture; strategic risk management integration; optimising risk management IT solutions; deployment of risk self assessment; implementation of CRSA (Control Risk Self-Assessment); and risk management costs tracking.

Especially Gras Savoye Willis (Hellas), apart from the above services provided by the Group and implements in the Greek market, has a unique record in Risk Management and especially in the Marine and Transportation Sector.

The acquisition of Cargotrust by Gras Savoye Willis in 2007 added to Gras Savoye Willis (Hellas) all the Cargotrust Marine Risk Management experience, since Cargotrust was the first company in Greece which implemented Risk Management methods apart from many other lines of business, in the transportation and logistics chain, with success stories like Papastratos Tobacco Company, Pouliadis Computer System, Infoquest Computer Systems etc. This know-how has been developed through the last five years in combination with the extensive Risk Management know-how from Gras Savoye and Willis, providing the best Risk Management services in Greece.

Client Choice - Fund Administration Service Provider of the Year in Guernsey



Carey Group

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Carey Group provides a boutique service to a group of fund management clients who manage predominantly closed ended funds investing in illiquid strategies, such as real estate, private equity, debt and infrastructure. The firm also has exposure to liquid, long only investments and funds of funds. It operates an open architecture model and can provide a full accounting and administration service in-house, or delegate work to a larger service provider at client request. It also provides named staff members to act as directors, compliance officers and money laundering reporting officers where required.

Joe Truelove, Carey Group director, noted: "We are a fully licensed fund administrator of both open and closed ended funds in Guernsey and Luxembourg, but we do much more than the administration of fund structures and their management vehicles.

"We act as listing sponsor to more than 100 listings, which are listed on the Channel Islands Securities Exchange (CISE); these may be fund listings or, alternatively, listings of debt securities, trading companies or extractive industry companies."

As well as CISE listings, Carey Group also acts as company secretary to an LSE main market listed trading company, and is currently working on further initial public offerings of LSE and AIM listed entities.

The firm is a licensed fiduciary service provider and offers services to a wide range of special purpose vehicles. These structures are associated with the ownership, management, development and financing of property around the world. Real estate transactions are a particular area of expertise within its team. Other entities it administers have been formed to own assets such as yachts, ships and aircraft.

Mr Truelove commented: "As a fiduciary we can assist with all varieties of discretionary trusts, purpose trusts and foundations for clients including the principals and senior teams of fund managers."

A particular area of expertise is in the family office arena. Increasingly, family offices require fund type structures such as the classic private equity fund structure utilising a limited partnership and general partner. Other clients utilise protected cell companies and holding companies incorporated in jurisdictions around the world including Cayman, BVI, Liberia and Panama as well as Guernsey, Luxembourg and Cyprus, where Carey Group has offices.

The firm's blend of experience in providing services to regulated and unregulated funds, trusts and corporate structures across multiple jurisdictions makes it the ideal partner for sophisticated clients, forming bespoke structures to hold a range of assets which require a multi-disciplinary team to meet their requirements.

In addition to being a director at Carey Group, Joe Truelove is a chartered accountant and trust and estate practitioner. He is also vice chairman of the Guernsey Investment Fund Association.

Editor's Choice - Fund Administration Advisory Firm of the Year in Guernsey



Heritage International Fund Managers Limited

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Heritage International Fund Managers Limited is a full service fund administrator with offices located in Guernsey, the UK and Malta. It has particular expertise in the establishment and servicing of private equity, property, infrastructure, emerging markets and esoteric (forestry, shipping, litigation) funds.

Heritage provides full onshore and offshore administration services including accounting, corporate governance, company secretarial, compliance and administration, as well as experienced and knowledgeable directors for fund and fund related company boards.

Its typical clients are those who have similar values and ethics integral to the company, and those whose strategy it believes in. Size or status is not a crucial factor in the first instance, although Heritage does look for a sustainable business that will grow over time.

Investment managers and services providers have been faced with a wall of regulation and increased cost pressures over the last few years, particularly with the emergence of the Alternative Investment Fund Managers Directive (AIFMD). The AIFMD continues to create ongoing uncertainty, and the cost of doing business will increase, lowering returns for investors. This has therefore caused managing the impact of AIFMD to become a critical business process. This environment demands that service providers move quickly and thoughtfully in order to meet the ever evolving needs of their current and future client base.

With offices in onshore UK and the recent launch of its depositary business, Heritage Depositary Company (UK) Limited, the company is well positioned to accommodate investment managers who are wishing to be AIFMD compliant. It has been important to actively work with clients to find an optimal solution and help them wade through the regulation.

Mark Huntley, Heritage managing director, noted: "We feel that Guernsey will continue to be a prime location for the domiciliation and marketing of private equity and alternative investment funds into Europe, and Heritage is equally adept to advise and provide fund services for investment managers wishing to opt out of AIFMD. In fact, we have recently begun to offer fully serviced – accounting, IT, HR, administration – office space to investment managers wishing to establish a more substantial presence in an offshore jurisdiction."

The firm's objectives for 2014 are to build on the strategic initiatives it has launched over the last 18 months. This includes building its depositary offerings in each jurisdiction; providing the alternative of a fully supported investment managers office in Guernsey and possibly Malta; and thus enhancing the service to existing managers

It also plans to grow its more recently established offices in Malta and the UK. This will include a move to new offices in Malta. Further, the firm plans to continue to grow and develop business in areas where it believes there to be real long term growth, such as healthcare, energy, sustainable investment classes, private equity and emerging markets, as well as focusing over the long term on Asia.

Family Law Firm of the Year in Guernsey

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The Firm's commitment to providing excellent services to businesses and of a fiduciary nature will continue and for the individual, we aim to become the firm of choice for all matters: a one stop shop of excellence.

We have an excellent reputation, which has been hard earned and has a solid foundation in the width and depth of our knowledge, experience and commitment to client care. We act for individuals and businesses and we offer a wide range of services.

Haskins Legal will provide you with the bespoke advice and assistance your matter needs.



FAMILY	EMPLOYMENT	PERSONAL INJURY
LITIGATION	CRIME	RELOCATION AND CONVEYANCING
ALTERNATIVE DISPUTE RESOLUTION	TRUST AND FIDUCIARY	WILLS AND ESTATE PLANNING

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Project Finance Law Firm of the Year in Hungary



Germus and Partners Attorneys at Law

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Germus and Partners Attorneys at Law provides quality services covering the entire range of business law. Its clients are multinational companies and foreign and local large and medium-sized businesses. The firm's work is driven by commitment to serving clients in a practical way to the highest possible standard, while creating value for the client. With its international experience, the firm promotes the success of Hungarian enterprises abroad, as well as the operation of foreign clients in Hungary.

Germus and Partners' practice areas include: M&A; project financing and securities; real estate; public procurement; contracts; competition and antitrust; advertising and marketing; consumer protection; data protection; copyrights; industrial property; pharmaceuticals; employment; and litigation, enforcement and bankruptcy.

The firm's principles are quality service and the practical promotion of its client's goals. The firm is committed to working closely with its clients in order to understand their ideas and needs, and to make a success of these goals together in the most practical way possible. The means of achieving this is the persistent high quality of the firm's legal service in a rapidly changing business and legal environment. Its belief is this – there are no routine cases, transactions or issues, and Germus and Partners is obliged to seek the best possible solution for the client in every single matter.

In regards to project financing and securities, Germus and Partners assists clients with Loan Facility Agreements, personal and real estate securities, as well as floating charges. It also provides representation for creditors and borrowers.
Gábor Germus, the firm's managing partner, founded Germus and Partners in 2009. His areas of specialisation are: M&A; project financing, Credit Facility Agreements and securities; real property; contracts; competition and antitrust; advertisement and marketing; data protection; industrial property law; pharmaceuticals; employment; and enforcement, litigation and bankruptcy.

He graduated from the Eötvös Loránd University of Sciences, State Administration and Law in 1994. In 1992, he was a Tempus scholarship holder (Katholieke Universiteit Nijmegen, the Netherlands). In 1997, he was awarded a DAV scholarship (Koblenz, Germany). From 1994 to 2009, he worked for the SBG&K Law Office where he was a partner from 1999.

Dr Gábor is a regular lecturer at the IIR Masterclass events. He is a member of Deutscher Anwaltverein and co-chair of TAGLAW IP-IT. In addition to Hungarian, he also works in English and German.

Germus and Partners is member of the Taglaw network (www.taglaw.com), an organisation of quality international law firms, with the aid of which it is also able to represent its clients abroad. It is also a member of AIPPI; Deutscher AnwaltVerein; ÉRME Klub; INTA; and the Hungarian Association for the Protection of Industrial Property and Copyright.

Business Restructuring Advisory Firm of the Year in Ireland



Bridgewater

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Bridgewater was formed in 1999 to meet the needs of companies experiencing strategic challenges and undergoing significant business transformations. Since formation, the company has built a client base of successful SMEs, multinational and blue chip clients. It has been instrumental in adding significant value to these organisations and has a track record of success – many of these in the SME sector.

The company provides the following services:

- Strategy / business model development
- Financial / accounting services
- Business restructuring – operational, organisational, strategic
- Business planning and feasibility studies
- Training and business mentoring

Bridgewater is at the forefront in helping fledgling businesses reach their potential. Alan Carey, Bridgewater managing partner, noted: "Our team of experienced and dedicated strategy professionals are chosen for their broad range of skills and are expected to have practical hands on entrepreneurial experience allied with sound academic knowledge.

"Our consultants have more than 50 years' experience in delivering business strategies, transformation and organisational change programmes. We focus on the achievement of business value along with very strong analytical and communication skills which enable us to manage change initiatives to solution delivery.

"We are experts in business plan development, market research, finance consulting for growth or restructuring and business training / coaching."

Bridgewater has recently been appointed as consulting partner to BusinessChallenger.com, an innovative cloud-based solution to provide consistent and expert reviews of business plans. This solution is currently in use among several Enterprise Support agencies and bodies across Ireland and the UK.

Mr Carey commented: "At Bridgewater, we understand strategic business requirements and processes, and turn them into practical workable solutions through strategic guidance, business analysis, design, planning and solution delivery. It is our passion for helping small businesses grow that makes Bridgewater the best there is."

Corporate Restructuring Firm of the Year in Ireland / Editor's Choice - Indirect Tax Advisory Firm of the Year in Ireland / Human Capital Advisory Firm of the Year in Ireland / Oil & Gas Sector Advisory Firm of the Year in Ireland / Tax Advisory Firm of the Year in Ireland / Transfer Pricing Adviser of the Year in Ireland



Individual - Aviation Sector Adviser of the Year in Ireland



KPMG Ireland

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KPMG
cutting through complexity

Tom Woods has been advising clients at KPMG, one of the Big Four international accounting and advisory firms, since 1996. He became a partner at KPMG in 2006.

KPMG Ireland works with clients in all sectors of Irish business, helping companies and individuals make the most of opportunities through its range of audit, tax and advisory services. Its 79 partners and more than 1,900 people are based in conveniently located offices in Dublin, Belfast, Cork and Galway. KPMG Ireland is part of the global KPMG network which operates in 155 countries.

Mr Woods is the head of Aviation Finance and Leasing in KPMG Ireland and advises some of the largest aviation companies globally as well as investors on their investment in the aviation sector. He has written and presented on various issues facing the industry.

The firm's Aviation Finance and Leasing Practice is the leading provider of cross-border advisory services to the international aviation sector. Its cross functional teams provide unrivalled experience, insight and knowledge. KPMG Ireland has been involved in all major transactions, both locally and globally, over the last 30 years. The firm has advised on transactions in more than 150 countries worldwide. It is internationally recognised as the Centre for Excellence for the industry and is the only professional services firm identified in the 'Airfinance Power 30' list of key companies in the industry.

Mr Woods is also the lead tax partner in KPMG Ireland's Securitisation Practice. He also leads the Islamic Finance Practice in KPMG Ireland and is a member of KPMG's Global Islamic Finance Groups. He is a fellow of the Institute of Chartered Accountants of Ireland; a member of the Irish Tax Institute; a member of the Irish Debt Securities Association; and a member of the Institute of Engineers in Ireland.

Maritime Law Firm of the Year in Ireland



Conways Solicitors

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Conways Maritime Solicitors

Conways Solicitors, a leading maritime law firm based in Ireland, provides services to the whole of the Republic of Ireland and representation in any and every court in this jurisdiction. With more than 40 years of practice in maritime law, the firm prides itself on knowing the demands of its clients. It is committed to providing expert advice, while placing a strong emphasis on communication with clients.

Conways provides a full service for P&I clubs, transport companies, ship-owners, charterers, fishermen and suppliers, from industry to consumers, and all in between. Service include arrest of ships under the 1952 Convention; defence of personal injury claims for the maritime industry; ship finance sale and purchase; salvage; general average; Charter Parties; cargo recovery and defence; general average; and protection & indemnity insurance. It has represented clients in every court in the land, from the District Court to the High Court and Supreme Court.

The firm has also advised stakeholders in relation to foreshore issues and offshore projects, including wind farms and drilling operations. It works closely with an international network of maritime lawyers, marine surveyors, investigators and loss adjusters, ensuring that its clients receive a complete maritime service. This network enables the firm to respond immediately to any difficulty, no matter where it arises.

Conways' approach is to assess the problem from the clients' perspective, and then propose how best to resolve conflict and achieve the best possible outcome, with an emphasis on implementation.

Dermot Conway, the firm's managing partner, noted: "In light of the type of problems our clients experience, we know that speed of response and the initial reaction are critical to how quickly the problem can be resolved. In that regard, we provide a 365 / 24 hour-a-day service that focuses on solving the problem with our clients. "

Mr Conway has specialised in maritime law since he qualified as a solicitor in 2000. He has represented clients in every court in Ireland in relation to maritime matters, and is a member of the Irish Maritime Law Association.

His areas of practice include the defence of sea fishing trawlers that are detained for sea fishing offences; salvage; dumping at sea legislation; insurance claims; collisions at sea and ship arrest; and release for contract debt and dispute. He also advises on the Merchant Shipping Acts as well as acting locally for P&I Clubs.

As an island nation Ireland, a small open economy, depends on the maritime sector for all of its imports and exports. It amounts to the veins and arteries of the economy, and is therefore a vital component for anyone doing business in Ireland. Conways Solicitors are a leading provider of legal advice in maritime matters, bringing solutions efficiently and effectively.

Profit Enhancement Consulting Firm of the Year in Ireland



ROCG

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ROCG Europe is a firm that prides itself on turning common sense into common practice. We obtain significant and meaningful results for our clients by excelling in five key areas:

1. **Understanding business owners and maximising their return on investment**
2. **Bringing clarity to what will drive business performance and build value**
3. **Creating common sense strategies that are realistic and achievable**
4. **Communicate growth strategies to key stakeholders - to achieve planned outcomes**
5. **Improving performance and managing change – adding measurable value!**

Strategic Communications Consulting Firm of the Year in Ireland



FTI Consulting

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FTI CONSULTING

FTI Consulting, founded in 1982, is a global business advisory firm dedicated to helping organisations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. FTI Consulting has over 4,100 employees located in 25 countries and is listed on the New York Stock Exchange.

Mark Kenny is a Senior Managing Director of the FTI strategic communications practice and is based in Dublin. He has three decades of experience in financial and capital market communications and governance advisory work. Mr Kenny founded K Capital Source in 2002 which was acquired by FTI Consulting in December 2007. K Capital Source was (and now as part of FTI Consulting remains) Ireland's only investor relations, financial communications and corporate governance advisory practice. The business continues to advise many of Ireland's leading public and private companies together with a range of listed and large private companies in the UK, Europe and the United States. Mark is a trusted adviser to leading international companies including C&C Group, Novartis, Perrigo and Smurfit Kappa, among others.

Prior to founding K Capital Source, Mark was executive vice president with Jefferson Smurfit Group (JSG), now Smurfit Kappa Group. Mark attended University College Dublin where he graduated with distinction in Law and completed a Masters Degree in Business Studies. Mark worked with investment bank NCB prior to joining JSG in 1995.

In 1995, Mark established a dedicated investor relations function within JSG and executed a structured, cross border investor relations programme; JSG was listed on the Irish, London and New York Stock Exchanges. In 2002, the NYSE recognised the success of the JSG IR programme as defining standards for other listed companies.

FTI Consulting's strategic communications practice (formerly Financial Dynamics) is one of the world's most highly regarded communications consultancies. Its service offerings include: investor relations, corporate communications, public affairs, corporate governance advisory, creative engagement and strategy consulting & research. With approximately 700 expert strategic communications consultants in more than 25 key markets around the world, it combines global reach with critical local knowledge.

In addition, the strategic communications practice has built an unrivalled depth of industry and interdisciplinary expertise so that clients have access to professionals who are focused on their particular sector; have a broad network of relationships with key influencers; and provide communications counsel based on in-depth industry knowledge and experience.

Given its integrated approach to strategic communications, FTI Consulting is uniquely positioned to advise executive teams, boards of directors and other senior decision-makers on how best to address – from a communications perspective – the opportunities, threats and challenges presented by issues that affect enterprise value.

Further, as part of FTI Consulting, the consultancy is able to complement its strategic communications expertise, as well as offering clients access to market-leading management consulting and advice to address critical business situations, including investigations, litigation, regulatory disputes and restructuring.

Bankruptcy Law Firm of the Year in Italy



Bevilacqua Lener Morrone & Partners

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Bevilacqua Lener Morrone & Partners law firm, founded in 1980 by Carmine Bevilacqua – former professor of Industrial Law at the University of Rome 'La Sapienza', exists today as a professional association whose partners include Giorgio Lener and Alfredo Morrone. It assists mid to large corporations, publicly held companies, credit institutions and insurance companies in their activities.

Bevilacqua Lener Morrone & Partners is also a member of *Legalink*, a Global Network of Independent Firms, composed of more than 3000 lawyers from over 46 countries.

The firm offers professional expertise in the different practice areas of business law. These include corporate and commercial real estate and real estate financing; public and administrative law, publicly financed projects and services; administrative litigation; banking and insurance; corporate finance; information technology and communications; competition, industrial and intellectual property; litigation, arbitration and bankruptcy procedures; employment law; sports law; and tax law.

In regards to bankruptcy and financial restructuring, Bevilacqua Lener Morrone & Partners has a wide experience in assisting creditors, companies in crisis, financial advisers, directors, shareholders and bankruptcy proceeding bodies, in all the various aspects of bankruptcy and corporate law in general, as well as in managing business crisis. The firm also assists creditors and investors in relation to debt restructuring using the various tools provided for the Italian bankruptcy law.

Further, the firm guarantees global service and operative service to corporations and financial institutions interested in leveraged and managed buy-outs, corporate mergers, joint-ventures, temporary corporate partnerships, syndicates and financial transactions geared towards the assignment or securitisation of corporate claims, definition of shareholders agreement and other instruments of commercial cooperation.

After the global financial crisis, companies have to deal with further challenges, and even though there are signs of recovery in some economies, the economic stress will probably continue for the next few years. So, the first goal of the firm is to face and manage the complex situation following the credit crunch and the economic downturn. For this reason, one of the particular strengths is negotiating out-of-court settlements between creditors and companies in financial difficulties

Giorgio Lener, full professor of Private Law at the University of Rome "Tor Vergata" and Bevilacqua Lener Morrone & Partners managing partner, noted: "We develop cost-effective strategies to meet the specific needs of each case and employ a full range of options, including negotiation, to achieve the best results for our clients."

Thus, the real secret of Bevilacqua Lener Morrone & Partners' success is the collaborative and pragmatic attitude and the solution-based approach to the needs of the clients. The services rendered allow the firm to assist the clients with a unique 360° perspective on the issues involved in all aspects of financial restructuring. For this reason, as a 'law firm boutique', it usually works with specialists in related areas including finance, corporate, real estate, regulatory and capital markets.

Boutique - Financial Markets Law Firm of the Year in Italy



Annunziata & Conso

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Annunziata & Conso is a legal firm with offices in Milan, Lugano and Rome. It is specialised in the provision of legal advisory regarding corporate law and regulation of financial markets, with specific focus on relevant profiles of comparison of legal systems; application of international models and structures; and cross-border activity provided in Italy by foreign operators. The firm assists its clients in capital markets operations, M&A /joint venture transactions, constitution of start-up companies and group /corporate restructuring.

Over the years, the professionals of Annunziata & Conso have acquired specific expertise in collective asset management (with particular regard to alternative investments, private equity and real estate), banking and investment services.

Prof Filippo Annunziata, Annunziata & Conso managing partner, is a business accountant, enrolled in the Italian auditors register. His main areas of specialisation include commercial, corporate, banking, financial and insurance law, with specific focus on relevant profiles of comparison of legal systems, application of international models and structures and cross-border activity provided in Italy by foreign operators.

Over the years, Prof Annunziata has acquired specific expertise in collective asset management (with particular regard to alternative investments, private equity and real estate), financial and banking services. He also provides assistance to listed issuers, with reference to themes linked to general corporate regulation activity in financial markets and issuing and listing proceedings. His practice includes insolvency proceedings and crisis-management procedures for financial and non-financial entities.

He holds offices in companies of the financial sector, and is frequently a speaker at domestic and international conferences on finance. He is also associated professor of Financial Markets Law at the University Bocconi, Milan.

Further, Prof Annunziata is member of the managing committee of Centro Paolo Baffi, Bocconi University. He is author of a wide list of publications, including two monographs regarding stock markets and financial markets.

Annunziata & Conso provides advisory services to some of the main operators acting in the financial markets, including banking foundations, banking groups, insurance companies and pension funds. The firm also provides assistance in disciplinary and penalty proceedings before the Supervisory Authorities, related to the provision of investment, banking and insurance services. With reference to its fields of specialisation, it assists financial market operators in insolvency proceedings, crisis-management procedures and civil, commercial and administrative litigation.

Further, the firm assists asset management companies (both Italian and foreign) in legal matters related to their set-up, corporate governance and authorisation to provide collective asset management and investment services / activities, with specific reference to the relationships and correspondence with the Supervisory Authorities. It also assists foreign asset management companies willing to provide their activities on a cross-border basis, through the establishment of a branch or in free provision of services.



Pavia e Ansaldo Studio Legale

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Pavia e Ansaldo Studio Legale is an independent Italian law firm with a strong international orientation and practice. The firm has more than 150 lawyers based in the main offices in Italy, Milan and Rome, and in the Brussels, Moscow, St Petersburg and Tokyo branches abroad.

Michele Cicchetti, Pavia e Ansaldo partner, practises in the following areas: banking and finance, project financing, energy, mergers & acquisitions and corporate law. He attended the University of Milan (JD), and was admitted to practise at the Milan office, in 2005.

He has a deep understanding of technical, regulatory and financial issues relevant to corporate, energy, infrastructure and private equity projects and he is praised for a pragmatic approach to deal-making. Michele has gained a significant reputation in Italian business circles in his areas of expertise and sits as board member in major leading international corporations.

The full-time presence of lawyers resident in Italy, admitted to practise in foreign jurisdictions, and of lawyers experienced in specific geographic areas – US, Germany, Spain, England, Central Eastern Europe, Russia and the Far East – enables the firm to offer services in a wide range of legal fields covering the most important world markets. Its practice covers all corporate, energy & infrastructure, real estate, banking, tax and commercial law areas from both a transaction and litigation perspective.

The firm is highly experienced in advising all legal and regulatory aspects, and is able to address all the challenges that projects may face in a range of industry sectors, such as renewable energy, gas and natural resources, highways, toll roads and related works (eg tunnels), railways and rail services, port and airport infrastructures, healthcare, shopping centres and office complexes and water. Its clients are international and Italian sponsors and developers, private equity investors and financing banks.

Pavia e Ansaldo provides legal assistance on all matters related to the energy market, including not only regulatory – administrative, environment, town planning – matters, but also corporate, and finance law matters, thanks to the coordinated activities of the corporate, finance and administrative law departments. This interdisciplinary approach is a valuable asset of Pavia e Ansaldo. For this reason, its energy professionals are able to provide legal assistance to all public and private players of the field, such as developers, institutional investors and banks, distributors, traders and utilities.

The firm's experience includes the assistance to SunEdison in the acquisition, finance, development and construction of the largest photovoltaic park in Europe equal to 72Mw, located in the North of Italy – the deal was crowned 'Power Deal of the Year' at the Project Finance Deals of the Year Awards – as well as the assistance to Gildemeister Energy Solutions in the acquisition and financing of more than 100 Mw of renewable power plants in Italy.

Pavia e Ansaldo's energy & finance team has extensive experience bringing a wide range of projects to completion. The team provides more than just legal counsel; it provides business and strategic advice and can structure, negotiate and document the full array of project and financing agreements to suit each client's specific needs. The team can help identify market, revenue, production, political and other risks, propose methods to mitigate those risks and advise on ways to minimise or reduce liabilities.

The energy & finance team includes senior lawyers Luca Cuomo and Guglielmo Fabbricatore – highly regarded by clients for their speed, dedication and patience – as well as tax specialist Tancredi Marino, who has a broad experience in all areas of the real estate and infrastructure sectors in relation to regulatory compliance, development of infrastructures and litigation issues.

The firm is currently advising a major international sponsor in the development and construction of a large ground mounted photovoltaic plant that will not benefit of the feed-in tariff (i.e. a grid parity power plant). The project company will enter into a PPA agreement with five large corporations in Italy that will receive electricity from a 'green energy' source. This is the first renewable grid parity project in Italy. In addition, the firm is assisting an international energy player in the development of a multi green energy source power plant that will combine photovoltaic, wind, hydro and biomass energy sources.

Client Choice - Maritime Law Firm of the Year in Italy



MUNARI GIUDICI MANIGLIO PANFILI E ASSOCIATI

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MUNARI GIUDICI MANIGLIO PANFILI E ASSOCIATI specialises in business, commercial and shipping law. It is one of the top Italian firms in logistics, transport and port regulation.

Prof Francesco Munari, MUNARI GIUDICI MANIGLIO PANFILI E ASSOCIATI senior partner, is also the firm's main expert in port regulation, transport law, maritime and air navigation law. He is head of a team of highly skilled lawyers constantly facing the widest range of maritime issues, throughout Italy and abroad, such as typical maritime matters – maritime contracts and claims, collisions, etc; port services; port and intermodal terminal management; public concessions; and relations with port and maritime authorities.

Among the most recent and relevant cases followed by the firm is the accident involving m/v Jolly Nero in the Port of Genoa – probably the best case known to the general public.

The team's wide and long-term experience allows it to assist and represent any kind of client, from SMEs to large groups, and private to public entities, in any kind of business and regulatory scenario, providing them with a complete range of legal assistance both in consulting and litigation activities.

Prof Munari himself is speaker at national and international conferences. An example of this is the conference held in October 2013 in Piraeus where he was guest of honour at the eighth International Conference on Maritime Law 'Operation of maritime institutions in the context of economic crisis (Ship-financing, contract's performance, enforcement)', organised by the Piraeus Bar Association. He is also author of many publications, a list of which you can find at – www.mgmp-avvocati.com/en/avvocati/prof-avv-francesco-munari-en.html.

MUNARI GIUDICI MANIGLIO PANFILI E ASSOCIATI has a strong international background and assists Italian firms working in foreign countries as well as international firms operating in Italy. The firm handles a wide array of disputes in national and international arbitrations and before national and EU courts and administrative bodies or agencies.

It also has experts in the areas of corporation law, antitrust, M&A, commercial and labour law and provides support in human rights law, family law and child protection, at national and European levels.

Editor's Choice - Dispute Resolution Law Firm of the Year in Italy



Studio Legale Irti

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Studio Legale Irti is a typical boutique law firm where tradition and innovation is combined in order to achieve high-quality professional services. Its expertise covers civil, commercial and administrative law, regarding telecommunications, real estate, insolvency, banking and insurance branches.

The firm has a wide and well-known experience in the litigation sector, and presents a very high winning percentage of controversies handled. The key to this success is its expertise in its specialised areas. Studio Legale Irti also attempts, when necessary by reason of case complexity, to define disputes by means of transactions, which allows it to provide to clients alternative solutions to their issues.

In addition, Studio Legale Irti is committed to settle disputes through arbitration. The ability to handle arbitrations is universally credited to the senior member of the firm, Natalino Irti, who has been chairman of the boards of many important arbitration cases and has transmitted this experience to the younger members of the law firm.

The firm distinguishes itself through specialisation and size. Many important law firms focus their activities in extrajudicial areas such as M&A, capital markets. Studio Legale Irti focuses instead on the litigation sector, preparing each case closely and planning carefully a procedural strategy. The firm is a relatively modest size with three partners, Natalino, Nicola and Alfredo Irti, and 10 lawyers. This structure enables clients to always have a clear referent to turn to, allowing the lawyers to develop broad and deep expertise in several areas, addressing different issues. Senior and junior lawyers are constantly working side by side, making it possible to achieve great results.

A major problem regarding dispute resolution law in Italy concerns the time needed to obtain a decision, which makes it difficult for clients to plan strategic actions. But if a case is well prepared, in regards to documentary evidence and the identification of a clear judicial strategy, which highlights fundamental issues, it is possible to overcome this problem.

Moreover, arbitration decisions ensure awards with high quality and speed. This is a suitable solution if the value of the dispute is high, or if the case is very complex.

Studio Legale Irti's typical clients are those who perceive the benefits that can descend from the proper management of litigation issues. Its market position improves through the trust of its clients and their references.

The firm's main expertise concentrates on Italian law. Due to its skills in this jurisdiction, Studio Legale Irti is often chosen by international groups who operate in Italy, or by international consultants who need a law firm capable of helping them in a complex judicial system such as the Italian one.

Editor's Choice - M&A Labour Law Firm of the Year in Italy



Ichino – Brugnatelli e Associati

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ICHINO - BRUGNATELLI e ASSOCIATI
STUDIO LEGALE

The relationship of Ichino – Brugnatelli e Associati with prime banks, institutions, and corporations in Italy dates back to the founding of the firm in the 1890s. In recent years, attorneys at Ichino Brugnatelli have been increasingly taking into account the needs of foreign companies interested in investing in Italy, providing them with guidance in the complex field of employment law, thus helping them to foresee costs and risks, and to set out their business plans accordingly.

The firm is strongly client-orientated, but also dedicated to professional development, teamwork and community support. More than 20 experienced attorneys can count on the full participation of junior lawyers and qualified assistants to meet the expectations of domestic and international clients.

Carlo Fossati provides legal services to his clients in all areas of employment law and labour law, handling a variety of issues such as preventing and / or solving employment disputes at all stages, collective redundancies, restructuring processes, company-level collective agreements, and agency contracts. He advises both domestic and international clients from different sectors, including banking, insurance, financial services, industry, information technology, luxury goods, fashion, media and publishing.

Mr Fossati is a founding member of AGI, Italian Employment Lawyers Association; chairman of AGI University Relations Commission – in charge of its relations with university; and member of the European Employment Lawyers Association. He is a regular speaker at conferences and seminars on employment law issues, and a lecturer at Scuola di perfezionamento e Pratica Forense dell'Ordine degli Avvocati di Milano (School of Improvement and Legal Practice of Milan's Bar).

He is a regular panellist in Masters organised by Euroconference and Sole 24 Ore Formazione, linked to Sole 24 Ore, a major business daily newspaper in Italy. He is also a teacher of professional training with AIDP – Associazione Italiana per la Direzione del Personale (Italian Association of HR Managers) and ANCL – Associazione Nazionale dei Consulenti del Lavoro (Country-wide Italian Association of Employment Counsels).

Further, Mr Fossati has authored several articles and commentaries in the most renowned labour law reviews in Italy, including 'Rivista Italiana del Diritto del Lavoro', 'Diritto e Pratica del Lavoro', 'Il Consulente del Lavoro' and 'Guida alle paghe'. He was co-author and editing director of 'Lavoro all'estero – Aspetti giuridici, previdenziali e fiscali', published by IPSOA in 2005.

Back in 1992, at the end of his legal education, Mr Fossati was awarded Premio Ludovico Barassi, for the best graduation degree thesis on employment law in Italy.

Financial Planning Advisory Firm of the Year in Italy



Dalla Verità & Associati

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DALLA VERITÀ & ASSOCIATI
DOTTORI COMMERCIALISTI E REVISORI CONTABILI

STEP
Society of Trust and Estate Practitioners

Dalla Verità & Associati, founded by Gianluca M Dalla Verità, is a team of experienced professionals who provide specialist services to international businesses and high-net-worth individuals (HNWI). The team combines long-standing experience and in-depth knowledge of cross border taxation and corporate works.

The firm is a young, innovative company that combines legal expertise with the ongoing analysis of global economics, and regularly takes part in international events, forums and studies.

An extensive network of partner firms and organisations worldwide, including direct stake holdings, makes Dalla Verità & Associati the ideal adviser for every type of investment, as well as an invaluable partner for the optimisation and restructuring of existing entities from a legal, tax and financial perspective.

Mr Dalla Verità, a chartered public accountant, auditor and publicist, is the founding member of Dalla Verità & Associati, with branches in Bologna, Milan and London, specialising in financial services, M&A and cross border taxation. He is a member of various international bodies in the field of international tax law, as well as a member of STEP, the London-based Society of Trust and Estate Practitioners.

He specialises in cross border taxation and tax advice and restructuring operations for multinational groups. He is an expert in M&A (advice and origination) and in the constitution of financial instruments and securitisation vehicles in compliance with EU legislation. He also has a long-standing and successful track record in Eastern and African markets.

Mr Dalla Verità has specialised in HNWI, acquiring expertise in areas such as tax structuring for managers and sportsmen, real estate tax planning and regulations, and the arts. The forthcoming new regulatory framework in England and Wales will allow him to apply his considerable experience in trusts to perform probate proceedings in those countries.

Further, he is a regular contributor to leading publications such as WOLTERS. He has published more than a hundred papers on taxation and corporate, trust and business law and regularly lectures on these subjects for private entities and associations.

Fired by a dual passion for people and macroeconomics, Mr Dalla Verità has been studying worldwide trends and habits for decades. Over the years he has made the acquaintance of entrepreneurs, scholars, Nobel Prize winners, writers and poets, as well as ordinary working people from all walks of life (even politicians!). His quest for the truth that lies behind current phenomena has made him a strategist, seeking out the best responses to forthcoming events, and managing the consequent readjustments for his clients. He hopes to read changes correctly, and enjoys sharing his analyses with clients and friends.



HAGER & PARTNERS
WIRTSCHAFTSPRÜFER UND STEUERBERATER
DOTTORI COMMERCIALISTI
BOZEN . MILANO . ROMA

Hager & Partners

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Hager & Partners is an independent Italian business advisory and tax consulting firm with more than 60 professionals and a total of more than 90 staff. Its offices are located in Milan, Bolzano and Rome, which allows it to pro-actively serve clients located in Northern and Central Italy.

The firm's team is comprised of seven partners, 50 professional consultants and 37 back office assistants. All of its team members are fluent in several European languages, but the firm is particularly well-suited for dealing with German firms as the majority of its professionals are native German speakers.

Heinz Peter Hager, Hager & Partners partner, speaks Italian, German and English. He specialises in Italian and international tax law; company law, in particular mergers and acquisitions; and corporate restructuring in the real-estate and energy industry. He was admitted to the Italian Institute of Chartered Certified Accountants in 1990.

Hager & Partners has special expertise and in-depth knowledge in real estate; banking, leasing and financial services; energy and gas; wholesale and retail business; transport services and infrastructures; and farming companies. From its founding in 1995, the firm has focused both on Italian and international tax law, gaining experience in cross-border activities. It delivers sector-specific assistance to companies of all legal forms and sizes and is strongly specialised in the energy sector.

Due to its knowledge of the energy sector, the firm's clients range from multinational groups to municipal energy and gas companies, which are strong players in the Italian market. Most of its clients are Italian branches of foreign-based companies or successful businessmen and businesses. Whenever appropriate, the firm seeks to cooperate with other highly-qualified consulting specialists, striving to provide first-class solutions at all times.

Hager & Partners understands that clients are not interested in legal or tax theory; they need an adviser who is able to make projects happen, which is why they go to this firm. It has invested to achieve the highest quality standards, coupled with deep professional knowledge.

The firm is committed to achieving these high standards through deep professional knowledge and day-by-day thorough and on-time delivery, providing the maximum level of trustworthiness by offering client-tailored consulting services. For this purpose, it is able to combine the needs of both Italian and foreign clients.

In the last three years, Hager & Partners has accumulated specific knowledge in the energy sector, with special emphasis on renewable energy resources, such as water and wind power. Renewable sources are an increasingly important part of Italian and international energy mix and will continue to attract international investments. The firm serves several of these investment projects in this sector of future growth in tax and corporate law matters.

Dr Hager noted: "We believe that a complexity is represented by the number of stakeholders involved, having different interests. It is essential to interact with them having a multidisciplinary approach with: Agenzia delle Dogane, Agenzia delle Entrate, OIC/IASB, Autorità per l'Energia Elettrica ed il Gas. We can help to overcome them with specific and well-consolidated skills and knowledge of the gas and energy industry."

In the last 12 months, Hager & Partners has implemented a department dedicated to the energy and gas taxation and improved the market position. It is committed to the further improvement of the quality of advisory services with the strengthening of this department.

Since 2011, the firm has been a member of NEXIA International, a leading worldwide network of independent accounting and consulting firms located in 100 countries. From 2014, it will be giving its professionals the opportunity to gain international training and expertise facilitated through its membership of the network.

Industry Choice - Industrial Property Law Firm of the Year in Italy



Rapisardi e Ginevra - Avvocati Associati

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RAPISARDI & GINEVRA
AVVOCATI ASSOCIATI

Rapisardi e Ginevra - Avvocati Associati, originally Avv. Alfio Rapisardi e Associati, was founded in 2005 by Alfio Rapisardi and Carlo Ginevra. The firm changed its name in 2013 – a change, a natural evolution, in the name of continuity and tradition.

Rapisardi e Ginevra offers assistance and advice in civil law and is an expert in industrial and intellectual property. It operates independently and autonomously also in the case of external collaborations, providing its expertise to both its clients and colleagues as well as to the most well-known industrial property consultants. It is a long-standing point of reference in the industry it works in, standing for quality, effectiveness and competence.

The firm's advice and assistance in disputes covers the following matters: trademarks and other distinctive signs; patents; design; unfair competition; advertising; information technology; copyrights and other rights in intangible assets; individual rights; antitrust; industrial cooperation and technology transfer; and distribution agreements. In regards to industrial cooperation and technology transfer, it advises on licence agreements, confidentiality agreements and protection of know-how.

Rapisardi e Ginevra lawyers provide out-of-court advice and assistance and represent their clients in injunction proceedings and trials before Italian civil and administrative courts of every level and instance, as well as before the Court of Justice of the European Union, the Italian Antitrust Authority, the Authority for the Protection of Personal Data, the Office for Harmonisation in the Internal Market (OHIM) and the Advertising Self-Regulation Panel.

Carlo Ginevra, partner at the firm, qualified as a lawyer in 2000 and became a Supreme Court lawyer in 2013. He has participated in several arbitration proceedings, both as a lawyer and as an arbitrator, designated by the Chamber of National and International Arbitration of Milan or by one of the parties.

Mr Ginevra is a frequent speaker at industrial property law conferences and seminars. Since 2012 he has been a lecturer for the master's degree in Intellectual Property Law, organised by JLS - Just Legal Services. He is a member of AIPPI – International Association for the Protection of Intellectual Property, and actively participates in the events held by the Civil Justice Observatory in Milan. He also speaks Italian and English.

Rapisardi e Ginevra has long been recommended in the field of industrial and intellectual property in the main international guides – Legal 500; Chambers Europe - Europe's leading lawyers for business; PLC Which lawyer? Yearbook – A practical law company publication; and European legal experts – A legal business report.

Further, the firm was recommended by the guide 'Top Legal - Report 2013 IP & Life Sciences', and is one of the winners of the Legalcommunity IP Awards 2013, having been chosen as the 'Law Firm of the Year' in the category 'Trademarks and Patents'.

IP Dispute Resolution Law Firm of the Year in Italy



BACCHINI MAZZITELLI Associated Law Firm

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BM LEX

BACCHINI MAZZITELLI Associated Law Firm is an Italian boutique law firm with an international client-base, providing services in intellectual property law, corporate and insolvency law, regulatory affairs and compliance, pharmaceutical and biotechnology law, as well as civil law and litigation. With clients varying from Italian SMEs to international corporations, it distinguishes itself from competitors by being able to provide services in various languages.

The firm's mission is to serve its clients with the highest degree of professionalism, efficiency and cost-effectiveness, focusing on obtaining a concrete and pragmatic resolution of legal issues with a quick turn-around time. One of the major features, and a competitive advantage of the firm's practice, involves its close cooperation with patent and trademark attorneys, both from a legal and technical perspective, as well as legal specialists in other fields of business law, which allows clients to obtain fully integrated services and a wealth of experience and expertise, both in Italy and abroad.

BACCHINI MAZZITELLI's expertise in IP litigation gives it an advantage on general practice firms that sometimes do not have the benefit of specialisation, acquired in particular from practical experience in both IP litigation and prosecution.

Cristiano Bacchini, a partner at the firm, noted: "Italian Courts competent in IP matters are often burdened with a heavy work load, and its judges often appreciate that counsel come extremely prepared and submit their pleadings and documents in a highly clear and organised manner."

Mr Bacchini is an Italian attorney-at-law admitted to practise before the lower courts, the courts of appeal and also before the Supreme Court. He has been practising in intellectual property litigation in Italy, as well as before the European Court of Justice and the General Court, in the fields of patents, trademarks, designs, copyright, domain names and unfair competition for almost 20 years.

In addition, Mr Bacchini is admitted to practise as a registered Italian trademark attorney and OHIM trademark and design representative. His professional memberships include the following associations: American Intellectual Property Law Association (AIPLA); Association internationale pour la protection de la propriété intellectuelle (AIPPI); International Trademark Association (INTA); Licensing Executives Society (LES); and Italian Lawyers' Association (LAF).

One of his biggest successes of the past 12 months was winning a major case before the Court of Milan concerning non-use revocation of a trademark which had historical significance in Italy, in 2013. Further, he is a regular contributor of the Italian review "Il diritto industriale". His most recent article, 'Fraud in Employee Transfer Cases and Constitutional Guarantees', dates back to March 2013.

MAILANDER

PR Consulting Firm of the Year in Italy

Corporate INTL Global Awards 2014 Winner

16° PRemio ASSOREL per le Relazioni Pubbliche

1° Prize - PA
1° Prize - Corporate
Special Mention - PA



"Wise men see outlines and therefore they draw them"
William Blake

mailander.it

Technology Patents Law Firm of the Year in Italy / Trademark Law Firm of the Year in Italy



STUDIO TORTA

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Studio Torta, founded in Turin in 1879, is now one of the oldest and leading firms of patent and trademark attorneys and lawyers in Italy and Europe. It is a full-service firm that provides services for European and Italian patents as well as community and Italian trademarks and designs, and is specialised in all aspects of intellectual property matters, including legal assistance in IP law suits.

Currently, there are around 50 registered Italian and European patent trademark attorneys, lawyers and assistants, including 38 professional partners. In terms of size and range of services offered, the firm is one of Italy's leading agencies with about 150 employees, including patent and trademark consultants, paralegals, technical translators, draftsmen, secretaries and office workers.

Studio Torta's key staff members are fluent in English and French, and many also in German and Spanish. Its Japanese paralegal staff assist Far East clients. Most of the attorneys of the firm are members of Italian and international patent and trademark associations, including LES, AIPPI, EPI, FICPI, UNION, ECTA, INTA, MARQUES and PTMG. Some are registered technical consultants to judges of the specialised IP courts of Turin, Milan, Bologna and Rome due to their experience in infringement proceedings, while others are lawyers representing clients before the courts.

The members of the Patent Department have vast experience as patent consultants as well as the technical qualifications to assist inventors in defining the principles of their inventions. This technical expertise is invaluable, and very often decisive, in technical or formal discussions with foreign examiners, especially European Patent Office examiners.

Studio Torta's registered patent attorneys draft and take care of the filing of Italian patent, utility model and design applications in all technical fields. They handle all filing and prosecution acts to be performed before the Italian Patent and Trademark Office until the grant of patents, and make payments for the renewal fees due in connection with the applications/patents to be kept in force.

Dr Luigi Boggio, current President of Studio Torta, joined the company in 1976 and became a partner in 1985. He specialises in patents for electric and electronic inventions, particularly industrial electronics, computers, telecommunication systems, electronic musical instruments, medical apparatuses as well as software protection, laser technology and industrial design. He also assists clients in trademark matters.

Further, he is highly experienced in managing the patent and trademark portfolios of high technology companies in Italy and abroad and highly experienced in proceedings before the EPO, infringement proceedings and licensing agreements.

Dr Boggio is a registered Italian and European patent attorney; a registered Italian and community trademark and design attorney. He is also a member of various Italian and international patent associations.

Trust & Probate Law Firm of the Year in Jersey

FranckelLaw

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FranckelLaw was established in October 2008 as a specialist litigation and dispute resolution firm. Its key areas of practice are trust advisory and litigation and dispute resolution and fiduciary, insolvency and professional negligence. The firm draws upon the expertise and experience of Advocate Simon Franckel and is committed to providing advice and assistance with independence, integrity and efficiency.

Advocate Franckel deals with litigation, contentious and non-contentious trusts, contentious probate, professional negligence and insolvency. He has significant experience in a wide range of matters, both in court and out, including banking, trust and funds disputes, anti-money laundering issues, regulatory investigations, asset recovery, insolvency, trustee applications, professional negligence and partnership and shareholder disputes.

He is a regular speaker at seminars on trust-related matters, and offers in-house training to trust businesses on trust and dispute resolution matters, particularly in good practice for avoiding breach of trust claims. In addition to having a number of published articles, he was asked by the Oxford University Press to pre-review a text on protectors on the basis of his knowledge of the area.

FranckelLaw has recently been involved in important cases before the Royal Court including a number of applications for the removal of a Protector; consideration by the Court as to the position of Hastings-Bass in Jersey in the light of the then-recent Court of Appeal decision in Pitt v Holt; the first consideration by a Jersey Court of the meaning of the word 'issue' for succession purposes; an application to interpret and re-structure a longstanding Trust arrangement, and advice and assistance to trustees and relatives who are drawn into connected matrimonial proceedings.

In the past year FranckelLaw has seen a significant increase in work from lawyers in other jurisdictions seeking advice and assistances in relation to overseas cases where a Jersey Trust is involved, or where funds are held in Jersey. This has ranged from criminal proceedings in the United States to matrimonial proceedings in the UK.

FranckelLaw was named as the Jersey trust and probate law firm of the year for 2014 by Corporate INTL.

Advocate Franckel is a member of the Association of Contentious Trust and Probate Specialists; STEP; the Jersey Law Society; and the English Law Society. He qualified as an English solicitor in 1989 and as an Advocate of the Royal Court of Jersey in 2004.



H&P Henley Trust

Henley Corporate Services (Liechtenstein) AG

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Paolo Di Nita, Director and the Head of the Henley Liechtenstein Office, is a specialised private client and business adviser. He has been assisting foreign families, entrepreneurs and multinational corporations for many years in establishing and administering companies, family foundations and other entities. Mr Di Nita has a background and 18 years of experience in the trust business. Since 1st April 2008 he is Managing Director of Henley Liechtenstein and is accompanying Henley & Partners in Liechtenstein since 1999.

The Henley Trust Group is a highly regarded provider of trust and corporate services in multi-jurisdictional tax planning, asset protection and tax-efficient exit structures for private clients, entrepreneurs and family owned businesses.

Our firm is an international trust boutique with offices in key locations worldwide, including Switzerland, the Netherlands, Cyprus, Malta, Luxembourg, Liechtenstein, Czech Republic, Austria, Hong Kong, Colombia, Brazil and the Caribbean.

Our partners and senior staff consist of highly experienced tax advisers, lawyers and accountants with a broad knowledge of international tax planning, asset protection structures and the fiduciary services industry.

We primarily focus on the implementation and maintenance of global tax planning and asset protection structures for private clients, entrepreneurs and family owned businesses. Hereby we work in close cooperation with the client's own advisers in creating effective tax and legal solutions. Our goal is to generate added value by providing professional input as well as creative ideas and solutions on the basis of our experience and knowledge in the relevant jurisdictions.

Through our offices, we can assist clients in setting up structures and managing companies, trusts, funds and foundations. On the basis of our network of preferred partners we can also coordinate activities in practically any jurisdiction worldwide. Our "can-do" mentality makes us a reliable partner for establishing, managing and administering international structures for tax and estate planning, corporate exit planning or asset protection purposes. We are very well positioned to supervise and handle all services related to:

- International holding, licensing, trading and financing companies and branches
- Family or charitable trusts and foundations
- Private label funds
- Family office services

As an independent group, we work with various tax and legal firms as well as wealth managers and (private) banks. This gives us the opportunity to introduce clients and their associates to various sound international (tax) lawyers and banks in all the relevant jurisdictions.

Furthermore we specialise in the development and implementation of tax-compliant exit scenarios whereby we assist clients to exit an inactive corporate holding or investment structure. These exit scenarios include but are not limited to the structuring of cash-rich companies located in various jurisdictions. We currently perform this activity from our offices in Switzerland, the Netherlands, Malta and Luxembourg.

Moreover, our connection with Henley & Partners and Henley Estates allows us to offer a unique range of services in the area of high-end real estate, personal residence and citizenship planning in relation to its tax and structuring solutions.

Expect Success

Corporate Finance Accountancy Firm of the Year in Lithuania



Added Value, UAB

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Added Value, UAB is an audit, accounting, tax and financial advisory service provider, which has been working as complex service provider since establishment in 2011.

Added Value provides a wide range of services, all of which are linked together giving clients value added savings. Its auditing and accounting professionals team up to quickly deliver the highest quality results to clients. By one-stop-shopping, clients optimise their efficiency and productivity with the benefit of saving time and money. The firm has earned confidence and trust among its clients, investors, and business organisations.

Its accounting services include: financial accounting according to National GAAP and IFRS; payroll accounting; financial reporting; chief accountant function; accounting advice and consultations; review of accounting systems; and development of accounting manual and policies.

Added Value's success is based upon its ability to produce accurate and organised accounting records. By staying up-to-date with ever-changing tax laws, the firm's professionals ensure that each client receives expert advice with accurate and timely results. It focuses on each client's special needs and considers options that may ensure that their business can thrive.

The firm believes that its flexibility and innovative approach gives its clients additional value, realising their needs of control by outsourcing their accounting procedures whether they work locally or globally. This distinguishes it from many local companies working in this area. In addition, its personal approach to each of its clients gains their trust.

One of Added Value's main strengths is its teams of specialists of different areas, including auditors, financial specialists, accountants and tax consultants. Their close cooperation with the lawyers gives them the opportunity to offer complete solutions to the clients. The high-quality multilingual specialists provide services in Lithuanian, English and Russian.

Another of the firm's strengths is its methodology, quality control and responsibility. To ensure the quality of its services, it monitors and implements international, local standards and methods.

Added Value's revenue growth in its corporate finance accountancy service line reached 370% during 2013. The firm believes that this is due to the implementation of: web based software OPEN ERP, including fine-tuned interfaces with other tools satisfying clients' needs; automated sales management procedures internally; automated cost and time management procedures internally; and additional data storing procedures to prevent any disasters related to data loss. It also joined the interactive global association of local independent accounting and consulting firms, Integra International.

The firm set strategic growth plans at the incorporation phase – to double revenue each year for the following five years; to control a market share of approximately 3%; and to gain a market position no lower than number 10. The results of 2013 give a strong background that Added Value is in line with its strategic plans.

Editor's Choice - Tax Accountancy Firm of the Year in Malta

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If you are considering expanding your business to Malta, you will need expert insight to guide you through the structure set-up and the tax legislation.

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VALLETTA FUND SERVICES
A MEMBER OF THE BOV GROUP

Valletta Fund Services (VFS) is a pioneer in the Maltese fund administration industry, offering a comprehensive range of fund administration services, including fund accounting and fund valuations, registrar and transfer agency services, as well as compliance and corporate services. The firm prides itself on being well placed with its qualitative, consistent and comprehensive approach to the industry – a 'one-stop shop' offering services that allow for a smooth entry into the market to fund promoters.

Through its Turnkey Fund Formation Services, VFS assumes the responsibility of the preparation of all the necessary application documents for the registration and licensing of funds, including incorporation documents, the offering memorandum or prospectus, agreements with related parties, as well as all other necessary formalities to license a fund, such as listing formalities if a fund is to be listed on the Malta Stock Exchange.

During the licensing process, the firm handles all communications with the Malta Financial Services Authority and other related parties, including auditors and custodians, along with providing assistance to fund promoters in designing the right type of fund structure. The Turnkey Fund Formation Service is a fast and efficient approach for first-time operators, and is particularly suitable and cost-effective for promoters of relatively smaller-sized funds.

VFS is a wholly owned subsidiary of Bank of Valletta plc, Malta's leading bank. The bank is a listed company providing a comprehensive suite of banking and investment services. This enables VFS to augment its service offering in a more holistic way to its clients, through the provision of ancillary services to the fund administration function, including custody services, forex, brokerage, bank account opening and wealth management as well as hedging.

The firm has attained the quality certification ISAE 3402, which is regularly updated to ensure that the review of its internal controls and procedures are in order, thus ensuring that while retaining the quality certification, it keeps abreast with developments in the ever-changing market demands.

VFS' main strengths derive from the fact that its client base is extensive in number; varies in terms of investment strategies adopted by the investment management function of the client base; is geographically spread over an extensive part of the EU and beyond; and administers medium-sized funds, thus is not vulnerable to big player defections. This places the firm in an enviable position in terms of diversification of its funds' portfolio. VFS therefore safeguards its business interests, among others, by not exposing itself to dependence on any specific key client. Its clients have diverse servicing needs from those related to UCITS funds, alternative investment funds as well as private equity and real estate funds.

In past years, the firm has strengthened its presence in specific geographical areas, in both European and non European countries. While English is an official language in Malta, Italian is very widely spoken and this has undoubtedly enabled fund services operators in Malta to penetrate neighbouring markets.

VFS' banking group's presence in Italy through a representative office, coupled with the on-going marketing initiatives on the ground, has ensured that its knowledge of the market is such that enables it to retain a healthy pipeline of business opportunities from these markets.

Over the past five years, competition has intensified extensively with 27 recognised fund administration companies offering their services from Malta, to both Malta-based funds as well as offshore funds. Notwithstanding the above, VFS has maintained the leading position in the local market in terms of both the number of funds that are administered from Malta, and the percentage terms of all funds registered in Malta. This has been the result of a variety of factors, among which one may cite the ISAE 3402 quality certification attained by the company, VFS' parentage, being a fully owned subsidiary of Bank of Valletta, as well as VFS having an active, dynamic and ongoing role in promoting Malta as a fund domicile outside its shores. Of equal importance is the fact that VFS' business is managed by a highly experienced executive team who have been with the company for over a decade and, therefore, have significant fund services experience.

2013 has been characterised, as far as the funds' industry goes, by the AIFM Directive. Considering that more than 80% of VFS' business falls within the ambit of the regulation, it was imperative that the firm geared itself sufficiently to meet the growing demands of the industry, and naturally, its client base.

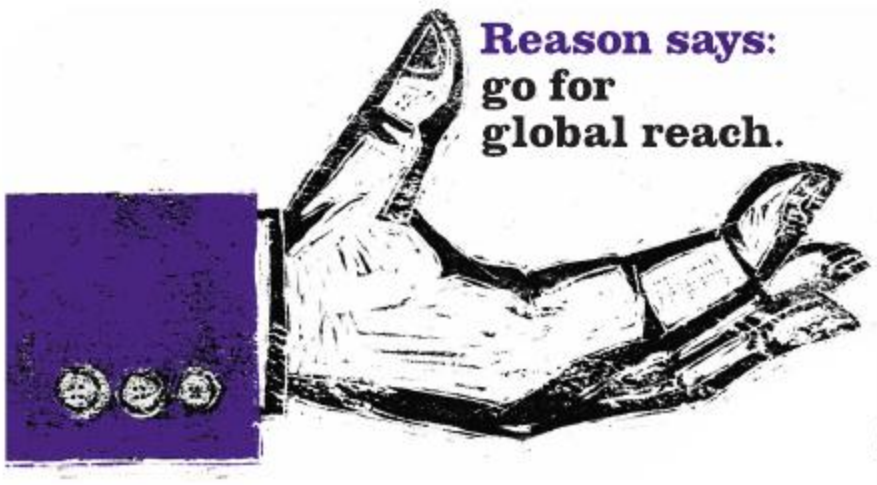
VFS has in fact been very active on this front during the year in order to ensure that it could meet clients' growing demands, ensure additional revenue streams to the firm, and contribute towards the strengthening of Malta's image as an ideal fund domicile for the alternative investment funds' space. This has ensured that VFS maintains its leading role in the local market as evidenced by the record growth in assets under administration registered last year.

The remainder of the year will be characterised mainly by the provision of additional services to the firm's existing client base. Redomiciliation of investment funds from offshore jurisdictions to Malta, as well as the structuring of Master-Feeder structures, will also feature during the rest of the year. Further, the UCITS space will be actively targeted now that traction seems to have picked up on this front, therefore VFS' marketing efforts during the year should be focused on this business area also.

International Tax Accountancy Firm of the Year in Malta

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- Contracts
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Company Law Firm of the Year in Portugal



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LEGAL LINK - CAVALEIRO & ASSOCIADOS
Sociedade de Advogados R.L

LEGAL LINK I CAVALEIRO & ASSOCIADOS is a full service boutique law firm, best known for its experience in several practice areas and industry sectors. It has a 'best friends' relationship with a French law firm to give a full and cross-border service to Portuguese companies operating in France, and other strong relations with legal offices in Spain, Algeria and Angola. Besides business law, the main practice areas of the firm are: public law & energy law, international business, corporate & commercial law, banking and finance, arbitration and litigation.

The firm's typical clients are medium and large companies (mainly international companies operating in Portugal) that are leaders in their sectors, such as: renewable energy – wind, water and natural gas; waste; public institutions; engineering & sales; agro-industrial; and industry.

LEGAL LINK | CAVALEIRO & ASSOCIADOS' reputation relies primarily on the experience of its founding partner, João Quintela Cavaleiro. He has been referee in some relevant arbitration cases and publishes books (co-author of an environmental law / economic book) and articles related to his areas of expertise.

Mariana Pinheiro de Almeida is co-author of a book on essential public services, and Tiago Rocha Matos is published on the Code of Public Contracts. Pedro Seixas Silva, responsible for commercial law matters, accessorised several bank institutions in relation with real estate issues.

LEGAL LINK | CAVALEIRO & ASSOCIADOS has the ability to understand clients' activities and the files in a profound way. It also has solid legal knowledge in business law, contracts, negotiation, holdings restructuring and investment operations.

Some of the firm's biggest successes of the past 12 months have included the conclusion of an agreement between one of the largest Algerian economic groups and a European leader in the agri-food sector; the drafting of legal proposals for national legislation regarding the use of natural gas as fuel for vehicles in Portugal; and the entry of new shareholders and the creation of a Holding with new business areas as on the negotiation of contracts, and the terms of the deal between shareholders in Portugal, Germany and Netherlands.

In addition, it has been involved in the installation process of the first compressed and natural liquid gas supply station in Portugal, as well as the installation of two factories for production of mushrooms in Algeria. It was also involved in the negotiation between a Holland Economic Group with public and administrative entities – City Council, Ministry of Agriculture and Ministry of Environment – regarding a cooperating industrial project and its public and EU funding.

LEGAL LINK | CAVALEIRO & ASSOCIADOS' main idea for the remainder of 2014 is to maintain client focus, in-depth study of cases, thorough legal research, global best practices and work with international companies.

Projects Law Firm of the Year in Portugal

Esquível Advogados

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Esquível Advogados

Esquível Advogados is a boutique law firm founded by José Luís Esquível, providing tailor-made services for high-profile international and national companies, banks and public entities in projects, public procurement and regulation.

Jose Luís Esquível has been a managing partner at Esquível Advogados since 2007. His experience has mainly been centred on public procurement, energy, transport, health and environmental law. He has a wealth of experience in a variety of project finance and PPP transactions, advising the pharmaceutical industry on licensing and public contracts and on real estate transactions. He is also experienced in public litigation and arbitration. Mr Esquível is a member of IBA and UBI.



Jose Luís Esquível has been a managing partner at Esquível Advogados since 2007. His experience has mainly been centred on public procurement, energy, transport, health and environmental law.

Trademark Law Firm of the Year in Portugal



Raul César Ferreira (Herd.), S.A.

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Raul César Ferreira (Herd.), S.A. (RCF) is a well-established company in the intellectual property field, founded in 1929, always regarded as one of the leading firms in Portugal, and with proven expertise in all fields of intellectual property. RCF works in Portugal, in the African Portuguese-speaking countries of Angola, Mozambique, Cape Verde, Sao Tome and Principe, and also in Macao and in Timor.

The firm's mission is to protect the knowledge and rights of its clients through the most current methods and technological tools, combined with the know-how and experience of the team, safeguarding confidentiality, to enhance and ensure their value over time.

RCF's Trademark Department has expertise in clearance searches and search opinions, prosecution, enforcement and oppositions in national, community and international trademarks, as well as litigation.

João Jorge, RCF chief operating officer, noted: "Our team collaborators, both external and in-house collaborators, are specialised in all sorts of IP rights. Having made a great investment in highly skilled professionals, our collaborators are mainly trademark and patent attorneys, but also collaborators specifically qualified in the field of mechanics, chemistry, computer science, biology, molecular biology, pharmacy, biochemistry, etc. These collaborators have experience in infringement analysis and validity assessment of IP rights, conducting state-of-the-art searches and promoting a very active expert cooperation in IP disputes.

"RCF has developed a very effective anti-counterfeiting strategy that IP owners have adhered to, and which has transpired to be highly effective in achieving the required results. The RCF team is keen to promote and participate in the discussion of important IP matters. Consequently, several of our collaborators are strongly involved in the work carried out by national and international organisations, including: ACPI, INTA, ECTA, AIPPI, FICPI, MARQUES, PTMG, ITMA, UNION, VPP, GRUR, CIPA, ABPI, ASIPI, CIPA and EPI."

RCF has vast expertise in matters such as supplementary protection certificates, utility models, designs, copyrights and IP-related due diligence, such as validity analysis, infringement analysis, technical expertise in litigation, infringement probative searches, state-of-the-art and advanced technical searches, skilled surveillance, maintenance and technical translations.

The firm's portfolio of clients includes individual inventors, some of the most important Portuguese companies, as well as the most significant European, American and Asian companies in various business fields. In this portfolio of clients, it acts as outside counsel for several owners of well-known trademarks, where it counsels and acts in the enforcement of their IP assets.

RCF corresponds with clients and colleagues all over the world in Portuguese, English, French, German, Spanish and Italian. It provides services to national and foreign SMEs that have chosen the firm directly themselves, or through referrals from its colleagues abroad. All clients receive the same attention, dedication, commitment and quality of work that has always been present at the firm.

Company Formation Specialist Firm of the Year in Romania



OFFSHORETAX

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OFFSHORETAX offers company formation and management, international tax planning, asset protection, audit, banking, licensing services. It is continually adjusting to the changes that appear in local and international legislations with the purpose of offering its clients professional consultancy – that implies promptitude, quality and confidentiality – related to a proper and suitable organisation of each kind of business.

In order to offer this wide range of professional services, the firm cooperates – locally and internationally – with stable banks and a vast network of affiliates, lawyers which are familiarised with international tax planning and different international legal entities.

For all of the structures incorporated by OFFSHORETAX – even offshore companies, resident companies, trusts, foundations, limited partnerships, etc – the firm offers the possibility of identity protection. For example, in order to incorporate an offshore company (IBC or Exempt Company), a minimum of one director and one shareholder is necessary. Clients' protection can be accomplished by a nominee shareholder or a nominee director.

Andrei Rotiu, OFFSHORETAX managing partner, has worked at the firm since 2010. He specialises in international tax planning, company formation, audit, banking, e-commerce solutions and asset protection.

When recommending the appropriate jurisdiction for company formation we consider mainly the goal and business activity.

Although many offshore financial centres provide an attractive tax environment, we consider that each jurisdiction is suitable for a specific activity.

In some cases, selecting and implementing the appropriate solution will require a complex structure.

For example, some partners can be reluctant to cooperate with offshore companies. In those cases companies are incorporated in jurisdictions that belong to the European Union, which, used in parallel with an offshore company (where the tax for income and dividends is 0%), creates an onshore profile for the business, but with an offshore tax regime.

Legal entities, for instance Limited Liability Partnerships, incorporated in white-list jurisdictions, properly structured, using together with offshore vehicles, will provide the same advantages like a company incorporated in offshore financial centre, NIL tax and no accounting requirements.

The Trusts and the Foundations are used for assets protection and can hold shares of trading companies as part of international tax planning. They are used also for consolidation of family assets, worldwide assets, real estate, investments, cash deposits.

The preservation of wealth – the protection of the clients' assets after the business development and profit – is considered to be a key point today.

Within the area of company incorporation, the firm provides international tax planning, bank account opening in the appropriate jurisdiction, audit, asset protection, e-commerce offshore and virtual office services. It provides these services in the following jurisdictions: Anguilla, Belize, Cyprus, Malta, Ireland, Vanuatu, Gibraltar, Dominica, Canada, Marshall Islands, Hong Kong, BVI, Panama, England, Scotland, Saint Vincent and the Grenadines, Seychelles, Delaware, Costa Rica, United Arab Emirates and Romania.

Partnership IP Law Firm of the Year in Spain



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LISTINGS

Some firms have chosen to mark their accolade(s) with a Listing. Please see the coming pages for more of our award winners from around the world.

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GLOBAL

Financial Software Service Provider of the Year in the Global Market

Coupa

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AFRICA & THE MIDDLE EAST

Individual - Business Lawyer of the Year in Angola



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Fugar & Company

Individual - Maritime Lawyer of the Year in Israel



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Industry Choice - Immigration Law Firm of the Year in Nigeria



Chris Omoruyi & Co.

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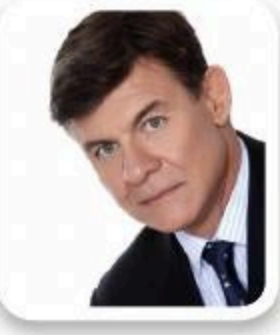
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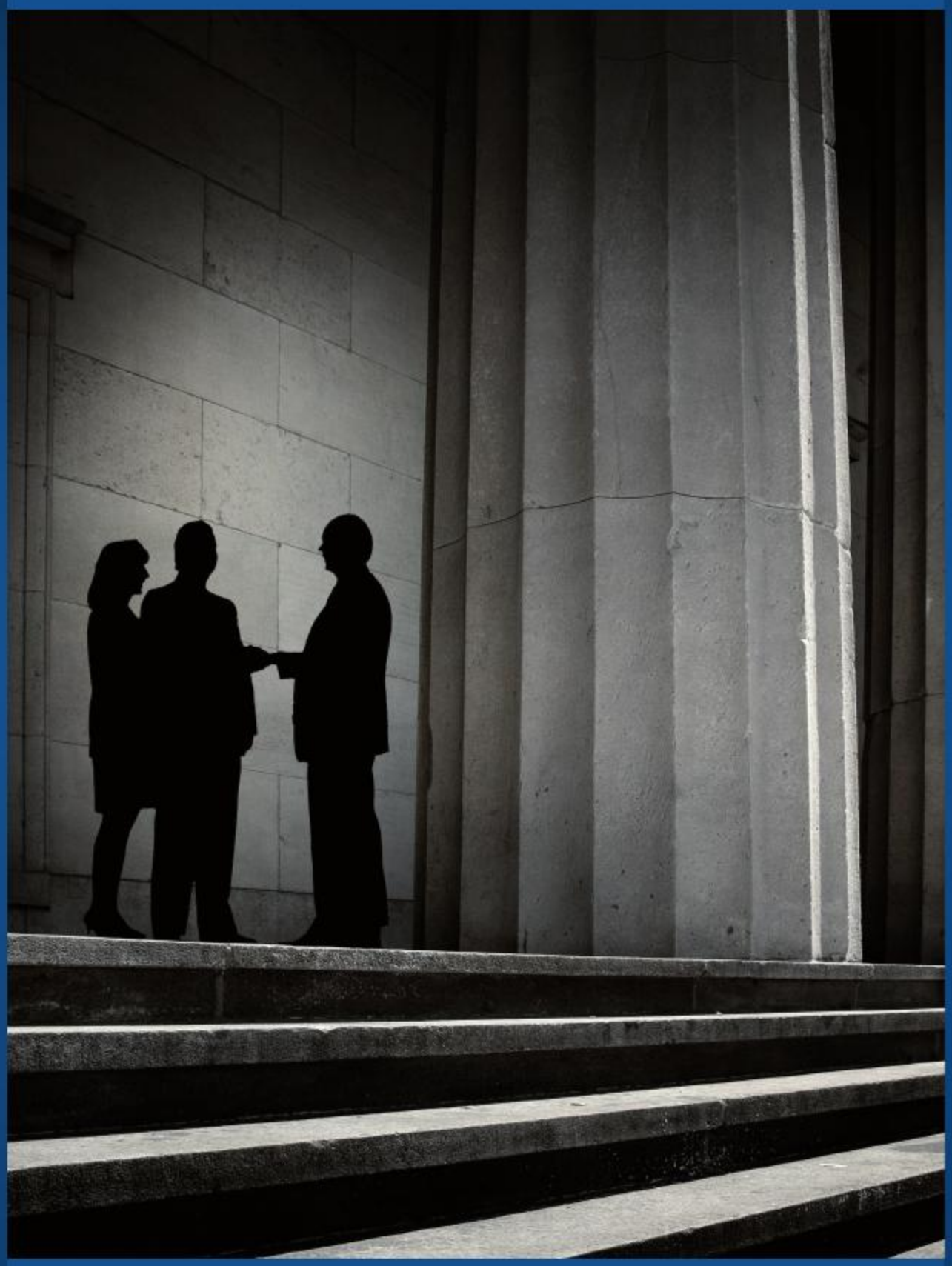
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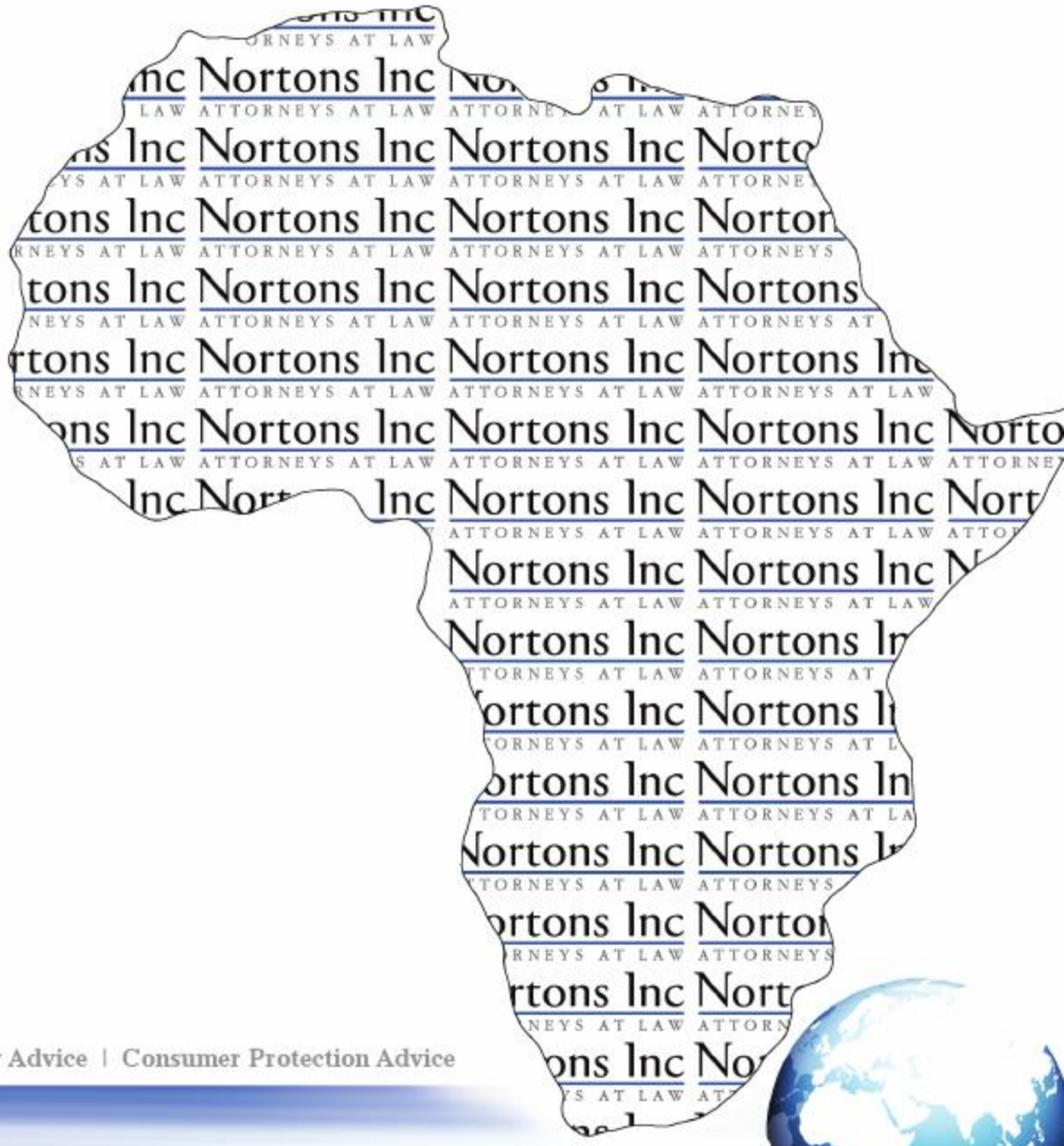
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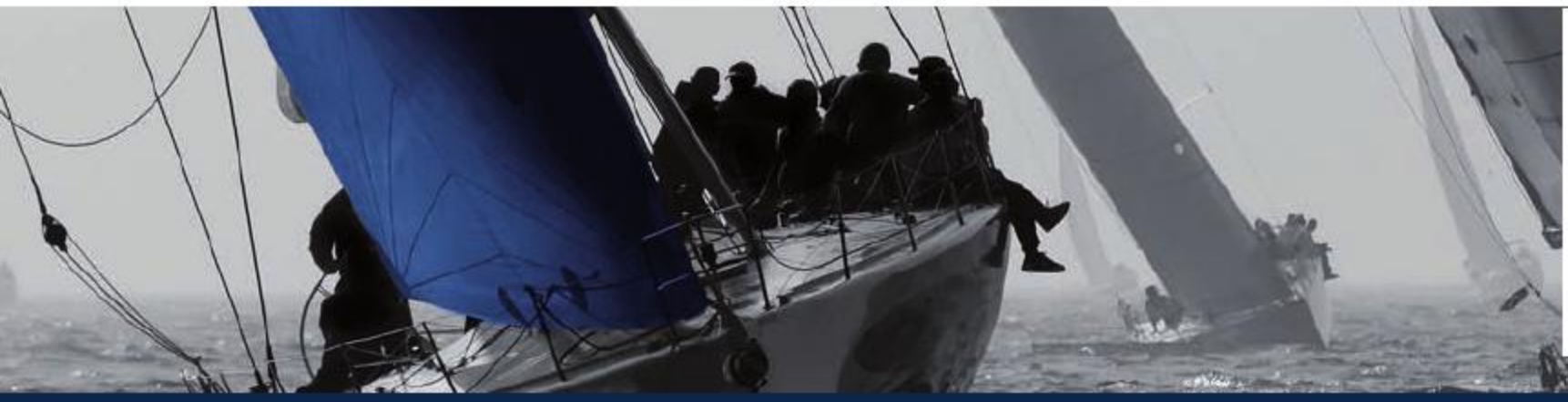
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