

ALB CHINA

FAST 10

中国 10 佳成长律所

By Ma Yuan 作者：马源



SHOWCASING THE COUNTRY'S FASTEST GROWING LAW FIRMS

我们为您列出在过去一年中成长最快的中国律师事务所

As China officially becomes a net capital exporter this year, Chinese law firms are also vigorously expanding their footprint.

Since June, ALB has been compiling data on law firms' growth over the past 12 months. Several law firms headquartered in local provinces and municipalities have begun expanding nationwide, while Beijing and Shanghai-based law firms are racing to expand globally.

The ALB China Fast 10 Firms 2015 list aims to highlight law firms with the fastest growth in the past year. Law firms are evaluated and ranked based on indicators such as head count growth, new core partner hires, key clients and new offices. Some of the winning law firms are already large in size, while others are not very big but are growing rapidly.

The names below are in alphabetical order.

随着中国今年正式成为资本净出口国，律师事务所也在大张旗鼓地实施他们的扩张计划。

今年六月开始，ALB开始统计在过去一年内律所的成长资料，数据会说话。不少总部位于地方省市的律所开始了全国的扩张计划，而总部位于北京和上海的律所也早就在国际扩张计划中争分夺秒。

ALB2015中国十佳成长律所榜单旨在突出过去一年内发展速度最迅猛的律师事务所。我根据人头数增长，新增核心合伙人，重要客户以及新添加的办公室数量等指标来评选出名列前茅的律师事务所。获奖律师事务所包含已经规模很大的律师事务所，也有本身规模并不大却有着客观扩张数据的律师事务所。让我们祝贺他们。

以下名单按照获奖律所英文首字母顺序排列。

China's fastest - growing firms 中国发展最快的律师事务所

Firm 事务所名称	Fee earners growth 收费人员人数增长 (%)	Office opening 新开办公室数量	New practices 新业务领域
Dacheng Law Offices 大成律师事务所	25.8	1	4
Jiangsu Dongheng Law Firm 江苏东恒律师事务所	52.5	2	4
East & Concord Partners 天达共和律师事务所	100	1	3
Hylands Law Firm 浩天信和律师事务所	40	3	2
Jincheng Tongda & Neal 金诚同达律师事务所	21.3	2	2
Tahota Law Firm 泰和泰律师事务所	9.4	1	N/A
Tenet & Partners 天衡联合律师事务所	22.1	2	3
Wan Hui Da Law Firm 万慧达律师事务所	11.9	4	4
Yingke Law Firm 盈科律师事务所	82.1	17	3
Zhong Lun Law Firm 中伦律师事务所	27.6	2	0

Fast 10 profiles 中国十佳成长律所简介

DACHENG LAW OFFICES

Head office: Beijing

Year of establishment: 1992

Number of fee-earners in 2014: 3,264

Number of fee-earners in 2015: 4,107

As a full-service law firm, Beijing Dacheng Law Offices (Dacheng) has been expanding its practice since its inception in 1992. Dacheng has added new areas of practice such as asset securitisation, Internet finance, sports and entertainment, among others in recent years. In early 2015, Dacheng and Dentons, a top 10 global law firm, formally signed an agreement to merge, creating a new leading law firm with international reach. The new firm will have over 6,500 lawyers at 120 offices located in more than 50 countries and regions across the world. Wang Jun, director of executive committee and senior partner of Dacheng, said the law office would mainly focus on professionalization, optimizing talent structure, perfecting the mechanism of resource sharing, enhancing the depth and width of information application and promoting the merging work based on content and date they set with Dentons.



Wang Jun,
Executive Committee Director,
Senior Partner

王隽,
执行委员会主任,
高级合伙人



DACHENG
LAW
OFFICES

大成律师事务所

大成律师事务所

总部: 北京

创立年份: 1992年

2014年律所收费执业者人数: 3264人

2015年律所收费执业者人数: 4107人

作为一家综合性律师事务所,大成律师事务所自成立起便不断开拓、全面发展各业务领域。近年来,新增了资产证券化、互联网金融、体育和娱乐方面的业务。2015年初,大成律师事务所与全球十大律所之一的Dentons律师事务所正式签署合并协议,将共同打造一个全新的、布局全球的世界领先国际律师事务所。新律所执业律师人数超过6500人,在遍及五大洲50多个国家和地区设有120家办公室。大成律师事务所执行委员会主任、高级合伙人王隽谈到,未来12个月,律所将重点围绕加强专业化建设,优化人才结构,完善资源共享机制,提高信息化应用的深度和广度等几个方面来开展工作,并继续按照与Dentons确定的内容和时间推进双方的合并整合工作。

JIANGSU DONGHENG LAW FIRM

Head office: Nanjing

Year of establishment: 2005

Number of fee-earners in 2014: 61

Number of fee-earners in 2015: 93

Dongheng enjoyed revenue growth of 50% from 2014 to 2015. It set up two new offices in Suzhou and Xuzhou, and made considerable progress in new practice areas such as intellectual property rights and government legal advisory. In addition, Dongheng took the top spot in Jiangsu in terms of growth in the practice areas of the New Third Board and PPP (public-private partnership). Director and managing partner Zhang Lijun said his firm would stick to a corporate-style management model and aim to become a large and powerful law firm in Jiangsu by pursuing growth in multiple areas, with a focus on legal services for real estate, urbanization and infrastructure construction, and government advisory. In the coming year, Dongheng is set to open an office in Nantong to optimise its presence in the central, southern and northern parts of Jiangsu. It will also step up cooperation with Sino-Global Legal Alliance (SGLA) members to actively explore PPP projects as well as New Third Board practices.

江苏东恒律师事务所

总部: 南京

创立年份: 2005年

2014年律所收费执业者人数: 61人

2015年律所收费执业者人数: 93人

东恒2014年至2015年度,营业额增长量达50%,新设立了苏州和徐州两个办公室,同时东恒在新业务领域取得长足发展,如知识产权、政府法律顾问领域,此外新三板和PPP领域在江苏地区的排名第一。东恒律师事务所主任、首席合伙人张利军表示,东恒将坚持公司化管理模式,以建筑房地产、城镇化和基础设施建设、政府法律服务为核心,多领域并进,做江苏区域的大所强所。同时在未来一年里,东恒将在现有苏州、徐州分所的基础上,开办南通分所,完善苏中、苏南、苏北的全面布局,同时加强与中世律所联盟成员的合作,积极开拓PPP项目和新三板业务。



Zhang Lijun, Chief Partner
张利军, 首席合伙人



东恒律师
DONGHENG LAWYER



DACHENG
LAW
OFFICES

大成律师事务所



大成律师事务所

Founded in 1992, Beijing Dacheng Law Offices, LLP (hereinafter referred to as Dacheng) is one of the earliest and largest partnership law firms in China. Headquartered in Beijing, Dacheng currently has over 4,000 lawyers and professionals worldwide and comprise altogether 52 domestic and overseas offices.

Dacheng has been awarded numerous honors from various legal media for its professional, comprehensive, timely, high-quality and efficient legal services. In 2014, Dacheng won the awards: "2014 Best Employer in China" and "Top 10 Fastest-growing Law Offices in China" by Asian Legal Business (ALB); "2014 China VC/PE RMB Fund Raising Legal Advisor of the Year" by Zero2IPO; "2014 China Top 5 (PE/VC-backed) Legal Advisor of the Year" by China Association of Private Equity and Beijing Private Equity Association; "2014 Law Firm of the Year" and "2014 Deal of the Year" by China Business Law Journal (CBLJ) and "Top of 2014 Asia Pacific 150" by The Lawyer.

At a signing ceremony on January 27, 2015, Dacheng, the largest law firm in Asia, and Dentons, a top 10 global law firm, announced a combination that would bring a brand new, world-leading international law firm with global presence. The new firm would have over 6,500 lawyers and professionals, more than any other firm in the world.

Practice Areas

- General Corporate Services
- Merger, Acquisition and Corporate Restructuring
- Securities and Capital Markets
- Private Equity and Investment Funds
- State-owned Enterprises Restructuring and Property Disposition Transactions involving State-owned Enterprises
- Real Estate and Construction
- Mining, Energy and Resources
- Banking and Finance
- Foreign Direct Investment and M&A
- Overseas Investment
- Antitrust and National Security Review
- Taxation
- International Trade
- International Trade Remedies and WTO
- Admiralty and Maritime Law
- Intellectual Property
- Disputes Resolution and Enforcement
- Criminal Defense
- Labor Law

Beijing Dacheng Law Offices, LLP

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东恒律师事务所成立于 2005 年，是一家以建筑房地产、城镇化和基础设施建设、政府法律服务为核心，多领域并进的综合性法律服务供应商。东恒现有员工 150 余人，设有 PPP 项目中心、建筑房地产、新三板、公司业务、投融资、并购、财富传承、信用管理、知识产权等多个专业法律服务部门，拥有南京、苏州、徐州三地一体化的办公场所。东恒已于 2015 年 5 月加入中世律所联盟（SLGA），服务网络覆盖全球主要经济城市。

东恒始终以客户目标和需求为中心，以法律为依据，通过资源整合和专业服务，为客户架构系统解决方案，管理风险，创造价值。凭借多年丰富的法律服务和企业风险管理经验、精益求精的执业能力，为以南京为核心的江苏、华东及国内外客户提供了多样化、深度化、团队化的法律服务，赢得了客户的普遍赞誉。





Zhou Qi,
Managing Partner
周琦, 管理合伙人



Li Dajin, Director
李大进, 主任

EAST & CONCORD PARTNERS

Head office: Beijing

Year of establishment: 2014

Number of fee-earners in 2014: approximately 150

Number of fee-earners in 2015: approximately 300

East & Concord Partners is a full-service law firm established through the 2014 merger between the previous East Associates Law Firm and previous Concord & Partners. The number of lawyers at East & Concord Partners has a substantial growth since then. It has set up an office in Wuhan based on its initial Shanghai office and Shenzhen office. East & Concord Partners' managing partner told ALB that the firm aims to capitalize on the merger to develop itself into a large and powerful law firm with professional expertise, innovative ability and global vision. The firm is also looking to set up a rigorous and standardised management system, a scientific and reasonable allocation system, a clear mechanism for lawyer training and promotion, and a steady and practical safeguard mechanism. In terms of business, it will create up to two new growth areas by reasonably consolidating existing practices based on internal and external considerations.



天達共和律師事務所
East & Concord Partners

天達共和律師事務所

總部：北京

創立年份：2014年

2014年律所收費執業者人數：約150人

2015年律所收費執業者人數：約300人

天達共和律師事務所系由原天達律師事務所與原共和律師事務所於2014年合併而成立的一家大型綜合合伙制律師事務所。自去年合併至今，天達共和的業務及人員均大幅度增長，在原有的上海、深圳分所基礎上又在武漢新設立分所。从天達共和的執行合伙人處了解到，該所的發展戰略是藉合併之勢，努力將天達共和打造成一家有一定規模、有綜合實力、有專業特色、有創新能力、有國際視野的律師事務所。而對於未來一年內發展的具體規劃，則是在管理上，建立一套嚴謹規範的管理制度、科學合理的分配機制、明確清晰的律師培養和晉升機制、穩定務實的保障機制；在業務上，合理整合原有業務，並在結合外勢內情的基礎上，開創1-2個業務增長點。

HYLANDS LAW FIRM

Head office: Beijing

Year of establishment: 2007

Number of fee-earners in 2014: 200

Number of fee-earners in 2015: 280

As a homegrown law firm undertaking international business, Hylands not only has offices in important mainland cities and Hong Kong, but also boasts of over 150 partner law firms in more than 100 countries and regions around the world, thanks to its membership in TerraLex alliance. Hylands has made breakthroughs in providing legal services for overseas property purchase, investment immigration and wealth inheritance since last year. Liu Hong, a partner, said he hopes that the firm would not only pay attention to both breadth and depth in developing professional expertise but also retain its positive and innovative vitality. He also explained that Hylands will strengthen its development in four major aspects: professional expertise and global vision, talent training and internal promotion, internal management system reform, and brand building and market development.

浩天信和律師事務所

總部：北京

創立年份：2007年

2014年律所收費執業者人數：200人

2015年律所收費執業者人數：280人

作為一家承接國際業務的本土律所，浩天信和不僅在大陸重要城市、香港等地開設有分所，更同時通過加入TerraLex聯盟在全球100多個國家和地區擁有150多家合作律師事務所。自去年以來，浩天信和在海外置業與投資移民以及財富傳承領域取得了新的突破。其合伙人劉鴻稱希望未來律所既能在專業發展上兼顧廣度與深度，又能保持積極向上、不斷創新的活力。他還表示，未來將主要從四個層面重點加強律所的建設：業務專業化，視野國際化；注重人才培養和內部晉升機制；探索律所內部管理制度的革新；加強律所品牌 and 市場建設。



Liu Hong, Partner
劉鴻, 合伙人

浩天信和律師事務所
HYLANDS LAW FIRM

HYLANDS LAW FIRM 浩天信和律师事务所



■ Liu Hong, Partner
刘鸿, 合伙人

HYLANDS: NEW GROWTH, NEW DREAM

In August 2015, Hylands Law Firm was named by ALB as one of the "2015 Fastest 10 Growing Law Firms in China". This was just one of the many accolades that Hylands has received, other include: "2015 Asia-Pacific's Top 100 Law Firms" by The Lawyer; "Leading PRC Law Firm" in the areas of International Trade, Technology, Media & Telecom and Intellectual Property by Chambers & Partners in 2015. The continuous stream of these honours is a recognition of the hard work done at the young full-service law firm.

Headquartered in Beijing, Hylands has offices in Shanghai, Nanjing, Guangzhou, Hangzhou, Wenzhou, Shenyang and Hong Kong. There are more than 60 partners and over 300 lawyers, paralegals and other professionals presently. All of them graduated from prestigious law schools.

As a leading full-service law firm in China, Hylands is committed to meeting its clients' multi-layered legal services requirements. Its main areas of practice include Dispute Resolution, Intellectual Property, International Trade, Antitrust, Entertainment & Media, Finance & Capital Markets, Corporate & Investment, Real Estate, Energy, Mining & Infrastructure, Labour & Employment, and Wealth Inheritance.

Hylands has been exploring and innovating all while maintaining high professional standards. "Currently, a lawyer's responsibility is not just being a 'fire fighter' who solves problems for clients after problems occur," Qiu Mei, partner at Hylands, tells ALB. "Instead, lawyers should find out clients' potential risks and needs in a forward-looking manner and become trusted advisers. They should be members of the think-tank for the clients in management, business and capital operation to help them grow stronger and bigger." Qiu Mei is also a member of the Banking and Financial Laws Committee of Beijing Lawyers Association.

High-quality lawyers are crucial to the development of a firm. For a firm to achieve new heights, lawyers' self-development is especially important. In this respect, Hylands has trained and supported a number of young partners. They have become rising stars in their respective fields. Zhu Zhitong, Xu Yu, Li Zhengning, Tao Shan and Zhang Miao represent such young partners. "A rapidly growing law firm not only depends on the growth of young lawyers and young partners but also depends on the assistance and support from main partners and the cooperation and resource-sharing between partners," Xu Yu explains to ALB.

As for development expectations, Liu Hong, director and partner at Hylands, says: "Hylands aims to become a home-grown law firm undertaking international businesses. We hope we can develop our professional expertise in both breadth and depth while retaining our positive and innovative vitality."

浩天信和： 新成长，新梦想

2015年8月，浩天信和获得ALB中国十佳成长律所称号。这仅是浩天信和成立后获得的众多奖项之一。2015年英国《The Lawyer》杂志“亚太区100强律师事务所”，2015年钱伯斯国际贸易、传媒通讯、知识产权领域“优秀中国律师事务所”……纷至沓来的荣誉认可了这家年轻的综合性大律所过往的付出与汗水。

浩天信和总部位于北京，同时在上海、南京、广州、杭州、温州、沈阳及香港设有分所。律所现有60余名合伙人和300余名执业律师、律师助理及其他专业法务人员，全部来自于著名法学院。

作为国内居于领先地位的综合性律师事务所，浩天信和力求满足客户全方位多层次的法律服务需求，主要业务领域包括：争议解决，知识产权，国际贸易，反垄断，娱乐传媒，资本市场和金融业务，公司与投资，房地产，能源、矿业和基础设施，劳动法律事务和财富传承。

律所在坚持高度专业水准的同时，开始积极探索，锐意创新。“目前，律师的职责不再只是客户出现问题后负责解决问题的‘救火队员’，而是更加具有前瞻性地发现客户未来可能出现的潜在风险和需求，为客户做大做强，管理运作、经营运作、资本运作并举充当智囊团及‘军师’。”浩天信和律师事务所合伙人邱梅对ALB表示，她同时还是北京市律协银行金融法专业委员会委员。

高水平的律师是律所发展的关键。律所要实现新的成长，律师的自我成长显得尤为重要。在这方面，浩天信和培养和扶持了一批年轻合伙人，他们在各自领域成为冉冉升起的新星，朱志彤、徐羽、李正宁、陶姗、张淼就是其中的代表。“一个快速成长的律所，一方面依赖于年轻律师、年轻合伙人的成长，但另一方面，更依赖于大合伙人的帮扶传带，以及合伙人之间的平行合作、资源共享。”徐羽对ALB表示。

“浩天信和定位于一家承接国际业务的本土律师行。希望未来既能在专业发展上兼顾广度与深度，又能保持积极向上、不断创新的活力。”对于未来的发展期许，浩天信和律师事务所主任及合伙人刘鸿这样对ALB说到。



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He Baoyin,
Director, Management
Committee Director

贺宝银, 主任,
管理委员会主任

JINCHENG TONGDA & NEAL

Head office: Beijing

Year of establishment: 1992

Number of fee-earners in 2014: 314

Number of fee-earners in 2015: 381

Since its establishment in 1992, Jincheng Tongda & Neal has formed a network of offices across China to provide clients with legal services on a wide range of matters, including securities, finance, real estate, project financing, infrastructure, insurance, M&A, tax, intellectual property rights, antitrust, foreign investment, international trade, WTO dispute resolution, commercial arbitration and litigation. Since last year, JT&N has opened two new offices in Jinan and Hefei, and won quite a few important new clients, including Haitong Securities Co Ltd and Jiayou International Logistics (Beijing) Co Ltd, helping it achieve year-on-year revenue growth of 30%. It also carved out new practice areas like Sino-European bilateral investment treaty negotiation and commercial bribery. He Baoyin, director of JT&N, is confident that the firm would narrow the gap between domestic peers in terms of partner and lawyer structure, overall competitiveness and service network presence, and take its share of the Asia-Pacific market through continuous development. In the coming year, the firm has its eyes on the domestic market, while reasonably developing overseas markets.



金诚同达律师事务所

金诚同达律师事务所

总部: 北京

创立年份: 1992年

2014年律所收费执业者人数: 314人

2015年律所收费执业者人数: 381人

自1992年成立以来,金诚同达律师事务所已形成覆盖全国的网络,为客户提供广泛的法律服务,业务范围涵盖证券、金融、房地产、项目融资、基础建设、保险、并购、税务、知识产权、反垄断,到外商投资、国际贸易、WTO争端解决、商事仲裁诉讼等多个领域。该律所去年至今新开设了济南和合肥两个分所,增加了海通证券股份有限公司、嘉友国际物流(北京)有限公司等重要客户,营业额同比达30%的增长,同时开辟了中欧双边投资协定谈判、商业贿赂等新领域。金诚同达律师事务所主任贺宝银称,在合伙人和律师结构、业务综合竞争力、服务网络布局等方面,通过不断发展,律所将同国内同类大所缩小差距,在亚太市场上占有一定份额。未来一年里,律所将继续拓展国内市场,适当发展境外市场。

TAHOTA LAW FIRM

Head office: Chengdu

Year of establishment: 2000

Number of fee-earners in 2014: 415

Number of fee-earners in 2015: 454

Managing partner Cheng Shoutai believes that as a law firm headquartered in southwestern China, Tahota is facing pressure to break through regional constraints as well as unprecedented development opportunities. Tahota opened its Jinan office in June 2015, with the number of lawyers increasing from 415 last year to 454 this year. Preparations are being made for the Shanghai office opening, and plans to set up offices in Washington, Hong Kong and other cities overseas are under way.

Cheng said Tahota has begun implementing a differentiated development strategy as it aims to establish its presence in provincial capitals in western regions by growing and strengthening its Chengdu and Chongqing offices to form a legal-service network in the area. The firm will also establish reasonable presence in coastal regions and further explore overseas markets. In the next 12 months, Tahota will accelerate the construction of its internal knowledge management platform and the development of its legal-service products, and boost external cooperation with renowned law firms both at home and abroad to set up a legal-service platform across regional and national borders. Additionally, the firm will also bring in leading talents in areas of the Internet, tax, energy and health care to achieve transformation and upgrade its professional expertise.

泰和泰律师事务所

总部: 成都

创立年份: 2000年

2014年律所收费执业者人数: 415人

2015年律所收费执业者人数: 454人

作为一家总部位于西南地区的律所,泰和泰律师事务所首席合伙人程守太认为其面临着区域突围的压力,但同时也有着前所未有的发展机遇。2015年6月,泰和泰济南办公室正式开业,律师数量由去年的415人增加到今年的454人。目前上海、昆明办公室在如火如荼的筹备设立中,而华盛顿、香港等海外布点计划也已确定并正在推进当中。程表示,泰和泰现在正着手实施差异化发展战略布局,将在西部省会城市积极布点,做大做强成都、重庆两翼,尽快形成泰和泰西部省会城市法律服务网络,在沿海地区适当布点,并进一步走出去开辟海外市场。未来一年,泰和泰将对内加速知识管理平台建设和法律服务产品研发;对外将加强与国内外知名律所合作,旨在建立跨区域、跨界的法律服务平台;同时将重点引进互联网、税务、能源、医疗健康等专业领域的领军人才,不断实现专业的转型升级。



Cheng Shoutai,
Chief Partner

程守太, 首席合伙人



JINCHENG TONGDA & NEAL 金诚同达律师事务所

JT&N: WINNING THE FUTURE WITH SINCERITY AND PROFESSIONALISM

“A man’s proper truth is pure sincerity in its highest degree - without this pure sincerity one cannot move others.”
– Zhuangzi · Fisherman

“Being honest and sincere to achieve joint development” is the philosophy of Jincheng Tongda & Neal Law Firm (“JT&N”). Over the 23 years since its establishment, guided by this philosophy, JT&N has upheld the highest professional standards, and evolved into one of the most important full-service law firms in China.

Last month, the hearing for Japan and the European Union’s (“EU”) lawsuit against China’s anti-dumping measures targeting high-performance seamless stainless-steel pipes imported from Japan and the EU in the appeal stage was held at WTO headquarters in Geneva. Peng Jun, senior partner of JT&N, became the first Chinese lawyer ever to attend court debate in the appeal stage of a WTO case.

This is just one of the many accolades received by JT&N. In 2006, JT&N was named a “Ministry-level Civil Law Firm” by the Ministry of Justice; in 2006, it was among “Top 30 Fastest Growing Law Firm in Asia” ranked by ALB. In 2010, it was the third time recognized as an “Excellent Law Firm in China” by the All China Lawyers Association;

JT&N was first founded in late 1992. Today, it is one of the largest and most dynamic law firms in the country, with over 300 professional lawyers.

JT&N has distinguished itself as a leader in multiple areas of practice. The firm’s practice areas include international trade and WTO, intellectual property (“IP”), merger and acquisition (“M&A”) and restructuring, insurance, antitrust, high-tech, company establishment and corporate compliance, private equity, banking and finance, bankruptcy restructuring & liquidation, etc.

JT&N boasts top-notch attorneys in China in each practice area. It seeks to help clients resolve practical legal issues with a rigorous academic-style attitude, and professional and expert services.

“We are in the history. We are making the history.” This is how attorney Peng Jun felt when attending court debate in the appeal stage of the WTO case. This is also the expectation and wish of all attorneys at JT&N. Peng Jun specializes in JT&N’s private equity/venture capital/corporate M&A/international trade relief and WTO trade laws.

Founded in 1998, JT&N’s international trade team now consists of 24 attorneys, and has become one of the leading legal teams in international trade in China. In March 2015, attorney Yang Chen represented, and provided professional legal services for, duty Chinese tire industry in the antidumping and countervailing investigations initiated by the US, the alleged value of

which is more than \$2.3 billions. In July 2015, attorney Peng Jun advised China Communications Construction Company Limited (“CCCC”) in the “CCCC - Gwadar, Pakistan” project. More and more attorneys from JT&N’s international trade team are becoming active players in the arena of international trade.

IP is another main practice area of JT&N. There are 16 attorneys specializing in this area at JT&N, all of whom have accumulated rich experiences by handling IP cases of various types, with quite a few cases being the first in the country. In 2015, the firm has undertaken several exemplary cases, including the trademark administrative lawsuit of Unipharm US (handled by attorney Pang Zhengzhong) in January 2015 and the Chrysler trademark protection case of Chrysler (China) Automobile Sales Co., Ltd. (handled by attorney Zhao Ping) in February 2015, etc.

The legal profession has extremely high requirements on professional expertise and rigorous thinking, especially so in the M&A field. M&A is also a highly acclaimed practice area of JT&N. JT&N specializes in private equity and venture capital. It has actively participated in a number of Chinese venture capital and private equity deals, with investors including International Data Group, CDH Investments, Intel, Carlyle, International Finance Corporation (IFC), Sequoia Capital, Vertex (Singapore) and OWW (Singapore). Guan Jun, senior partner at JT&N, told ALB that the devil is in the details. The due diligence in the early M&A stage is where lawyers catch “devils”.

Mei Yiqi once said: “A university is a university only when it has good teachers”. Similarly, how to attract and retain top talents is crucial to a law firm’s development. In this respect, JT&N has created a unique management model of appropriate corporate-style management on the basis of partnership. All of the firm’s major matters are discussed and decided by the senior partner meeting, which is the firm’s supreme governing and decision-making body. The management committee, formed through election, focuses on implementation and adopts a director accountability system. A strategic development committee is set up under the senior partner meeting, and one of its main responsibilities is to evaluate the performance of partners.

This management model, characterized by clearly-defined rights and responsibilities, is conducive to incentivising partners to take part in firm management. It also helps partners appreciate the importance and difficulty of management, which is in turn good for strengthening the firm’s management work.



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TENET & PARTNERS**Head office:** Xiamen**Year of establishment:** 1993**Number of fee-earners in 2014:** 149**Number of fee-earners in 2015:** 182

As a commercial law firm based in the west coast of the Taiwan Straits, Tenet & Partners is committed to providing all-round legal services for its high-end clients. Its revenue has grown by more than 30% since last year despite its small growth number of its fee-earners. The firm not only holds a leading position in the traditional litigations and non-litigation fields, but also gains trust in the field of capital market, M&A and Internet finance, etc. Most notably Tenet & Partners holds the largest share in Fujian in terms of the New Third Board market.

The firm aims to move all its offices into 5A-grade office buildings, and achieve office automation to comprehensively improve clients' on-site experience this year. In the next 12 months, Tenet & Partners plans to improve its brand and reputation in three major practice areas of capital markets, M&A, and family-wealth succession; continue to sharpen professional expertise in traditional litigation and corporate and government legal advisory; practice quality management and control as well as risk prevention and control. Sun Weixing, director of Tenet & Partners and chairman of its partner meeting, said the firm is keen to boost its professional image and leave a lasting legacy.



Sun Weixing,
Partner, Director
孙卫星, 合伙人, 主任



天衡联合律师事务所 Tenet & Partners

天衡联合律师事务所**总部:** 厦门**创立年份:** 1993年**2014年律所收费执业者人数:** 149人**2015年律所收费执业者人数:** 182人

作为一家立足于海西的高端商事律所,天衡一直以客户为中心致力于为客户提供专业务实的综合解决方案。2014年在人员未大量增加的情况下,营业额获得了超过30%增长的成绩,成为福建唯一业绩破亿的律所。天衡不仅在传统诉讼与非诉讼领域的服务水平处于全国领先地位,而且在资本市场、并购重组、互联网金融等方面都获得客户信赖,尤为突出的是,天衡在新三板市场中占据福建省最大的市场份额。今年,天衡各地分所均已入驻5A级写字楼并实现办公自动化,全面提升客户来所体验。在未来12个月里,天衡将强化“海西高端商事律所”的定位,尤其在资本市场、并购、家族财富传承三大业务板块继续提升品牌美誉度,在公司及政府法律顾问及传统诉讼业务板块继续加强专业化建设;推进律所在部门专业化建设、业务质量管理控制、风险防范控制等领域的发展。合伙人会议主席、主任孙卫星称天衡将不断提升专业水准,塑造专业形象,打造“百年天衡”。

WAN HUI DA LAW FIRM**Head office:** Beijing**Year of establishment:** 1999**Number of fee-earners in 2014:** 253**Number of fee-earners in 2015:** 283

Wan Hui Da Law Firm has witnessed robust growth for the past years and has added, since last year, new offerings in areas of trade secret litigation, antitrust laws as well as litigating disputes over technology agreements and other technology-related matters in multiple jurisdictions. It has offered legal services to clients including Hershey's, Armstrong, Suning, among others. Case load grew 9% compared with the same period a year earlier.

The firm is intent on creating the best customer experience and committed to becoming a top-tier intellectual property firm combining the strong credentials of a domestic Chinese firm with the multilingual and interdisciplinary skills of an international firm. Managing partner Bai Gang said that in the coming year, the firm will leverage its IP resources in academic, practical, legislative and technological know-how to proactively anticipate its clients' needs, address their concerns and aggressively prosecute and enforce their IPRs in China.

万慧达律师事务所**总部:** 北京**创立年份:** 1999**2014年律所收费执业者人数:** 253人**2015年律所收费执业者人数:** 283人

去年至今,万慧达律师事务所继续保持良好的发展态势,并在商业秘密、反垄断和涉及技术合同的诉讼和涉及多国的诉讼方面有特别的加强,与前一年度同期相比,在该阶段的案量增长了9%。管理合伙人白刚表示,在未来的一年中,万慧达将运用自身的知识平台、协作平台和沟通平台,更加细致和主动地了解客户需求,为他们的知识产权保护做好计划,定好策略,及时向他们传递最新的法规及动向,高效、谨慎地为他们处理每个具体案件。同时,万慧达始终将立足创造最佳的客户体验,致力于打造中国知识产权法律服务行业的领军企业。



Bai Gang, Partner
白刚, 合伙人



WAN HUI DA
万慧达

泰和泰律師事務所 TAHOTA LAW FIRM

Dedicated in providing one-stop legal services for you

Tahota Law Firm was established on May 25th, 2000, and it is a large law firm in the form of a special general partnership. At present, it has established offices in Beijing, Chengdu, Chongqing, Jinan, Lhasa, Shenzhen, Hong Kong and other cities. Tahota has more than 80 partners and approximately 600 practicing lawyers, assistant lawyers and administrative employees. As a leading comprehensive law firm, Tahota devotes itself to providing clients with all-around one-stop legal services.

www.tahota.com

致力于为您提供一站式法律服务

泰和泰律师事务所成立于2000年5月25日，系大型的特殊普通合伙制律师事务所。目前，已在北京、成都、重庆、济南、拉萨、深圳、香港等地设立了分支机构。泰和泰拥有合伙人80多名，执业律师、律师助理及行政工作人员逾600人。作为一家实行差异化经营、居于领先地位的大型综合性律师事务所，泰和泰致力为客户提供全方位的一站式法律服务。

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福建天衡联合律师事务所

Tenet & Partners

海西高端商事律所

部级文明所 · 全国优秀律师事务所

中世律所联盟成员所 · 两岸资本市场服务联盟发起机构

房地产与建筑工程 · 公司商事 · 并购重组 · 资本市场与金融 · 政府法律顾问 · 海事海商 · 知识产权
刑事 · 争议解决 · 劳动和人力资源 · 家事与财富传承 · 贸易救济与竞争法



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YINGKE LAW FIRM



Mei Xiangrong,
Partner, Director
梅向荣, 合伙人, 主任

Head office: Beijing
Year of establishment: 2001
Number of fee-earners in 2014: 2,365
Number of fee-earners in 2015: 4,307

With 29 offices across mainland China and 27 overseas offices, Yingke Law Firm currently employs over 4,300 fee-earners. Last year, it set up a number of new offices: five in the mainland and 12 overseas, including Madrid, Lisbon and Moscow. In the past year, Yingke expanded its practices in Internet finance, Japanese laws and cross-strait laws, and won 30 new key clients, including Baoshida International Holding Group Co Ltd, China Railway Tunnel Group Co Ltd, and Midea Group Co Ltd.

Going forward, Yingke plans to further improve its domestic office system as well as enhancing its information management and knowledge management systems. The firm is also looking to have 40 offices in the mainland and continue to boost its global presence over the next 12 months by opening branches or forming strategic alliances in important cities and economic hubs, including in France, Germany, Greece and Switzerland. Its overseas legal practices are set to double from 2014 as Yingke aims to become the "choice law firm" for Chinese companies seeking legal services for their overseas investment and trade. Mei Xiangrong, a global partner and director of Yingke, said that the firm would keep on accelerating its internationalisation process while consolidating its foothold in the mainland, and build a more integrated and efficient one-stop business and financial legal service system.



盈科律师事务所

总部: 北京
创立年份: 2001年
2014年律所收费执业者人数: 2365人
2015年律所收费执业者人数: 4307人

在中国大陆设有29家办公室, 27个海外城市设有办公室, 目前拥有超过4300

收费执业者的盈科律师事务所, 于去年在中国大陆新设立了5家办公室, 在马德里、里斯本、莫斯科等12个城市设立了分所。在过去的一年里, 盈科拓展了其在互联网金融、日本法律、以及海峡两岸法律方面的业务, 并增加了包括宝世达国际控股集团有限公司、中铁隧道集团有限公司、美的集团股份有限公司在内的30个主要客户。下一步, 盈科将进一步完善律师事务所国内分所体系的建设, 力争在大陆地区的分所总数达到40家; 未来12个月, 盈科继续扩大国际版图, 在全球重要城市和经济中心开设分所或建立战略联盟, 包括法国、德国、希腊、瑞士, 海外法律业务将在2014年的基础上翻一番, 努力成为中国企业海外投资贸易法律服务的“第一选择”; 并进一步完善律所信息管理系统及知识管理系统。盈科全球合伙人兼主任梅向荣表示, 盈科律师事务所将继续在现有基础上, 立足中国大陆, 加快推进国际化建设进程, 构建更加紧密的、高效的一站式商务、金融法律服务体系。

ZHONG LUN LAW FIRM

Head office: Beijing
Year of establishment: 1993
Number of fee-earners in 2014: 900
Number of fee-earners in 2015: 1,148

As a full-service law firm, Zhong Lun counts well-known investment banks, insurance companies and private equity firms both at home and abroad, as well as government agencies, international organisations, foreign consulates and embassies in China, and chambers of commerce as its clients. Last year, it generated revenue worth approximately \$225 million, and opened two new offices in Qingdao and Chongqing. Wu Peng, director of Zhong Lun's management committee, said that while maintaining moderate growth in total revenue, the firm will pay more attention to per capita revenue and develop with a focus on both quality and scale.

Zhong Lun will further push ahead with internationalisation and improvement of professional expertise in light of China's new economic conditions and clients' needs. It will do an even better job in performing social responsibility as a corporate citizen. Wu Peng also said that the firm would continue to strengthen professional team building by bringing in outside talents while training and promoting internal talents. To maximise its brand advantages, Zhong Lun will promote specialisation among lawyers and partners, conduct trainings for new lawyers, organise professional-expertise training salons, and compile practical knowledge for lawyers to ensure practice quality, raise efficiency and improve their ability to fend off risks.

中伦律师事务所

总部: 北京
创立年份: 1993年
2014年律所收费执业者人数: 900人
2015年律所收费执业者人数: 1148人

作为一家综合性律师事务所, 中伦律师事务所的客户包括国内外著名的投资银行、保险公司、私募基金等, 同时也为政府机构、国际组织、外国驻华使(领)馆、商会等提供中国法律服务。去年营业额达约2.25亿美元, 新设立了青岛、重庆两个分所。中伦律师事务所管委会主任吴鹏表示, 未来中伦在维持适度总量增长的同时, 会重视人均收入, 向质量和规模并重的方式迈进; 同时根据中国新的经济形势和客户诉求, 进一步推进中伦的国际化、专业化进程; 一如既往、更多更好地履行中伦作为企业公民的社会责任。吴鹏同时表示中伦将坚持外部引进、内部培养和晋升双管齐下的思路强化专业团队建设, 推行律师和合伙人专业化, 组织新律师上岗培训、律师专业培训沙龙、律师实务知识整理等, 保证业务质量, 提高效率 and 抗风险能力, 进一步确立中伦的品牌优势。



Wu Peng, Management
Committee Director
吴鹏, 管委会主任



WAN HUI DA LAW FIRM 万慧达律师事务所

WAN HUI DA: A FIRM FOCUSING ON INTELLECTUAL PROPERTY PRACTICES

Human's mind is great, as long as it concentrates on some cause, it will produce surprising results. -- Mark Twain

WAN HUI DA, which is rated at the top of its profession by most legal medias such as Chambers & Partners, Legal500 and Managing Intellectual Property on the basis of objective and independent surveys, is recognised as belonging to the 1st tier of intellectual property firms in China. With 15 years' valuable experience in intellectual property practice, WAN HUI DA features streamlined service structure of "IP Agency + Law Firm" and strong office presence in Beijing, Shanghai, Guangzhou, Ningbo, Suzhou, Taizhou, Tianjin, Chongqing, Shenzhen & Hong Kong.

WAN HUI DA is now home to a team of 300+ staff, including 100+ trademark practitioners, 60+ patent practitioners, 60+ attorney-at-laws, as well as 50+ experienced in-house investigators professionally trained for different industries. The firm is a full intellectual property service provider, covering the whole range of trademark, patent, copyright prosecution as well as all forms of IPR dispute resolutions civil, administrative and criminal.

WAN HUI DA is frequently requested by its clients to represent their interests in their most high-profile cases and often finds itself at the forefront of the IPR law practice in China. Selected statistics indicate that from 2008 throughout 2014, it has 10+ winning cases in China's Supreme Court (SPC) and 10 litigation cases selected to be reported in the SPC's Gazette or listed in the SPC's annual 10/50 exemplary cases.

WAN HUI DA is a leading service provider in patent and technology legal services in China. Over the years, it has litigated hundreds of cases in the area of patents, trade secrets and technology disputes, protecting and defending client's interests and advancing China's legal fronts. In this service area, WAN HUI DA has over 90 professionals, attorneys and patent agents, experienced in litigating and prosecuting patents and technology disputes. Its licensed patent agents cover all technical fields, including chemistry, biochemistry, electronic engineering, mechanical engineering, software and telecommunication.

WAN HUI DA welcomed on board, in early 2015, two new senior partners Dr. S. Sam LI and Ms. Tiejun TANG. Both are highly experienced and reputed litigators in patent, trade secrets, and other technology-related matters: Dr. LI has substantial experience practicing law in multiple jurisdictions; Ms. TANG addresses leading edge legal issues in many of her cases. Their arrival has added considerable strength to the firm's patent force.

WAN HUI DA has made remarkable progress in patent litigation field in recent years. A glimpse of its exemplary cases including:

- Representing SEB in obtaining a favorable ruling in a patent infringement suit and in later appeal against a local infringer by having Courts at both instances award damages of RMB 300,000 despite the defendant's denial of the manufacture and distribution action of the infringing products. The case is selected for "SPC's 50 Exemplary IPR Cases for 2014 in China".
- Representing MAPED in a patent infringement lawsuit against the manufacturer and distributor of infringing scissors throughout the first and second instance as well as retrial, and obtained the Supreme Court's confirmation in the retrial ruling, that "extra design" element has no material impact on the determination of patent infringement. The case is selected in the "SPC's Annual 50 Exemplary IPR Cases for 2013 in China".
- Representing Guangzhou New GEP in a re-trial of patent infringement suit, in which the Supreme Court supported the firm's argument that in construction of a claim, if the parties have different understanding of the wordings of the claim, one may refer to the specification and the drawings to interpret the claim. The case is selected for the SPC's 2010 Annual IP Report.

WAN HUI DA combines the strong credentials of a domestic Chinese firm with the multilingual and interdisciplinary skills of an international firm. Its unique blend of resources is based on a deep understanding of the substance and procedure of the IP laws of China. It is also recognized for its dedication to policy and academic researches for the progress of IPR laws in China. Since its inception, the firm has worked with Courts and government bodies as well as industry groups and international organizations for China's legislative and policy development regarding intellectual property. Its contribution to the initial drafting and subsequent amendments to the major IP laws and their interpretations in Court decisions has given the firm reputations in China's IPR community. The advocacy work also allows WAN HUI DA professionals gaining unique insight in law and practice.

As WAN HUI DA Managing Partner BAI Gang states in an earlier media interview, WAN HUI DA will stay focus on intellectual property practice in the future under its motto: "expertise makes it possible".



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