

## International Team of the Year

### WINNER

# KING & WOOD MALLESONS

Stuart Fuller; Robert Hanley

*A game-changing deal for global legal services*

The tie-up between China's King & Wood and Australia's Mallesons Stephen Jacques, announced at the end of 2011, is a game changer for global legal services. All attention has been focused on a top-drawer transatlantic combination for the past decade, but this combination points emphatically to a new world order.

King & Wood is intent on becoming the first truly global Chinese law firm, its outposts in Tokyo, Silicon Valley and New York are testament to that. And Australia is China's largest trading partner so the deal makes strategic sense for both sides. The deal will leave the combined firm with close to 2,000 lawyers, about the same size as White & Case, and is due to go live in March 2012. Aside from scale, the combination will also create a quality practice with Mallesons and King & Wood as two of the top-performing firms in their domestic markets. The tie-up is an extremely ambitious move and gives both Mallesons and King & Wood the impetus for further global expansion. A wake up call for UK and US firms.



(L-R) King & Wood Mallesons's Stuart Fuller, Handel Lee, Robert Hanley and Mark Scaub with Tully China's Shawn Chen

### HIGHLY COMMENDED

#### BEZEN & PARTNERS

Yesim Bezen

Bezen & Partners is a top-flight Turkish firm that has managed to double its headcount and revenue every year since the firm was established in 2007. The ambitious young firm has advised on some of the largest energy deals in the market, including advising on Turkey's first nuclear power facility, the \$22bn development and construction of the Akkuyu nuclear power plant project.

#### EGOROV PUGINSKY

#### AFANASIEV & PARTNERS

Dimitry Afanasiev

In July last year leading Russian firm Egorov Puginsky Afanasiev & Partners announced that it was to take over the Ukrainian firm Magisters, creating a pan-CIS firm with over 300 lawyers and a turnover of €115m. The firm has planted a serious flag in the CIS, a market that has always been dominated by major international firms.

**'King & Wood Mallesons is intent on becoming the first truly global Chinese law firm.'**

#### GIANNI, ORIGONI, GRIPPO, CAPPELLI & PARTNERS

Francesco Gianni

This firm has made an impressive rise to prominence of late, seizing a significant chunk of the mid-market work, which is where most of the action has been recently. The firm recently pulled off the coup of the year by hiring star M&A lawyer Roberto Cappelli from Grimaldi.

#### MAPLES AND CALDER

Henry Smith

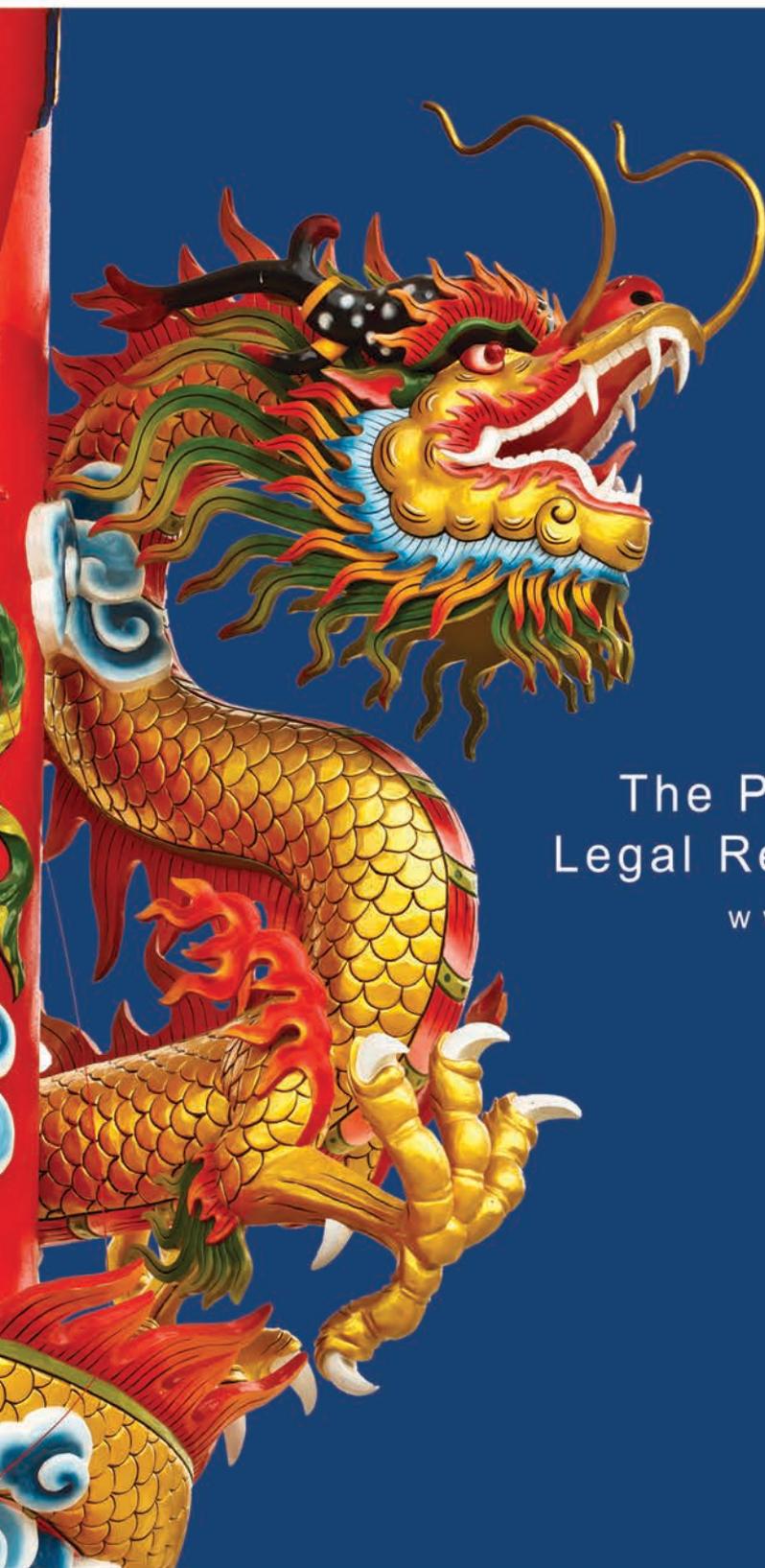
Maples and Calder is a formidable player in the competitive offshore market. The firm successfully straddles the Atlantic, with its pre-eminent funds practices in the British Virgin Islands, the Cayman Islands and now Ireland, as well as a tie up with Carey Olsen in the Channel Islands.

#### NOERR

Tobias Bürgers; Dieter Schenk

Noerr has made further inroads into the European arena in recent years, with the opening of an office in London in October 2010 and a new office in Spain in 2011. The firm has also enjoyed impressive financial performance, becoming Europe's second largest German independent law firm and increasing revenues by 9.5% in the past year. Noerr also made some standout hires in 2011, including Arne Broer as COO from management consultancy BearingPoint.

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