FAST TO SERVICE TO SE

China's Fastest Growing Firms

中国最佳成长律所

ALB China's fast 10 ranking has always been keenly watched by the market, as the firms on the list represent those with the smartest development strategies and the fastest development speed on the market.

This June, Asian Legal Business (ALB) kicked off the selection of China's top 10 fastest-growing firms in 2017. Our research team compiled statistics on the growth of law firms in the past year, and selected the top-ranking firms based on expansion indicators such as fee-earner growth, new core partner hires, key client wins, new offices and turnover growth. Some of the winning firms are already large in size, while others, though not very large, are backed by objective data of expansion. Congratulations to all winners!

ALB最佳成长律所排名始终受到市场的广泛关注,这些律所代表着市场上最具发展策略和发展速度最为突出的律师事务所。

今年六月,《亚洲法律杂志》(ALB)启动了2017年中国最佳成长律所评选。调研团队统计了过去一年律所的成长数据,根据收费人员增长,新增核心合伙人和重要客户,新添加的办公室以及营业额增长量等相关扩张指标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客观扩张数据的律师事务所,让我们祝贺他们。



METHODOLOGY

Some of the key qualities that were taken into consideration were:

- · Fee-earners growth
- · Key new partners
- · Key new clients
- · Offices newly added
- Practice Areas newly added
- Revenue growth
- · Other kinds of expansion

评选方法

ALB的调研和评选标准包括:

- 收费人员增长
- 新增核心合伙人
- 新增重要客户
- 新开办公室
- 新增业务领域
- 营业额增长量
- 其他相关扩张指标

The law firms have been listed in alphabetical order.

以下获奖名单按律所名称首字母顺序排列。

Firm 事务所名称	Fee earners growth 收费人员人数增长 (%)	Offices newly added 新开办公室数量	Revenue growth 营业额增长 (%)
AllBright Law Offices 锦天城律师事务所	29.5	4	37.26
Beijing DHH Law Firm 北京德和衡律师事务所	14	13	44.9
Chang Tsi & Partners 铸成律师事务所	15.7	2	20
Duan & Duan 段和段律师事务所	47	5	37.3
Fenxun Law Firm 奋迅律师事务所	42.9	1	132
Huiye Law Firm 汇业律师事务所	37	3	50
Hunan RENHEREN Law Firm 湖南人和人律师事务所	87.1	4	100
Llinks Law Firm 通力律师事务所	23.7	N/A	25.7
Shanxi Jiaxuan Law Firm 陕西稼轩律师事务所	67.1	N/A	83
Tahota Law Firm 泰和泰律师事务所	11.9	4	61.8

中国十佳成长律所简介 Fast 10 profiles

ALLBRIGHT LAW OFFICES

Headquarters: Shanghai Founded in: 1999 2016 fee earners: 1435

2017 fee earners: 1810

With offices in 17 Mainland cities and one office in Hong Kong, AllBright Law Offices is a national law firm providing a full suite of legal services. Since its inception, AllBright has been sticking to the path of advancing with the times and pursuing relentless innovation and development. In recent years, in the face of challenging international and domestic economic situations, the firm has responded to the call of the Central Government to adapt to the new normal of economic development, and embarked on the development path that focuses on "scale, specialization, brand-building, international expansion and infor-



mation technology application". The firm opened four new offices in Hefei, Zhengzhou, Fuzhou and Nanchang in 2016, and exceeded RMB 1.8 billion in annual revenue. AllBright continues to be a national leader in practice areas such as securities and capital markets, financial trusts and asset management, WTO and international trade, litigation and arbitration, and maintains good development momentum in the field of professional services for free trade zones and the "Belt and Road" initiative.

锦天城律师事务所

总部:上海

创立年份:1999年

2016年律所收费执业者人数:1435人 2017年律所收费执业者人数:1810人

锦天城律师事务所在中国大陆十七大城 市及香港开设有分所,是一家提供全方 位法律服务的全国性律师事务所。自成 立起,锦天城律师事务所便坚持与时俱 进、不断创新发展。近年来,面对国际 与国内严峻的经济形势,锦天城律师事 务所响应中央适应经济新常态的号召, 坚持走"规模化、专业化、品牌化、国际 化、信息化"的发展道路,去年新设合 肥、郑州、福州、南昌四个分所,全年 业务创收突破18亿元。锦天城律师事务 所在证券和资本市场、金融信托及资产 管理、WTO及国际贸易、诉讼和仲裁等 专业领域保持全国领先地位,在自贸区 和"一带一路"的专业服务领域保持良好 发展态势。

BEIJING DHH LAW FIRM

Headquarters: Beijing Founded in: 1993 **2016 fee earners: 1052 2017 fee earners: 1199**

During the one-year period from 2016 to 2017, Beijing DHH Law Firm grew its annual turnover by 44.9%, and set up 13 new offices in places such as Chengdu, Guangzhou, Wuhan and Shijiazhuang, bringing the total number of offices from 22 to 35, of which four are in overseas markets. With impressive performance in practice areas such as cross-border investment and M&A, international trade and customs, IP, etc., Beijing DHH has also branched out into new practice areas of anti-dumping, countervailing and antitrust. The firm also makes constant efforts to expand overseas legal services, and has long been a leader in the Sino-Russian legal service market. In addition, the firm actively fulfills lawyers' social responsibilities by setting up China law centers in its four overseas outfits to introduce Chinese laws to the international audience, and has also launched its "1+4" (Beijing head office + overseas offices) office sharing model to open its office resources and legal information databases to legal professionals worldwide.

北京德和衡律师事务所

总部:北京

创立年份: 1993年

2016年律所收费执业者人数:1052人 2017年律所收费执业者人数:1199人

北京德和衡律师事务所2016至2017 年度营业额增长44.9%,新增成 都、广州、武汉、石家庄等13家分 所,分所数量由22家新增到35家, 其中4家为海外分所;德和衡在跨国 投资与并购、国际贸易与海关、知 识产权等业务领域成绩斐然,新增 反倾销、反补贴、反垄断等业务, 不断开拓境外法律服务项目,一路 领跑中俄法律服务市场;并积极承 担律师社会责任,在四家海外分所 设立中国法中心,向世界传播中国 法律;启动"1+4"(北京总部+海外 分所)共享办公模式,将办公资源 和法律信息库资源向全球法律人开 放。



CHANG TSI & PARTNERS

Headquarters: Beijing Founded in: 2002 2016 fee earners: 147 **2017** fee earners: 170

A full-service law firm with IP as its core practice, Chang Tsi & Partners has always been refining its practice areas to provide clients with comprehensive, multi-level and one-stop legal services. Since launching offices in Shanghai, Guangzhou and the United States, the firm opened shop in Shenzhen and Hong Kong in 2016, and started several new practices including providing IP due diligence for the venture capital projects of venture capital firms, issuing IP research reports and designing toplevel IP protection strategies for TravelSky Technology Limited and other mega listed companies, and providing special services of IP appreciation and IP commercial operation for numerous companies. Chang Tsi & Partners will continue with the development strategies of always putting client needs first, tightening quality control and enhancing corporate culture building, constantly improve hardware, software and other process management and control systems, and more actively fulfill its corporate social responsibilities while maintaining stable growth of its core business.

铸成律师事务所

总部:北京

创立年份:2002年

2016年律所收费执业者人数:147人 2017年律所收费执业者人数:170人

作为一家以知识产权为核心业务的综合性 律师事务所,铸成律师事务所不断细化业 务领域内容,力争为客户提供全方位、多 层次、一站式的法律服务。自建立上海、 广州分所及美国分支机构以来,2016年, 铸成新开设了深圳分所和香港分支机构 新增业务有为风投公司的风投项目提供知 识产权尽职调查;为中航信公司等超大型 上市公司出具知识产权调研报告及公司顶 层的知识产权保护策略设计:为众多公司 提供知识产权增值及知识产权商业化运作 的专项服务等。铸成将继续坚持以客户需 求为先,严格质量把控,加强企业文化建 设等发展策略,持续完善硬软件等流程管 控体系,进一步在实现核心业务稳定增长 的同时,践行作为企业法人的社会责任。



Cang Yuchun, Founding Partner 茶雨春 创始合伙人



13F, Huamin Empire Plaza, 726 West Yan An Rd, Shanghai 200050, PR China

T: +86 21 5237 0950 F: +86 21 5237 0960

www.huiyelaw.com



DUAN & DUAN

Headquarters: Shanghai

Founded in: 1993 2016 fee earners: 279 **2017 fee earners: 410**

Founded in 1993, Duan & Duan is the most well-known Chinese law firm for high-end international and foreign-related legal services, having accumulated a wealth of practical experiences after over two decades of involvement in foreign-related practices. The firm is committed to specialized development that focuses on brand-building and economies of scale. Since 2016, it has added offices in Chongging, Qingdao, Zhengzhou, Jinan, Devang and other places, ventured into new practice areas of conferences and exhibitions, new media. patents, financial leasing, new energy, etc., and set up a new IP (patent) practice team. The legal drama Heirs invested and produced by the firm's partners has, to a certain extent, expanded the market for the firm, and contributed to an increase in the volume of succession and inheritance cases that the firm is retained to act for both at home and abroad. Over the past year, guided by the development strategy of "scale-focused expansion and development of new practice areas", Duan & Duan's specialized practice teams have been continuing to grow, and the quality of specialized legal services has greatly improved.

段和段律师事务所

总部:上海

创立年份: 1993年

2016年律所收费执业者人数:279人 2017年律所收费执业者人数:410人

段和段律师事务所成立于1993年,是 中国法律界最负盛名的提供高端国际 和涉外法律服务的律师事务所。其在 涉外历经二十多年的发展,积累了丰 富的办案经验。段和段律师事务所致 力于专业化、品牌化、规模化发展。 自2016年起,新增重庆、青岛、郑 州、济南、德阳等地办公室,新增业 务范围包括会展、新媒体、专利、融 资租赁、新能源等,新增知识产权(专利)团队,由段和段合伙人投资出 品的律政电视剧《继承人》在一定程 度上拓展了市场,促进了律所境内外 继承案件业务量的增加。过去一年, 凭借"规模化扩张、新领域开发"的发 展策略,该律所专业部门不断完善、 专业化品质大幅提升。





Wang Yingzhe, Managing Partner 王英哲,管理合伙人

FENXUN LAW FIRM

Headquarters: Beijing Founded in: 2009 **2016 fee earners: 35 2017 fee earners:** 50

In 2016, Fenxun Law Firm witnessed a turnover growth of 132%, set up a new Hainan office, and made strides in new practice areas such as labor law, taxation, dispute resolution and arbitration. In the past year, the firm enhanced its capabilities in existing practice areas by external recruitment. For example, the real estate team added two new partners in 2016 and 2017, the M&A team has two new partner hires in 2017, the labor law practice team welcomed one new partner onboard, and a new tax consultant joined the tax practice team. A number of consultants and associates also joined the firm. On the basis of establishing and deepening its identity as a boutique firm, Fenxun has been continuing to consolidate the concept of high-standard client services, and has further accelerated the internationalization of its brand and talents via the Fenxun-Baker McKenzie legal service platform for Chinese and foreign law firms - the first joint venture office in the country set up with Baker & McKenzie in the China (Shanghai) Pilot Free Trade Zone. At the same time, the firm attaches great importance to talent grooming, and continuously sharpens business capabilities through the establishment of an effective client service mechanism.

奋迅律师事务所

总部:北京

创立年份:2009年

2016年律所收费执业者人数:35人 2017年律所收费执业者人数:50人

奋迅律师事务所去年营业额增长百分比达 132%,新设立了海南办公室,同时在新 业务领域取得长足发展,如劳动法、税务 和争议解决及仲裁等领域。在过去一年 中,该律所通过外部招聘增强了原有业务 领域的执业能力,比如房地产领域,2016 年、2017年新增两名合伙人,并购部在 2017年新增两名合伙人,劳动法新增一名 合伙人,以及税务部新增一名税务顾问, 除此之外,还有若干名顾问和律师陆续加 入。奋迅律师事务所在建立和深化精品律 所的基础上,不断强化高标准客户服务的 理念,通过和贝克·麦坚时国际律师事务 所在上海自贸试验区建立的全国首家联营 办公室 - 奋迅·贝克麦坚时的中外律所法律 服务平台,进一步加快品牌和人才的国际 化,同时,注重人才培养,通过建立有效 的客户服务机制不断提升业务能力。

HUIYE LAW FIRM

Headquarters: Shanghai

Founded in: 1999

2016 fee earners: Over 200 2017 fee earners: Over 300

Huive Law Firm is a leading full-service firm in China specializing in commercial legal services. With outstanding capabilities to integrate legal resources, Huiye already has offices in Shanghai, Beijing, Guangzhou, Nanjing, Chengdu, Lanzhou, Taiyuan and Hong Kong of China and in Atlanta, USA. In 2017, the firm added Xi'an, Ningbo and Wuhan into the list of cities where it has presence. The firm exceeded the RMB 100-million mark in revenue in its Shanghai head office in 2016, achieved a growth rate of nearly 50% in total revenue, and successfully won close to 100 new high-quality clients, pushing its development to a whole new level.

A leader in the practice fields of corporate law and M&A, IP, international trade and investment, labor law and human resources, as well as antitrust and anti-unfair competition, Huiye also boasts a wealth of project experiences and deep insight in fields such as Internet and entertainment media, energy and environmental protection, biology, and medical and health care, providing hundreds of multinational companies and large and medium-sized domestic enterprises in all sectors with efficient and quality legal services on a long-term basis.

汇业律师事务所

总部:上海

创立年份:1999年

2016年律所收费执业者人数:200余人 2017年律所收费执业者人数:300余人

汇业律师事务所是一家全国领先的、以商 业法律服务见长的综合性律师事务所。 汇业具有优秀的法律资源整合能力,目前 已经在中国上海、北京、广州、南京、 成都、兰州、太原、香港以及美国亚特 兰大设立办公机构,同时,2017年新 增设立了西安、宁波、武汉三个办公机 构。2016年上海总所实现亿元突破,汇 业总营业创收增幅近50%,新增优质客户 近百家, 汇业业务发展再上新的台阶。

汇业在公司与并购重组、知识产权、国际 贸易与投资、劳动与人力资源及反垄断与 反不当竞争等领域具有领先业界的优势 在互联网与娱乐传媒、能源与环保、生 物、医疗等领域具有丰富的项目经验及卓 越的洞察力,长期在各领域为上百家跨国 公司和国内大中型企业提供高效、优质的 法律服务。



Yang Guosheng, Director & Chairman of the Management Committee 杨国胜,主任&管委会主席



人和人律师事务所 RENHEREN LAW FIRM

■ 全国优秀律师事务所

湖南人和人律师事务所

湖南人和人律师事务所创立于2005年,是一家以高端民商诉讼、 政府经济法律服务为核心,致力于为高端客户提供高品质有限综合 法律服务的律师事务所。总部位于长沙,已在深圳、株洲、湘潭、 怀化、娄底、郴州、永州、张家界、邵阳、常德设有分所,现有近 20000余平米的办公室和400余名律师及工作人员,荣获"全国优秀 律师事务所"、"中国PPP项目十佳律师事务所"等称号,2017年获 得"ALB中国十佳成长律所"称号。

人和人坚持公司制一体化运营管理模式,实行专业化与团队化相 结合的作业模式,设有高端民商诉讼部、PPP业务部、政府法律事务 部、金融证券业务部、高端法律顾问部、破产业务部、综合诉讼部等 多个专业部门,并辅之品牌战略、行政管理、人力资源、知识管理等 管理部门,以全方位的专业组合满足客户多层次服务需求。

人和人现拥有民商事争议解决、PPP业务、公司事务、政府法律顾 问、地方政府债务优化、平台公司转型、社会稳定风险评估、破产重 整与清算、金融证券、投融资与并购、建设工程、房地产、刑事辩护 等10余个核心业务领域,并在高端民商诉讼、PPP业务、政府经济综 合法律服务、社会稳定风险评估等领域形成了独特的专业优势,赢得 政府及大型企业客户的普遍赞誉。

人和人始终秉承"知行合一,止于至善"的核心价值观,以专业化、 团队化、产品化、信息化、规模化、国际化为发展方向,致力于成为 社会认可、行业尊重、客户信赖和员工幸福的律师事务所。





地址:长沙市雨花区湘府东路二段108号 水岸天际1栋24层

Tel: +86 0731 84156148 Site: www.rhrlawyer.com



HUNAN RENHEREN LAW FIRM

Headquarters: Changsha

Founded in: 2005 **2016 fee earners: 187** 2017 fee earners: 350

Being the first to adopt the model of integrated corporate-style operation in Hunan Province, Hunan RENHEREN Law Firm is a large full-service firm with 11 offices across the country. The firm divides its practices into five segments of high-end civil and commercial litigation, corporate law, finance and securities, PPP, and comprehensive government economic legal services, with over ten sub-divided specialized practice areas. Different practice teams and local offices of the firm work closely together, contributing to the firm's solid comprehensive strength.

Last year, RENHEREN set up four new offices in Shenzhen, Zhuzhou, Xiangtan and Shaoyang, and achieved rapid development in new practice areas, with bankruptcy reorganization, liquidation, social stability risk assessment, and comprehensive legal services for county-level economy already among the top in Hunan Province, Going forward, RENHEREN will continue to eve the establishment of new offices, optimize the structure of inter-disciplinary talents, make vigorous efforts to upgrade information technology, and further push forward specialized development that emphasizes scale and branding by focusing on government economic legal services as the core offering and striving for joint development across various high-end practice areas.

湖南人和人律师事务所

总部:长沙

创立年份:2005年

2016年律所收费执业者人数:187人 2017年律所收费执业者人数:350人

人和人是湖南省首家践行公司制一 体化运营的大型综合性律师事务 所,在全国已有11家办公室,拥有 高端民商诉讼、公司业务、金融证 券、PPP、政府经济综合法律服务五 大业务模块,细分十多个专业业务领 域,各领域各地域协作紧密,综合实 力雄厚。

去年人和人新设立深圳、株洲、湘 潭、邵阳4家办公室,新增业务领域 取得快速发展,破产重整、清算业 务,社会稳定风险评估、县域经济综 合法律服务在湖南省内首屈一指。未 来人和人将继续布局分所,优化复合 型人才结构,大力升级信息化应用, 以政府经济法律服务为核心,各高端 领域齐头并进,进一步推进专业化、 规模化、品牌化进程。



Jiang Fan, Director



David Yu, Managing Partner 俞卫锋,管理合伙人

LLINKS LAW FIRM

Headquarters: Shanghai Founded in: 1998 **2016 fee earners: 118 2017 fee earners: 146**

A leading Chinese firm focusing on commercial legal services, Llinks Law Firm is committed to providing clients with quality legal solutions that are both innovative and practical. In recent years, the firm has managed to maintain its leadership in core areas such as asset management, banking and finance, capital markets, M&A and reorganization, VC/PE, real estate, dispute resolution and compliance. Since last year, Llinks has further upgraded and strengthened practice areas including broad compliance, sports and entertainment, bankruptcy reorganization, insurance, medical and health care, TMT and asset securitization on the basis of its existing core practices. The firm boasted a total headcount of over 200 in 2016, an increase of nearly 21%, and achieved year-onyear turnover growth of over 14%. What is worth mentioning in particular is that the firm's per capita revenue has always been ranked among the top of the industry. Looking ahead, Llinks will continue to pursue innovation and development under its internal operating model of "specialized division of labor and integrated operation".

通力律师事务所

总部:上海

创立年份:1998年

2016年律所收费执业者人数:118人 2017年律所收费执业者人数:146人

通力律师事务所是一家定位于商业法律服 务领域的中国领先律师事务所,致力于为客 户提供创新且务实的优质法律解决方案。近 年来,该所在资产管理、银行金融、资本市 场、并购重组、VC/PE、房地产、争议解 决、合规等核心领域保持领先地位。自去年 开始,通力律师事务所在原有核心业务基 础上,进一步提升并加强了大合规、体育娱 乐、破产重组、保险、医疗健康、TMT、资 产证券化等业务版块。2016年度事务所员工 总数超过200人,增长率近21%,营业收入 同比增长率超14%,值得一提的是,该所人 均创收始终位列行业前茅。通力律师事务所 秉持"专业化分工、一体化运营"的内部运作体 制,不断创新发展。



SHANXI JIAXUAN LAW FIRM

Headquarters: Shaanxi Founded in: 2012 **2016 fee earners: 73 2017 fee earners: 122**

A full-service law firm that has passed the ISO9001 quality management system certification by the International Organization for Standardization, Shaanxi Jiaxuan Law Firm is a partnership firm founded and run in accordance with international practices. Over the past year, the firm has grown from 108 staff in July 2016 to 165 in July 2017, an increase of 53%; it has doubled its office areas, and now sits on 3,000 square meters of modern office space; and, it has also been expanding its practices, with new practice areas in PPP, the New Third Board, the New Fourth Board, asset securitization, financial investment, IP, film and television legal services, etc. Since last year, Shaanxi Jiaxuan Law Firm has achieved outstanding performance in the three specialized areas of large-scale energy projects, large-scale special equipment and legal services for start-ups, continued to lead in corporate bonds, notes and other high-end commercial legal services, and made gratifying inroads into new areas such as PPP, the New Third Board, the New Fourth Board, etc.

陕西稼轩律师事务所

总部:陕西

创立年份: 2012年

2016年律所收费执业者人数:73人 2017年律所收费执业者人数:122人

作为一家综合性律师事务所,陕西稼 轩律师事务所通过了ISO国际标准化 组织ISO9001质量管理体系认证. 是按照国际惯例组建和运作的合伙制 律师事务所。过去一年,律所人员由 2016年7月的108人增长至2017年7月 的165人,增长53%;律所办公面积 扩增一倍,拥有3000平米的现代化办 公场所:律所业务不断扩展,新增业 务领域包括PPP、新三板、四板、资 产证券化、金融投资、知识产权、影 视法律服务领域等。自去年至今,陕 西稼轩律师事务所在大型能源、大型 特种设备、初创企业法律服务三处精 专领域成绩显著,在公司债券、票据 等高端商事法律服务领域持续领先, 在PPP、新三板、四板等新型领域取 得了喜人成绩。

TAHOTA LAW FIRM

Headquarters: Sichuan Founded in: 2000 **2016 fee earners: 590 2017 fee earners: 600**

As a firm headquartered in southwestern China, Tahota Law Firm is faced with the pressure and challenges of venturing outside its home base, but also has ample development opportunities. Over the past year, the firm added offices in Guiyang, Seoul, Busan and Tianjin, launched the new practice of tax planning, and registered a growth of 61.8% in turnover. Since last year, Tahota has been going all out in strengthening the training of lawyers to raise the level of legal services, stepping up professional transformation and upgrading, enhancing knowledge management, accelerating the pace of strategic presence, and ramping up the recruitment of top legal talents. At present, the firm has more than 150 partners, with many joining from well-known firms such as King & Wood Mallesons and Global Law Office. According to Cheng Shoutai, Tahota's chief partner, the firm will further strengthen product research and development in the future, and more actively promote its services in light of its promotion strategies.

泰和泰律师事务所

总部:四川

创立年份:2000年

2016年律所收费执业者人数:590余人 2017年律所收费执业者人数:660余人

作为一家总部位于西南地区的律所,泰 和泰律师事务所面临着区域突围的压力 与挑战,但也拥有着广阔的发展机遇。 过去一年,律所新增贵阳、首尔、釜 山、天津四个办公室,新增税务筹划这 一业务服务领域,营业额增长百分比达 到61.8%。泰和泰律师事务所自去年至 今在加强律师培养提升法律服务水平, 加强专业转型与升级,加强知识管理, 加快战略布局的步伐,加强高端法律人 才引入等方面发力。目前,泰和泰已 有150多名合伙人,且多名合伙人为金 杜、环球等知名律所转入。泰和泰律师 事务所首席合伙人程守太认为未来律所 将进一步加强产品研发,并结合宣传策 略,做好推广工作。 🐠



Cheng Shoutai, Director & Chief Partner 程守太,主任&首席合伙人