

ALB 2016 FIRMS TO WATCH

精品律所看点

BUSINESSES IN CHINA ARE SEEKING TO CUT COSTS AMID A WEAKENING ECONOMY, AND ONE APPROACH THEY'VE TAKEN IS TO SHIFT FROM BIG LAW FIRMS TO SMALLER AND MORE NIMBLE ONES. LUCKILY, A NUMBER OF SMALL AND MIDSIZED LAW FIRMS HAVE EMERGED, AND SOME HAVE FAR EXCEEDED THEIR POTENTIAL, AS EVIDENCED BY THE WORK THEY UNDERTAKE AND THE QUALITY OF SERVICES THEY PROVIDE. TO KICK OFF 2016, ALB PRESENTS OUR LIST OF SMALL-AND MIDSIZED LAW FIRMS TO WATCH. EARLIER IN DECEMBER, WE RECEIVED APPLICATIONS FROM AROUND THE COUNTRY, AND THE ALB RESEARCH TEAM PICKED TEN FIRMS BY RATING THEM BASED ON THE METHODOLOGY DETAILED ON THE OPPOSITE PAGE. THE CHOSEN FIRMS ARE RANKED IN ALPHABETICAL ORDER.

在疲软的经济下，企业开始寻路消减成本，而消减法律成本的方式之一就是从小型律所转向较小、较灵活的律师事务所。幸运的是，中国涌现了相当一部分拥有优质合伙人的中小型律师事务所，它们所承担的工作和提供的服务质量远远超过自身的工作潜能。

为此，ALB将目光聚焦在2016年值得关注的中小型律师事务所。今年12月，我们收到了来自全国各地的参选表格。ALB调研团队根据以下标准打分，选取了10个值得关注的律师事务所。

最终获奖名单按照律所首字母顺序排列。

METHODOLOGY OF FIRMS TO WATCH

Category	Criteria		Ranking Level & Percentage of Scores	Ranking Scores	
报名提交材料整体情况 Submission Materials overview	报名材料填写的完成程度 Completeness of submission materials	报名表是否填写真实、完整 Actual and complete	Level 4: Excellent 90-100%	9--10	
		是否提交了其他相关证明材料 References	Level 3: Good 70-80%	7--8	
	10'	回答问题的表述与逻辑 Articulate answers	Level 2: Fair 50-60%	5--6	
			Level 1: Poor 0-40%	1--4	
20'	10'	回答问题的表述与逻辑 Articulate answers	Level 4: Excellent 90-100%	9--10	
Level 3: Good 70-80%			7--8		
Level 2: Fair 50-60%			5--6		
Level 1: Poor 0-40%			1--4		
必填问题 Mandatory questions	5'	设立新办公室 New office	Level 4: Excellent 90-100%	4.5--5	
			Level 3: Good 70-80%	3.5--4	
			Level 2: Fair 50-60%	2.5--3	
			Level 1: Poor 0-40%	0--2	
	30'	重要交易/诉讼 Major deals/litigation	客户质量 customers	Level 4: Excellent 90-100%	25--30
			案件难易程度 complexity	Level 3: Good 70-80%	19--24
			案件影响力 impact	Level 2: Fair 50-60%	13--18
			合作伙伴质量 partners	Level 1: Poor 0-40%	0--12
	50'	5'	员工增长 Increase in headcount	Level 4: Excellent 90-100%	4.5--5
				Level 3: Good 70-80%	3.5--4
				Level 2: Fair 50-60%	2.5--3
				Level 1: Poor 0-40%	0--2
10'	收入增长 Increase in revenue	Level 4: Excellent 90-100%	9--10		
		Level 3: Good 70-80%	7--8		
		Level 2: Fair 50-60%	5--6		
		Level 1: Poor 0-40%	1--4		
选填问题 Optional questions	5'	主要增长原因 Main drivers behind your growth	Level 4: Excellent 90-100%	4.5--5	
			Level 3: Good 70-80%	3.5--4	
			Level 2: Fair 50-60%	2.5--3	
			Level 1: Poor 0-40%	0--2	
	10'	增长策略 Strategy for growth	是否有清楚的规划步骤或发展蓝图 roadmap	Level 4: Excellent 90-100%	9--10
			是否有效、合理 effective and reasonable	Level 3: Good 70-80%	7--8
	30'	5'	业务改善 Changes in business	Level 2: Fair 50-60%	5--6
				Level 1: Poor 0-40%	1--4
				Level 4: Excellent 90-100%	4.5--5
				Level 3: Good 70-80%	3.5--4
	10'	未来展望 Next 12 months Prospect	Level 2: Fair 50-60%	2.5--3	
			Level 1: Poor 0-40%	0--2	
Level 4: Excellent 90-100%			9--10		
Level 3: Good 70-80%			7--8		
10'	未来展望 Next 12 months Prospect	Level 2: Fair 50-60%	5--6		
		Level 1: Poor 0-40%	1--4		
		Level 4: Excellent 90-100%	9--10		
		Level 3: Good 70-80%	7--8		

BEIJING CYAN LAW FIRM

Number of partners: 6

Cyan specialises in legal services for both domestic and foreign clients in a variety of areas including construction projects, commercial arbitration, public-private partnership (PPP), sports, administration, commerce and intellectual property rights (IPR).

Currently, Cyan boasts a team of legal talents who graduated from first-rate law schools at home and abroad. They also have extensive experience serving in different types of businesses and government agencies.

“Boutique firms have relatively few partners and lawyers,” and need to “focus on the human factor and refine their management system,” points out Ye Wanhe, Cyan’s managing partner. But one advantage that such firms have, he notes, is having “outstanding, influential and accomplished professionals in their respective fields that enjoy strong loyalty among high-end clients.”



采安律师事务所
— CYAN LAW —

北京采安律师事务所

合伙人数量: 6人

博采众长，安危与共是北京采安律师事务所秉承的精神，该律所专长于为国内外客户提供建设工程（建设工程全过程、工程保险、工程保函、工程税务、跨境工程）、商事仲裁、政府与社会资本合作、体育产业、行政、商业、知识产权等领域法律服务。该所致力于在中国本土提供高端的法律服务。

目前，采安拥有一批高素质法律人才队伍，团队成员均毕业于国内外一流法学院，并拥有为各类企业，政府机构提供法律服务的丰富经验。

该所管理合伙人叶万和律师对精品律所的看法是：“律所的合伙人及律师人数不多，但每位合伙人都应是相关领域最出色且具有行业卓越影响力的资深律师，拥有很强的高端客户忠诚度；同时，精品律所应突出人文关怀，管理精细。”

PACGATE LAW GROUP

Number of partners: 4

With offices in China and the U.S., PacGate focuses on helping clients find greater room for growth, offering legal services related to corporate transactions, venture capital (VC), financing and securities, M&A, technology licensing as well as other commerce and tech matters.

As capital markets evolved in 2015, the firm extended its reach to include corporate restructuring, the New Third Board and fund establishment, comprehensively enhancing its capabilities while satisfying client demand.

“Law firms do not necessarily need to pursue development by expanding in various forms,” explains Justin Chen, head of PacGate. Instead, he suggests that firms should “pay more attention to team building and capacity building, and focus on providing quality services to gain a good reputation among clients and enable stable growth.”

PacGate Law Group
百宸律師事務所

北京市百宸律师事务所

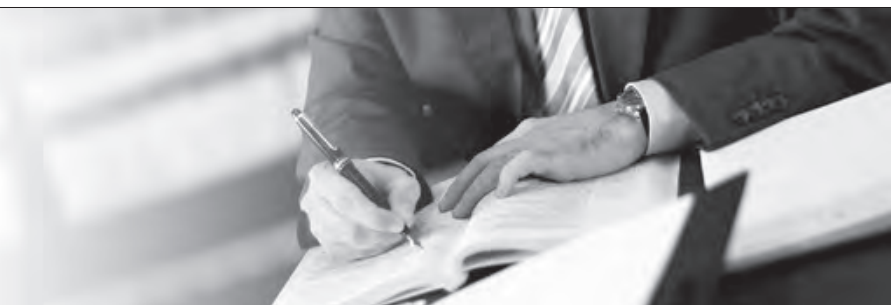
合伙人数量: 4人

北京市百宸律师事务所是一家专注于为客户提供公司交易、融资及证券、并购、技术许可及其他与商业和技术相关的法律服务的律所。

目前，该所在中国美国均设有办公室，发展以风险投资和并购重组为核心的法律业务，旨在帮助其客户在中国寻找广阔的成长空间。

在2015年期间，跟随资本市场的变化，该所及时涉及公司重组、新三板、基金设立等业务领域，在满足客户需求的同时，也使律所业务能力全面提高。

该律所负责人陈亦工律师对ALB记者说：“律所不必一味追求发展而通过各种形式进行扩张，而需要更加注重律所的团队建设以及业务能力的提升，重视对每一位客户的服务质量，在客户群中赢得口碑，律所稳健发展。”





北京采安律师事务所是一家长期专长于国际和国内工程、商事仲裁、跨境投资、国际贸易、体育产业、知识产权等领域法律服务的综合性律师事务所，并致力于在中国本土提供世界级的高端法律服务。

采安的团队成员均毕业于国内外一流法学院，均具备中英双语工作能力，并在相关法律领域拥有长期深厚的学术积累和实务经验；采安有国内最顶级的法学专家学者；采安有深谙某行业（如建设工程、商事仲裁、政府与社会资本合作（PPP）、体育产业）且服务该行业数十年的资深律师。采安每个成员各有所长，均堪为该行业领军人士。采安成员有为各类国内外顶级企业、各类政府机构提供法律服务的丰富经验。

采安通过严谨合理的专业划分、专业合作、专业管理和资源共享，以最优的管理机制，汇聚团队成员多年累积的智慧、经验和资源，力求高效率地完成客户委托的每一个项目，为客户提供最有效率的专业服务。

采安深耕多年，博采众长，与客户携手共进，安危与共。

Beijing Cyan is a law firm specialized in providing comprehensive legal services in domestic and international construction and engineering, commercial arbitration, cross-border investment, international trade, sports and intellectual property, etc. We take as a commitment to render clients services meeting international standards.

All of our staff are graduates from top law schools with good command of Chinese and English and abundant legal experience both in theory and practice. We boast leading domestic legal experts and senior lawyers with decades of work experience in certain sectors (Construction and engineering, commercial arbitration, public private partnership (PPP) and sports). Each and every one of our members is a leading figure in the area of their expertise and has served top enterprises and institutions both in China and abroad.

Through prudent and proper specialization, cooperation, management and resource sharing, we converge the wealth of wisdom, experience and resource we have for efficient completion of every project from clients.

Through years of hard work, we gather intelligence and stand by clients in search of mutual development.

业务领域 Practice Areas

- 国际商事仲裁 International Commercial Arbitration
- 专家意见 Expert Opinion
- 工程建设全过程 Whole Process of Engineering Construction
- 工程索赔 Engineering Claim
- EPC工程 EPC Engineering
- 工程保函 Engineering Guarantee
- 工程保险 Engineering Insurance
- 工程税务 Engineering Tax
- 政府和社会资本合作 Public Private Partnership
- 民商事诉讼 Civil and Commercial Litigation
- 体育产业 Sports
- 知识产权 Intellectual Property
- 跨境电子商务 Cross-border E-commerce
- 国际贸易和跨境投资 International Trade and Cross-border Investment
- 政府事务与行政争议解决 Government Affairs and Administrative Resolution
- 基础设施 Infrastructure
- 环境-能源-资源 Environment-Energy-Resources
- 不动产和酒店 Real Estate and Hotel
- 公司 Corporation
- 企业合规与风险控制 Corporate Compliance and Risk Control

北京采安律师事务所 Beijing Cyan Law Firm

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BEIJING DOCVIT LAW FIRM

Number of partners: 7

Breaking away from traditional management models used by law firms, DOCVIT is integrating concepts from the corporate world such as professional expertise and elite teams. As its Chinese name suggests, the firm has taken a distinctive path and made its mark with several industry "firsts". It belongs to the first batch of small and mid-sized law firms to adopt corporate-style management; the first firm to take private equity (PE) as its main practice; and the first firm to publish book series on capital markets.

"The core characteristic of a boutique firm is specialisation," explains Liu Guangchao, DOCVIT's founding partner. As such, DOCVIT has focused on its strengths in practice areas such as PE and the New Third Board in the past year, leading to a notable increase in the firm's revenue.

DOCVIT | 道可特

北京市道可特律师事务所

合伙人数量: 7人

告别传统模式，引入公司化机制，北京市道可特律师事务所始终坚持“团队的精英化”，“业务的专业化”和“管理的公司化”。

“道路特别，坚持特色”，该所目前已做到了几个行业内的“第一”，它是第一批在中小型律所里面坚持公司化管理的律师事务所之一，也是第一家提出以PE为主要业务的律所，同时还是第一家推出系列资本市场书籍的律所。

在过去的一年中，它扎根PE、新三板等优势法律业务，为客户提供优质的服务的同时使收入显著提升。

道可特律师事务所创始合伙人刘光超律师对ALB记者说：“精品所，顾名思义，在于其‘精’字。”他十分强调团队的力量，他认为“团队的精”是律所成为精品所的关键，只有做到了“团队的精”，才能谈得上“管理和业务的精”。

CATHAY ASSOCIATES KEJIE

Number of partners: 6

Last year was a busy year for Kejie, as it focused on legal services in M&A, PE placement and investment and securities offerings – the hot-ticket practice areas of 2015. The Beijing-based firm also launched Cathay Associates in September, creating a global legal-service network that includes 13 foreign law firms. It aims to provide Chinese companies with all-around services related to outbound investment and M&A.

Amid a sharp rise in revenue, the firm plans to recruit more partners to boost growth in IPR, bankruptcy and restructuring, antitrust and dispute resolution. The move dovetails with managing partner He Jie's view that boutique firms should have "a highly competent team and excellent professional expertise."

柯杰 CATHAY
ASSOCIATES

北京市柯杰律师事务所

合伙人数量: 6人

柯杰律师事务所是一家拥有全球网络的交易型律所。

在2015年中，柯杰抓住当下的热点，将法律服务集中在并购，私募融资和投资以及证券发行等领域，为客户提供高品质服务的同时，使律所收入显著提高。除此之外，该所还计划招募合伙人，进一步在知识产权、破产和重组、反垄断和争议解决等领域扩展业务。

如今，由柯杰律师事务所打造的“柯杰全球法律联盟”法律服务网络已经正式运营，它旨在通过其全球化的法律和商业网络，为中国企业的海外投资和并购提供全方位的服务。

该律所管理合伙人何杰律师认为：“精品律所应该是具备团队精干，业务精湛的律所。”

PacGate Law Group
百宸律師事務所

VENTURE CAPITAL / PRIVATE EQUITY
MERGER & ACQUISITIONS
FUND FORMATION
INTERNATIONAL BUSINESS
GENERAL CORPORATE



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CMS CHINA

Number of partners: 5

CMS is one of the world's largest providers of legal and tax services, with over 5,500 employees at 59 offices in 33 countries. Under the principle of "customers first", the firm has been serving clients in China for 30 years, with offices in both Shanghai and Beijing.

CMS China specialises in corporate/M&A, taxation, commerce, competition, dispute resolution, IPR and labour, and has considerable experience in various industries including automotives, manufacturing, life science, machinery, technology as well as media and telecommunications.

"Though usually small or medium-sized, the representative offices of foreign law firms in China often focus on complicated legal matters," notes Dr. Ulrike Glueck, managing partner of CMS China. In comparison, CMS is committed to "giving clients all-round legal and tax advisory services, maintaining good customer relations and providing seamless solutions for cross-border transactions," he adds.

CMS

Law . Tax

CMS , 中国

合伙人数量 : 5人

作为全球最大的法律与税务服务机构之一，CMS通过旗下33个国家59个办公室的5,500多名员工，以“客户至上”为宗旨，提供覆盖全球及本土化的商业可行性解决方案。如今，CMS在中国服务客户已有三十年历史，在上海、北京两地均设有办公室。

CMS,中国擅长于公司法与并购、税务、商法、竞争法、争议解决、知识产权法及劳动法等各个领域，并在汽车、制造、生命科学、机械、技术传媒与通讯等行业有丰富的经验。

CMS,中国管理合伙人邬丽福律师对ALB记者说到：“虽然属于中小规模的律所，但在中国的外资律所代表处通常专注于复杂的法律事务。CMS，中国致力于为客户提供全方位法律与税务咨询服务，维护良好的客户关系，保持一贯的高服务质量，提供无缝式跨境交易服务。”

HAN YI LAW OFFICES

Number of partners: 5

Adhering to its core values of professionalism, efficiency and aggressiveness, Han Yi Law Offices aims to provide first-class legal services for business leaders on the Chinese market.

The firm is proud to have a highly-experienced team of lawyers, and all of its founders boast extensive experience of overseas work and domestic practice. As such, the firm can take on big and complicated projects flexibly by fully mobilizing its resources and effortlessly assigning lawyers of different background from multiple practice teams to form dedicated project groups.

As a young legal service provider, Han Yi is also actively involved in public welfare campaigns and encourages its lawyers to participate in legal aid initiatives while providing services for clients.

Anna Yu, a partner at Han Yi, believes that "Boutique commercial law firms should be commercially oriented, have the awareness of providing tailor-made and efficient services, provide first-class, complicated and sophisticated legal solutions for clients, and be capable of maintaining quality and reliable services."

瀚一律师事务所

合伙人数量 : 5人

以专业、高效、不断进取作为事务所的核心价值观，瀚一律师事务所致力于在中国市场上，为商界领袖提供一流的法律服务。

该所拥有一支经验丰富的律师团队，律所的创始者均拥有多年的海外工作背景和丰富的国内实践经验，当面对大型复杂项目时，能从不同业务团队轻松抽调不同背景的律师组成专项小组以调动全所的资源来灵活面对。

作为一家年轻的法律服务机构，瀚一在为客户提供法律服务的同时，也积极参与公益事业，鼓励律师参与各项法律援助活动。

瀚一合伙人余娜丹律师 (Anna Yu) 认为：“精品商业律所应该具备商业化导向、定制化和高效的服务意识，能够为客户提供尖端、复杂及精细的法律服务，并能始终保持高品质和可信赖的服务质量。”

 瀚一律師事務所
HAN YI LAW OFFICES



- Silkroad Law Firm was founded in Xi'an City of Shaanxi Province by several professionals who had long practiced in international firms and first-tier PRC firms before.

锦路是一家由部分曾在国际律师事务所和知名中国律师事务所长期执业的律师在陕西省西安市创立的律师事务所。

- Our strategy is to take advantage of Xi'an's low costs, establish a well developed and sizable professional team, and provide high quality and cost-effective services to clients in mid-west China and nationwide. Having gained our remarkable reputation locally, Silkroad is now widely serving clients from mid-west and coastal areas of China and from overseas as well, and such businesses contribute over a half of our revenue. Our high quality and cost-effective services are more and more accepted and welcomed by institutional clients from the developed regions of China, such as Beijing, Shanghai and Shenzhen.

锦路的发展策略是利用西部的低成本优势，在西安建立一个成规模的高质量律师团队，向中西部及全国范围内的客户提供高质量、高性价比的法律服务。继在本地市场取得卓越的声誉之后，锦路亦已广泛为中西部地区和北京、上海、深圳等东部发达地区以及海外的客户提供法律服务，且此类业务占锦路业务总量超过一半。锦路高质量及性价比优势明显的服务受到越来越多中国发达地区机构客户的认可和欢迎。

Practices

- Fund Formation • Venture Capital • Private Equity • NEEQ Listing
- Hong Kong IPO • FDI • Outbound Investment • Merger & Acquisition
- Dispute Resolution • Real Estate • Intellectual Property

服务领域

- 基金设立 • 风险投资 • 私募股权投资 • 新三板挂牌
- 境外上市 • 外商投资 • 境外投资 • 并购重组
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瀚一律師事務所
HAN YI LAW OFFICES

As one of the most active and knowledgeable resources in the PRC private equity investment community, Han Yi Law Offices is a leading Chinese boutique law firm specialized in formation and deployment of private equity and venture capital funds, M&A, securities, banking and finance, and foreign related dispute resolutions. Legal services provided by Han Yi lawyers are a unique combination of Chinese local know-how and best international practice. The firm always provides its clients with prompt and reliable access to experienced lawyers so that they could always receive timely, effective and pragmatic legal solutions to their business mandates on a cost efficient basis.

Han Yi regularly represents world-class private equity investors, venture capitalists, active industrial investors, hedge funds and PRC state-owned investment institutions targeting essentially all major industry areas.

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Han Yi and its lawyers have been consistently ranked high by many leading professional ranking agencies, including, among others:

- Asia's Leading PE & VC Law Firms - Leading Boutique Firm *Asian Legal Business* (2009, 2010 and 2011)
- Private Equity - China Buyout: Highly Recommended Firm *Chambers & Partners* (2009-2015)
- Private Equity - China Buyout: Band 1 Lawyer *Chambers Asia Pacific* (2012, 2013, 2014 and 2015)
- Leading Firm in Private Equity & Venture Capital *China Business Law Journal* (2014)
- Boutique M&A Law Firm of the Year in China *CorporateINTL; Global Law Experts* (2013 and 2014)



化繁為簡，獨樹一幟

MARTIN HU & PARTNERS

Number of partners: 5

In recent years, Martin Hu & Partners has seized opportunities arising from Chinese companies' outbound investment spree and fully leveraged its strengths in providing foreign-related legal services. It's no surprise then that the firm has been involved in launching a number of major domestic and overseas projects and recorded a substantial surge in revenue.

As Martin Hu, the firm's chief partner, puts it: "Boutique firms win clients not because of their size but by virtue of their specialties and customised services."

The firm is home to a team of highly competent talents – most of its lawyers graduated from renowned law schools in China and abroad, and many have practiced with globally recognised firms.

In terms of practice areas, the firm concentrates on corporate and M&A. Additionally, by capitalising on its connection to education, it has assisted a number of international academic institutions in running schools with partners in China as well as assisted Chinese institutions in their efforts to bring in foreign educational resources. The firm also participates regularly in educational campaigns and public welfare causes.



胡光律师事务所

合伙人数量：5人

秉承诚信立所的理念，胡光律师事务所致力于为国内外企业提供高质量的法律服务。近年来，它抓住了中国企业踊跃投入海外投资的热潮，充分发挥自身在涉外法律服务领域的优势，促成多项国内外重大项目的进行，并使收入显著增长。

该所拥有一支高素质的人才队伍，多数律师毕业于国内外著名法律院校，许多成员拥有在国际知名律所执业经历。

业务方面，该所见长于公司法和并购，此外，还积极发挥其在教育领域的业务优势，协助了多家国际院校在华合作办学，也为国内院校引进国外教育提供服务。该所还坚持参与教育公益事业。

该所首席合伙人胡光律师认为：“精品律所应是‘精于所专，品质卓越’，在市场中不是以规模，而是以专长特色、贴心服务来赢得客户。”



JIANGSU FIDES LAW FIRM

Number of partners: 8

Fides pursues development by adopting a local corporate-style system, zeroing in on high-end commercial legal services and banking on its experience in complicated commercial dispute resolution and commercial non-litigation. Its main practice areas include commercial litigation and arbitration, corporate and investment and financing, financial and capital markets, construction and real estate, IPR, labour and human resources, and economic crime prevention and defense.

In 2015, Fides set up an Internet legal department among its practice groups and recruited a number of talents and experts to beef up its team, attracting wide attention. At present, it is the only firm that has been granted special labour law focus by the Jiangsu Provincial Department of Justice.

While boutique firms have to “focus on high-end clients and specialise in commercial laws,” they also need to ensure that they are “characterised by integrity,” says Fides founder Chen Yang.



江苏亿诚律师事务所
JIANGSU FIDES LAW FIRM
专注高端 精于商事

江苏亿诚律师事务所

合伙人数量：8人

以“诚”为本，坚持“地方性公司制律所发展理念”，江苏亿诚律师事务所多年来走出了一条适合自身发展的特色之路。该所专注于为客户提供高端商事法律服务，在复杂商事争议解决和商事非诉法领域具有丰富经验。它的主要业务领域包括：商事诉讼与仲裁、公司与投融资、金融与资本市场、建筑与房地产、知识产权、劳动与人力资源、经济犯罪风险预防与辩护。目前，该所还是江苏省司法厅授予的唯一一家劳动法特色律师事务所。

在2015年，亿诚在业务部门中新设互联网法律部，并引进人才和专家力量扩充其实力，引起广泛关注。

江苏亿诚律师事务所的创始人陈扬律师对精品律所的定义：“以‘专注高端，精于商事’为之精，以‘法衡兆亿，心归一诚’为之品。”

YOUR LEGAL PARTNER IN CHINA



胡光律师事务所
MARTIN HU & PARTNERS

Key Practice Areas

主要业务领域

General Corporate and Business

公司及商业法律事务

Mergers & Acquisitions

企业重组和兼并收购

Disputes Resolution

争议解决

Employment and Labor

人事和劳动

Education

教育

Capital Market

资本市场

Anti-trust and Competition Law

反垄断及反不正当竞争

Tax Law

税法

Banking and Finance

银行及金融

Intellectual Property

知识产权



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江苏亿诚律师事务所

江苏亿诚律师事务所 (Jiangsu Fides Law Firm) 成立于2006年9月, 亿诚以诚信立所, 专注于高端商事法律服务。同时, 也是江苏省司法行政机关授予的唯一一家劳动法专业律师事务所。

亿诚采用公司制律所运作模式, 建立了六个专业方向不同的业务部门, 实现了律师专业化和团队化的有机结合。业务领域包括: 商事诉讼与仲裁、公司法律事务、金融与资本市场、建筑与房地产、知识产权、劳动与人力资源、经济犯罪风险预防与辩护。

亿诚拥有一支高素质的律师团队, 均毕业于国内外一流的法学院。近年来, 本所律师在商法、公司法、知识产权法、国际经济法等领域出版各类专著数十部, 研发数十项法律产品深受广大客户的赞赏与好评。

亿诚成立九年来在商事法律服务领域取得了丰硕的成就, 曾为国内外数十家集团及企业提供商事诉讼及仲裁法律服务, 累计为客户赢取经济利益或挽回经济损失上百亿元。在商事非诉法律服务领域, 亿诚为多家企业在中国境内主板、中小板及创业板首次发行股票并上市提供法律服务, 并为已上市公司的发行新股、可转换债券等再融资及股权激励及兼并收购项目提供法律服务。

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专注高端 精于商事

SHAANXI SILKROAD LAW FIRM

Number of partners: 5

Boutique firms should have “unique business positioning and business development strategies,” shares Yang Haifeng, director of Silkroad’s management committee. This belief is reflected in how Silkroad has leveraged Xian’s low-cost advantage, as the firm provides cost-effective legal services for clients in central and western China as well as other parts of the country. In the past 12 months, Silkroad witnessed a significant rise in clients and revenue from Beijing, Shanghai, Shenzhen and countries/regions outside the mainland, in addition to rapid growth in Shaanxi, its home market.

Currently, the firm’s practice areas include fund establishment, VC, PE investment, listings on the New Third Board, overseas listings, foreign investment, outbound investment, dispute resolution, real estate and IPR. Silkroad has completed preparations for the launch of its Shenzhen office and

is expected to officially open the new branch upon receiving its license this year.



锦路律师事务所
SILKROAD LAW FIRM

陕西锦路律师事务所

合伙人数量：5人

陕西锦路律师事务所利用西安的低成本优势，在西安建立一个高质量律师团队，向中西部以至全国范围内的客户提供高性价比的法律服务。在过去的12个月中，锦路除陕西本地的业务保持快速增长外，北京、上海、深圳及大陆以外国家和地区的客户及收入也显著增长。

锦路开设深圳办公室的准备工作已就绪，获得牌照后2016年将会正式营业。

高质量的律师团队及服务能力以及极具竞争力的收费使锦路在建立后的5年中迅猛成长。目前，锦路的服务领域包括基金设立、风险投资、私募股权投资、新三板挂牌、境外上市、外商投资、境外投资、争议解决、房地产、知识产权等。

锦路律师事务所管理委员会负责人杨海峰律师认为：“精品所就是具有独特的业务定位和业务发展战略的律所。”

MWE CHINA LAW OFFICES

Number of partners: 7

A firm whose core business is government compliance practice, MWE China boasts of a highly experienced legal team composed mainly of former judges, prosecutors and police officers. Not only do the firm’s lawyers have a deep understanding of Chinese laws, regulations and general practices, but they are also familiar with advanced Western models of legal services. They are adept as well at assisting large domestic and foreign companies in optimising operations in China advising them on concerns involving corporate reputation and public relations.

MWE China recently teamed up with McDermott Will & Emery, an international law firm with 19 offices across the U.S. and Europe, aiming to provide global legal services for multinationals both at home and abroad.


John Z.L. Huang, managing partner of the firm, recommends that boutique firms should differentiate themselves from traditional firms by “focusing on areas where they are strongest to build a good reputation” and “developing top-notch talent teams.”

元达律师事务所

合伙人数量：7人

元达律师事务所是一家以政府合规为核心业务的律所，该所拥有一支经验丰富的合规团队，许多团队成员是曾经的法官、检察官和警官，他们对中国法律、法规和操作惯例具有深刻的认识，同时谙熟西方先进的法律服务模式，擅长协助国内外大型企业以最有利的方式经营业务，同时为其提供关于企业声誉及公共关系方面的法律和商业建议。

目前，该所已与在美国和欧洲拥有19个分所的国际性律师事务所 McDermott Will & Emery 结为战略合作伙伴，旨在为国内外的跨国企业提供全球法律服务。

该所管理合伙人黄仲兰律师对ALB记者说：“精品律所应有别于传统律所打造的‘大型航空母舰’，应注重在业务上突出优势领域，树立良好的口碑，且匹配高素质的人才队伍。” 



MWE
China Law Offices
律师事务所



NAME OF RANKING 榜单	MONTH OF PUBLICATION 发布月	NOMINATIONS OPEN* 提名开始日*
• Firms to Watch 精品律所看点	January 一月	5-Nov-2015
• Top 15 Litigators 十五佳诉讼律师	February 二月	9-Dec-2015
• Power List 权力榜	March 三月	28-Dec-2015
• Employer of Choice 最佳雇主	April 四月	19-Jan-2016
• IP Rankings 知识产权排名	May 五月	15-Feb-2016
• China's Top GCs 最佳总法律顾问	June 六月	23-Mar-2016
• Rising Stars 律师新星	July 七月	27-Apr-2016
• M&A Rankings 并购排名	August 八月	26-May-2016
• Fast 10 十佳成长律所	September 九月	29-Jun-2016
• Top Female Lawyers 最佳女律师	October 十月	15-Jul-2016
• Largest Law Firms 最大律所排名	November 十一月	18-Aug-2016
• Top In-House Teams 最佳公司法务团队 • IP Lawyers 知识产权律师	December 十二月	9-Sep-2016

* These dates are subject to change. Please contact ALB for the most up-to-date schedule.
截止日期可能会有调整, 请联系ALB获取最新的报名时间 and 截止日期。

欲了解更多提名信息, 请联系:

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柯杰 CATHAY
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www.cathayassociates.cn
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柯杰律师事务所是一家拥有全球网络的交易型律师事务所, 专注于为领先的国内和国际公司、金融机构以及政府部门就其最具挑战性的交易提供中国法律服务。与柯杰全球法律联盟成员作为一个团队, 我们为中国企业在全世界的投资、并购交易以及其他事务提供跨司法管辖区的法律服务。

柯杰全球法律联盟是由柯杰律师事务所于2015年9月发起设立的一家全球法律服务网络, 目前共有17家成员, 在亚洲、欧洲和南美洲21个国家的23个城市拥有办公室, 并计划在2016年底前将成员数量扩大至40家, 法律服务覆盖五大洲的主要国家和地区。

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