

# INTERNATIONAL LAWYERS NETWORK

*Where Lawyers Become Friends*



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## ***Meeting New Challenges***

***A Letter From the Chairman***

Welcome to the International Lawyers Network, an affiliation of medium-sized law firms worldwide established to share knowledge and skills and to foster collaboration in order to better serve clients. Our member firms are among the most respected and most experienced counsel in their jurisdictions. Clients' increasing need for reliable foreign counsel in our global economy is well met by the personalized, high-quality and cost-effective legal services provided by ILN member firms.

Unique to the ILN are the strong personal and professional relationships among its members and their clients developed since the ILN was established in 1988. Far from a mere directory, the ILN is an affiliation of lawyers who gather on a regional and worldwide basis annually and work routinely with each other to address client requirements and needs.

For a more complete picture of our members, their services and the global reach of the ILN, please feel free to contact our Executive Director, Alan Griffiths, or visit our website at <http://www.iln.com>.

To help your business meet the opportunities and challenges of the global economy, we invite you to use the worldwide resources of the ILN.

*Peter L. Altieri*  
Chairman

## **The International Lawyers Network**

The International Lawyers Network is a leading worldwide network of more than 90 law firms in 67 countries, with 5,000 lawyers. ILN firms have been helping clients with their international legal and business needs through their ILN partners since 1988.





# INTERNATIONAL LAWYERS NETWORK

ILN MEMBER FIRM DIRECTORY

Country	Office	Firm	Country	Office	Firm
<b>Africa</b>			Northern Ireland	Belfast	Cleaver Fulton Rankin
Mozambique	Maputo	MGRA & Associados	Norway	Lillestrøm	Økland & Co DA
<b>Asia Pacific</b>			Norway	Oslo	Bryn Aarflot – IP Practice
Australia	Melbourne	Hall & Wilcox	Poland	Warsaw	Kochanski Zieba & Partners
China	Shanghai	Zhong Lun Law Firm	Portugal	Lisbon	MGRA & Associados
China	Hong Kong	Sit, Fung, Kwong & Shum	Romania	Bucharest	PETERKA & PARTNERS
India	New Delhi	LexCounsel Law Offices	Moscow	Moscow	Lidings Law Firm
India	Mumbai	Singhania & Company	Russia	St. Petersburg	Maxima Legal
Japan	Tokyo	Abe, Wada & Watanabe	Scotland	Glasgow	Miller Samuel Hill Brown LLP
Malaysia	Kuala Lumpur	Anad & Noraini	Slovakia	Bratislava	PETERKA & PARTNERS
New Zealand	Auckland	Burton Partners	Spain	Barcelona	BROSA Abogados & Economistas
Philippines	Manila	Kapunan Garcia & Castillo Law Offices	Sweden	Stockholm	Hellström
Singapore	Singapore	Goodwins Law Corporation	Sweden	Stockholm	Ekenberg & Andersson
Thailand	Bangkok	Dej-Udom & Associates	Switzerland	Geneva	Advokatbyrå
Vietnam	Hanoi	LEADCO Law Firm	Switzerland	Zurich	SJA Advocats SA
<b>Central America/Caribbean</b>			Turkey	Istanbul	wehinger kaelin ferrari ag
Bahamas	Nassau	Halsbury Chambers			Özcan & Natan Attorney Partnership
Costa Rica	San Jose	Cordero & Cordero Abogados	<b>Middle East</b>		
Panama	Panama	Quijano & Associates	Israel	Tel Aviv	Glusman & Co.
Puerto Rico	San Juan	Goldman Antonetti & Córdova, P.S.C.	UAE	Abu Dhabi	Salloum & Partners LLC
<b>Europe</b>			<b>North America</b>		
Austria	Vienna	Brauneis Klausner Prandl Rechtsanwälte	Canada - Ontario	Toronto	Fogler, Rubinoff LLP
Belgium	Brussels	Vanden Eynde- Legal	Canada - Quebec	Montreal	Robinson Sheppard Shapiro
Cyprus	Nicosia	Antis Triantafyllides & Sons	Canada – British Columbia	Vancouver	Clark Wilson LLP
Czech Republic	Prague	PETERKA & PARTNERS	Mexico	Mexico City	Martinez, Algaba, de Haro Curiel & Galván-Duque, S.C.
Denmark	Copenhagen	DAHL Law Firm	USA – California	Newport Beach	Stradling Yocca Carlson & Rauth
England	London	Fladgate LLP	USA – California	San Francisco	Shartsis Friese LLP
Estonia	Tallinn	Tark Grunte & Sutkiene	USA – Delaware	Wilmington	Connolly Gallagher LLP
France	Paris	Reinhart Marville Torre	USA – District of Columbia	Washington	Epstein Becker & Green, P.C.
Germany	Germany	Kübler GbR (Insolvency Specialist)	USA – Florida	Miami	Shutts & Bowen LLP
Germany	Frankfurt	Mattke Rechtsanwälte (Labour & Employment Specialist)	USA – Illinois	Chicago	Arnstein & Lehr LLP
Germany	Berlin	Michel LLP (Real Estate Specialist)	USA – Indiana	Indianapolis	Harrison & Moberly
Germany	Bad Homburg	Wolpert Rechtsanwälte (IP Specialist)	USA – Massachusetts	Boston	Davis, Malm & D'Agostine, P.C.
Greece	Athens	A&K Metaxopoulos and Partners Law Firm	USA – Michigan	Royal Oak	Howard & Howard Attorneys PLLC
Hungary	Budapest	Jalsovszky Law Firm	USA – Missouri	St. Louis	Lewis Rice LLC
Ireland	Limerick	Holmes O'Malley Sexton	USA – Nevada	Las Vegas	Howard & Howard Attorneys PLLC
Italy	Rome	EXP Legal – Italian & International Law Firm	USA – New York	New York	Epstein Becker & Green, P.C.
Italy	Milan	Ferrari Pedeferra Boni Studio Legale Associato	USA – New York	New York	Davis & Gilbert LLP
Latvia	Riga	Tark Grunte & Sutkiene	USA – Ohio	Cleveland	McDonald Hopkins LLC
Liechtenstein	Schaan	Müller & Partner Rechtsanwälte	USA – Washington	Seattle	Ogden Murphy Wallace, P.L.L.C.
Lithuania	Vilnius	Tark Grunte & Sutkiene	<b>South America</b>		
Luxembourg	Luxembourg	Lutgen & Associés	Argentina	Buenos Aires	Salaberren & López-Sansón Abogados
Malta	Gzira	Acumum Legal & Advisory	Brazil	São Paulo	KLA - Koury Lopes Advogados
Netherlands	Groningen	PlasBossinade Advocaten, N.V.	Chile	Santiago	Aninat Schwencke & Cia
Netherlands	The Hague	Udink Advocaten B.V.	Colombia	Bogotá	VGCD Abogados
			Ecuador	Guayaquil	Jiménez-Carbo, Rodríguez & Associates





# Attentive Services & Expertise

## Profile of ILN Members

Each of our member firms is international in outlook and staffed by highly trained senior attorneys who are experts in a broad range of practice areas. Our members have demonstrated experience in working successfully with international companies. They are independent, mid-sized firms within their jurisdictions, and are committed to the focus of the International Lawyers Network.

Each ILN member firm is composed of highly respected attorneys with significant expertise in a broad range of practice areas, including:

- Corporate and securities law;
- Real Estate law;
- Taxation;
- Commercial litigation;
- Alternative dispute resolution
- Employment and expatriate law;
- Government contracting;
- Intellectual property law;
- Estate planning & administration.

Historically, companies would turn to large multi-national law firms when addressing international legal needs. However, size often translates into higher fees, impersonal service, and confusing lines of communication.

The International Lawyers Network offers all the advantages of these “mega-firms,” while also giving its clients a level of cost-effectiveness and personalized, partner-level service often lacking at the large multi-nationals. The ILN counsel who is referred in a foreign country becomes the primary advisor on a client’s international issues, with a direct and personal approach to consultation and representation. Thus, ILN clients can establish relationships with foreign counsel that are similar to the relationships experienced in the client’s home country.

The ILN provides clients with high-quality service from experienced local counsel who work in firms that maintain excellent reputations in their own countries. This means that clients have immediate access to attorneys who are native, both linguistically and culturally, to the country of interest.

# Success Stories

## IBM & ILN Collaborate

Lowell Lifschultz of Epstein Becker & Green, PC, the ILN's New York member and founding firm, presented the ILN to IBM as a controlled and unified solution to its international needs. "For middle market matters in a variety of jurisdictions, using the offices of the ILN with the extraordinary database they have about the Network's firms can get your problem solved in a timely manner, with the attention and care that it deserves. This attention and care, combined with the collective knowledge the Network provides, gives our clients a better service than could be found with a multinational firm," Mr. Lifschultz said in support of the ILN's collaborative efforts.

## ILN Member Firms Work Together to Assist Hungarian Commercial Bank

A leading Hungarian commercial bank had been offered securities held on a securities account owned by a "Sparverein," a specific Austrian legal entity similar to a savings club, as collateral for a credit agreement with a separate entity. As the bank was unfamiliar with the corporate form of a Sparverein, and the laws applicable for such entities, it raised several questions and the bank wanted to ensure that its collateral would be valid and enforceable. These questions, among others, related to whether the Sparverein is allowed to offer its funds as collateral in general, and with respect to loans granted to a third party in particular, as well as the enforceability of the security deposit in a liquidation procedure or any other insolvency situation.

The bank, being a key client of ILN Hungarian member, Jalsovszky Law Firm, approached the firm to get their assistance with the matter in Austria. Partner Gábor Pázsitka contacted Dr. Andreas Bauer of the ILN's Austrian firm, Brauneis Klauser Prändl Rechtsanwälte GmbH (bkp), and following the necessary administration, bkp examined the case further and learned it would be a challenging one.

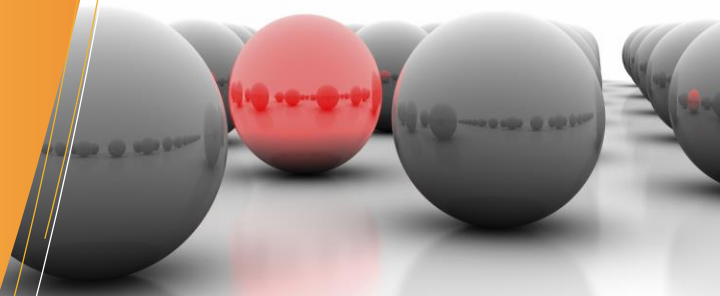
Mr. Pázsitka says that "Thanks to the excellent cooperation between bkp and our firm, we managed to understand the client's needs so that the Austrian legal opinion could address all the relevant issues. As a result, bkp delivered a thorough and comprehensive legal analysis, which has recently been forwarded to the client. We trust that they will be satisfied with bkp's opinion and thereby, the case could be successfully closed."

Through the cohesive work of ILN member firms, the client was able to wade through the challenges of this case and reach a successful conclusion.



## ILN Member Finds Referral Success

*"Thanks to the excellent cooperation between bkp and our firm, we managed to understand the client's needs so that the Austrian legal opinion could address all the relevant issues." – Gábor Pázsitka, partner at Jalsovszky Law Firm*



# ILN Specialty Groups



The International Lawyers Network Specialty Groups provide all member firms with the ability to pool their resources and take advantage of the tremendous strength and depth of their combined expertise. The shared goals of each of these groups can be identified as introducing and developing personal relationships through networking with fellow ILN specialists in their specific practice areas, generating business opportunities through the exchange of information and marketing materials, providing an easy method of communication and access to ILN attorney specialties within each of these practice areas, and finding better approaches and solutions for client issues.

## ILN Specialty Groups

- **Corporate**
- **Cybersecurity & Data Privacy**
- **Energy**
- **Estates & Trusts**
- **International Dispute Resolution**
- **Intellectual Property**
- **International Trade**
- **Labor and Employment**
- **Marketing**
- **Medical Device & Drug Manufacturing**
- **Litigation**
- **Real Estate**
- **Restructuring & Insolvency**
- **Sports Law**
- **Tax Law**



The International Lawyers Network is a worldwide organization of independent law firms that have formed an association for the professional exchange of information. The member law firms of the Network maintain complete autonomy, perform their professional services on an independent basis, and are not affiliated for the joint practice of law. The information contained in this publication is for informational purposes only and does not constitute legal advice.