


FIRMS TO WATCH

By ALB

A man in a dark suit and glasses is seen in profile, looking out a large window. The window looks out onto a city street with buildings and a double-decker bus. The scene is brightly lit, suggesting daytime.

As companies look at coping with a sluggish economy, one of the ways they are doing so is by cutting legal costs and thereby moving away from larger outfits and instead, turning to smaller, nimbler law firms. Luckily for them, China has seen the rise of some such quality outfits that are punching well above their work potential in terms of work handled and services delivered.

In keeping with this changing scenario, Asian Legal Business (ALB) has spotlighted the top five Firms To Watch in the country in the new year. This time around, we at ALB targeted only those law firms which have 10 or fewer partners across the country. These are firms that are small, but are already making waves and challenging much larger law firms for their share of work.

The list is in alphabetical order.

律所看点

来源：ALB

随着企业寻求应对疲软的经济状况，它们削减法律费用的手段之一是从大律所转向较小、较灵活的律所。幸运的是，中国涌现了一些优质的小律所，它们所承担的工作和所提供的服务远超自身的工作潜能。

为此，ALB将目光聚焦在2015年值得关注的前五大律所。这次，我们将目标瞄准于在全国范围内只有10名或10名以下合伙人的律所。这些律所规模较小但已在业内颇有名气，而且在市场份额上也已经开始同规模远远更大的律所一争高低。

详情如下：

CMS CHINA

Location of office(s): Shanghai, Beijing

Year of establishment: 1993

Number of partners: Five

Number of fee-earners: 41

CMS, the parent organisation, comprises of 10 independent law and tax firms serving Europe, China and some other emerging markets. The local outfit, CMS China, on the other hand, has only five partners, but is characterised by a wealth of expertise, having been active in the country for several decades through representative offices in Shanghai and Beijing.

The China team specialises in corporate, M&A, commercial, banking and finance, intellectual property (IP), competition, employment, and tax matters. Managing Partner Ulrike Glueck heads a team of almost 30 legal and tax experts to advise clients.

Speaking about the firm and its services, a client remarks: "They are completely on the ball and extremely thorough."

CMS中国

办公地点：上海，北京

在中国的成立年份：1993年

合伙人人数：5人

收费执业者总数：41人

CMS中国的母体组织CMS由服务欧洲、新兴市场和中国的10家独立法律与税务机构组成。本地机构CMS中国只有5名合伙人，但拥有丰富的专长，过去几十年来通过在上海和北京的代表处在中国积极开展业务。

中国团队擅长企业/并购、商事、银行与融资、知识产权、竞争、雇佣和税务领域。管理合伙人Ulrike Glueck博士管理着一支由近30名法律和税务专家组成的团队，为客户提供建议。

一名客户评价道：“他们知识渊博、勤奋高效、全面周到。”

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Managing Partner Dr. Ulrike Glueck

HENGDU LAW OFFICES**Location of office:** Beijing**Year of establishment:** 2009**Number of partners:** Six**Number of fee-earners:** 200

One of the fastest-growing law firms in China, Hengdu Law offices is focused on intellectual property dispute resolution with a winning rate higher than 90 percent.

With six partners leading around 200 employees in China, Hengdu has increased revenues by more than 50 percent and headcount by 125 in the past 12 months.

Cementing its spot as one of the notable IP law firms in the country, Hengdu has been named among China's Fastest-Growing Firms by ALB and China's Best Intellectual Property Law Firm by other media.

Hengdu attributes its rapid growth and its high win rate to its organisational culture that emphasises client focus, teamwork and innovation.



**HENGDU
LAW
OFFICES**

恒都律師事務所

恒都律师事务所**办公地点:** 北京**成立年份:** 2009年**合伙人人数:** 6人**收费执业者人数:** 200人

作为中国增长最快的律所之一，恒都律师事务所重点关注知识产权争议解决，胜诉率高于90%。

恒都由6名合伙人领导全国约200名员工，过去12个月的营收增长超过50%，且员工人数增加了125人。

恒都曾被ALB评为中国增长最快的律所之一，并被其他媒体评为中国最佳知识产权律所，巩固了其作为中国最知名的知识产权律所之一的地位。

恒都认为，其快速的增长和较高的案件胜诉率归功于该所强调以客户为尊、团队合作和创新的文化。

JILIN GONGCHENG LAW FIRM**Location of office:** Changchun, Jilin Province**Year of establishment:** 2003**Number of partners:** Five**Number of fee-earners:** 96

Headquartered in Changchun, Jilin province, Jilin Gongcheng Law Firm is one of the rising stars of the country's legal industry, more so in the northeastern part of China.

The firm specialises in handling civil and commercial litigation, real estate, industrial zones, infrastructure and urban construction, corporate legal service and finance matters. It not only provides legal assistance to companies, but also critical advice to the Jilin provincial government.

As a law firm that is speeding forward rapidly, Jilin Gongcheng attributes its remarkable growth to China's booming economy. The firm's encouraging culture has attracted talented professionals and innovative management structures, with its client base having shot up to 247 from 150 last year.

"Just as the traditional Chinese saying goes, 'Good timing, geographical convenience and good human relations are the three key factors for success,'" a spokesperson for the firm tells ALB.

吉林功承律师事务所**办公地点:** 吉林省长春**成立年份:** 2003年**合伙人人数:** 5人**收费执业者人数:** 96人

吉林功承律师事务所的总部位于吉林省长春，是中国法律行业的新秀之一，特别是在中国东北地区。

该所擅长民事和商事诉讼、房地产、工业园区、基础设施与城市建设、企业法律服务和融资领域。它不仅向企业提供法律服务，而且还向吉林省政府下属的许多机构提供重要建议。

作为一家快速发展中的律所，吉林功承将其显著的增长归功于中国经济的蓬勃发展。该所鼓励为主的文化吸引了有才能的专业人士，并创造了创新的管理结构。其客户数量在去年由150猛增至247。

该所的一名发言人向ALB表示：“正如中国俗语所云，天时地利人和是成功的三大关键因素。”



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 北京市专利代理人协会发起单位
 中国百强大律师

2011年
 最具影响力十大经典案例
 ——“永和豆浆”系列案件

2010年
 最具影响力十大经典案例
 ——“润洁”系列案件

2012年
 中国专利第一案
 ——“凯赛”专利署名案件

2013年
 最具影响力十大经典案例

2014年
 QBPC年度最佳案
 ——“好丽友”系列案件

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恒都 专注于中国高端知识产权诉讼
 Hengdu, focuses on China's high-end intellectual property litigation



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TROUTMAN SANDERS**Location of office(s):** Hong Kong, Beijing, Shanghai**Year of establishment:** 1997 (Hong Kong)**Number of partners:** Nine**Number of fee-earners:** 40

With more than 17 years of experience in assisting clients in China, Troutman Sanders has offices in the country's major business centres of Hong Kong, Shanghai and most recently Beijing, which opened in 2012. The firm has been a specialist in representing Chinese clients in the food, energy and real estate and industries among several others for more than 40 years now.

Troutman Sanders also assists Asia-based clients with their investments and operations in the United States. Notable work done by the firm recently included representing Shuanghui International Holdings Ltd, now part of WH Group Ltd, in its acquisition of Smithfield Foods Inc, the largest takeover of a U.S company by a Chinese firm, valued at about \$7.1 billion.



TROUTMAN SANDERS
长盛律师事务所

长盛律师事务所**办公地点:** 香港、北京、上海**在中国的成立年份:** 1997年 (香港)**合伙人人数:** 9人**收费执业者总数:** 40人

长盛律师事务所服务中国客户逾17年，在中国的主要商业中心香港和上海设有办事处，并于2012年又在北京新开了办事处。不过，该所在为食品、能源、房地产和其他行业的中国客户提供代理服务方面，已有超过40年的历史。

长盛还为亚洲客户在美国的投资和运营提供帮助。该所近期完成的知名案例包括在双汇国际控股有限公司（现隶属于万洲国际有限公司）收购史密斯菲尔德食品公司的交易中，为双汇提供代理服务。这是中国企业对美国企业规模最大的收购交易，价值达到约71亿美元。

WANGHENG PARTNERS**Location of office:** Beijing**Year of establishment:** 2014**Number of partners:** Three**Number of fee-earners:** 18

The newest firm among the five Firms To Watch this year, Wangheng Partners, was formed when three lawyers from Jun He Law Offices, Duan & Duan and Fangda Partners came together. While the firm was launched in September, it officially started operations on November last year. With three partners and 18 staff on board, the firm has already advised on significant international and domestic cases.

Based on the three partners' expertise, the firm has made its focus clear: venture capital, private equity, mergers and acquisitions and dispute resolutions, including industries such as media, sports, the internet, pharmaceuticals, biological sciences, real estate, education, and film and television.

"Owing to our strategic cooperation with other market players, we believe our business will see a significant increase in the next 12 months," says Zou Qiushuang, one of the three founding partners of the firm.


望衡律师事务所**办公地点:** 北京**成立年份:** 2014年**合伙人人数:** 3人**收费执业者总数:** 18人

作为今年值得关注的前五大律所中最新成立的一家，望衡律师事务所由来自君合律师事务所、段和段律师事务所以及方达律师事务所的3名律师组建。该所于去年9月成立，去年11月正式开始运营。凭借3名合伙人和18名员工，该所已为多宗重大的国际和国内案例提供建议。

基于3名合伙人的专长，该所的关注重点十分明确：风险投资、私募股权、并购和争议解决，这覆盖了媒体、体育、互联网、制药、生物科学、房地产、教育、电影电视等行业。

望衡的三名创始合伙人之一邹秋爽表示：“借助我们与其他市场参与者的战略合作，我们相信，我们的业务在未来12个月内将取得显著增长。”



 望衡律师事务所
Wangheng Partners