

# 2018 **ALB** China FIRMS TO WATCH

## 精品律所

In contrast to large full-service law firms, boutique firms vie for clients' attention by crafting their competencies in specific practice areas.

ALB continues to focus on the growth of small and medium-sized firms. Our research team has come up with ten boutique firms to watch in 2018 according to the following scoring criteria.

相较于大型律所包罗万象的业务范围，精品律师事务所更专注于在某些特定的业务领域，通过精雕细琢其特定领域业务水平以吸引客户的关注。

ALB持续不断地关注着中小型律所的成长。调研团队根据以下标准打分，选取了10个值得关注的精品律师事务所。

Firms 上榜律所	Number of partners 合伙人数量
Cathay Associate Kejie 柯杰律师事务所	7
Covington & Burling LLP 美国科文顿·柏灵律师事务所	6
Han Yi Law Offices 瀚一律师事务所	5
HHP Attorneys-At-Law 上海汇衡律师事务所	3
PacGate Law Group 北京市百宸律师事务所	7
R&P China Lawyers 上海方旭律师事务所	4
Silkroad Law Firm 陕西锦路律师事务所	8
Sheppard, Mullin, Richter & Hampton LLP 美国盛智律师事务所	4
Shihui Partners 北京世辉律师事务所	5
Weil, Gotshal & Manges LLP 威嘉律师事务所	1

## SELECTION METHOD

Both local Chinese firms and the China offices of international firms are eligible to participate in the selection of ALB 2018 Firms to Watch. Participating firms must have not more than ten partners in Mainland China.

ALB has selected the ten winning firms based on the following criteria:

- Size and key practice areas of the firm
  - Most important achievements of the firm over the years
  - Major deals/litigations participated by the firm in the past 12 months
  - Growth in business, headcount and clients of the firm in the past 12 months
  - Development strategies of the firm for the next 12 months
- Winners are listed below in the alphabetical order.

## 评选方法

中国本土律所和国际律所中国办公室均可参与2018年ALB China精品律所评选,参选律所在中国大陆区域需有10名以下(包括10名)合伙人。

基于以下标准,ALB评选出10家上榜律所:

- 律所的规模和主要业务领域
- 律所历年来最重要的成就
- 律所过去12个月中参与了哪些重要交易/诉讼
- 律所过去12个月的业务、人员、客户的增长情况
- 律所未来12个月的发展策略

以下获奖名单按照律所首字母顺序排列。

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ASIAN LEGAL  
BUSINESS  
ASIAN LEGAL BUSINESS CHINA



## CATHAY ASSOCIATE KEJIE

Number of partners: 7

Since its establishment, Cathay Associates Kejie has provided legal advice and services for various Chinese enterprises in their domestic and overseas investment, merger and acquisition (M&A) and financing activities. Its notable work includes providing Sino-Ocean Group Holding Limited with legal opinions on Chinese law for its application for registering and issuing RMB 10 billion of medium-term notes on the interbank bond market in China and its offshore issuance of USD 600 million of subordinated perpetual bonds. At the same time, to better serve the "Belt and Road" initiative and the "go global" efforts of Chinese enterprises, the firm has set up Kejie China Center in regions of interest along the "Belt and Road" route and that attract keen interest from Chinese enterprises for overseas investment and M&A.

## 柯杰律师事务所

合伙人数量：7人

柯杰全球法律联盟自成立以来已经为各类中国企业在海内外的投资并购和融资活动提供法律咨询和服务。如为远洋集团控股有限公司向中国银行间债券市场申请注册发行100亿元人民币中期票据提供中国法律意见；为远洋集团控股有限公司境外发行6亿美元次级永续债券提供中国法律意见等。同时为更好地服务“一带一路”倡议和中国企业“走出去”，柯杰已在“一带一路”和中国企业海外投资并购的热点地区设立柯杰中国中心。

## COVINGTON & BURLING LLP

Number of partners: 6

With a history of close to 100 years, Covington & Burling LLP offers a wide range of legal services to start-ups, multinationals and global investors, covering high-end technology, pharmaceutical and biotechnology, oil and gas, infrastructure, manufacturing and consumer goods, finance and other industries as well as foreign governments and international organizations. The firm opened its Beijing and Shanghai offices in 2008 and 2012 respectively, providing services in practice areas of antitrust and competition, anti-corruption/FCPA, corporate law, government affairs, intellectual property disputes, public policies and more. Notable achievements of the firm include assisting Tencent in its acquisition of Supercell, successfully terminating ITC's investigation of Baosteel on two points of trade secrets and product origin, helping Talpa handle copyright disputes, etc.

## 美国科文顿·柏灵律师事务所

合伙人数量：6人

美国科文顿·柏灵律师事务所有着近百年的历史，为创业团队、跨国企业、全球投资者提供各类法律服务，涵盖高科技、制药和生物技术、油气、基建、制造和消费品、金融等行业以及外国政府和国际组织。该所于2008年和2012年入驻北京和上海，业务领域包括但不限于反垄断与竞争、反腐败/FCPA、公司法、政府事务、知识产权争议、公共政策等。该所协助腾讯收购Supercell；成功终止美国ITC关于宝钢的商业秘密和原产地两个诉点的调查；并协助Talpa处理版权争议。

## HAN YI LAW OFFICES

Number of partners: 5

Han Yi Law Offices is currently one of the few boutique firms in China that has a long-term focus on legal services in the areas of private equity/venture capital as well as merger and acquisition ("M&A"), with practice areas covering every stage of the day-to-day operations of private equity funds such as fund establishment, project investment, post-investment management, investment disputes resolution and exit, as well as M&A transactions. Investment projects that the firm has worked on involve all major industries and sectors. In the coming year, Han Yi will further explore investment and M&A projects in e-commerce, medical and healthcare, online education and training, and other emerging economy sectors.

## 瀚一律师事务所

合伙人数量：5人

瀚一律师事务所是目前国内为数不多的、长期专注于提供私募股权/创业投资以及并购领域法律服务的精品律师事务所。瀚一的业务领域涵盖基金设立、项目投资、投后管理、投资纠纷处理及退出等私募股权基金日常运作以及并购交易的每一个阶段，参与过的投资项目涉及所有主要的行业和领域。未来一年，瀚一将进一步开拓在电子商务、医疗健康及网络教育培训等新兴经济领域的投资和并购项目。

**柯杰** CATHAY  
ASSOCIATES

北京: 朝阳区建国路79号华贸中心2号写字楼26层

电话: 8610 59695336

上海: 浦东新区世纪大道88号金茂大厦45层

电话: 8621 58771007

www.cathayassociates.cn

柯杰律师事务所是一家拥有全球网络的交易和诉讼律师事务所, 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和争议事项提供中国法律服务。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球的投资并购交易、经营和商事争议事项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在“一带一路”倡议和人民币国际化背景下, 于2015年9月发起成立的全球第一家为中国企业海外投资和并购提供一站式服务的法律联盟, 目前在全球拥有52家成员所, 在52个国家的62个城市拥有办公室, 计划在2018年底前将成员所的数量扩大至70家, 在70个国家的80个城市拥有办公室, 覆盖五大洲的主要国家和地区。

- 兼并和收购 Mergers & Acquisitions
- 投资基金 Investment Funds
- 知识产权 Intellectual Property
- 私募融资和投资 Venture Capital & Private Equity
- 证券发行和资本市场 Securities Issuance & Capital Markets
- 商事诉讼和仲裁 Commercial Litigation and Arbitration

阿拉木图 Almaty 雅典 Athens 曼谷 Bangkok 布鲁塞尔 Brussels 布宜诺斯艾利斯 Buenos Aires 布达佩斯 Budapest  
法兰克福 Frankfurt 日内瓦 Geneva 伊斯坦布尔 Istanbul 雅加达 Jakarta 约翰内斯堡 Johannesburg 吉隆坡 Kuala Lumpur  
基辅 Kiev 伦敦 London 马德里 Madrid 马尼拉 Manila 米兰 Milan 明斯克 Minsk 莫斯科 Moscow 新德里 New Delhi 纽约 New York  
巴黎 Paris 布拉格 Prague 圣保罗 St Paul 首尔 Seoul 索非亚 Sofia 悉尼 Sydney 德黑兰 Tehran 特拉维夫 Tel Aviv 华沙 Warsaw

## HHP ATTORNEYS-AT-LAW

Number of partners: 3

Since its inception in 2003, HHP Attorneys-at-Law has been committed to developing itself into China's leading boutique firm that specializes in commercial law and adopts a corporate-style management model, and has established long-term and stable partnership with many well-known domestic and foreign enterprises by building a strong market reputation in merger, acquisition and reorganization, banking and finance, dispute resolution, cross-border legal services and other practice fields by virtue of its professional, accurate and efficient services. At the same time, HHP has greatly expanded its cross-border investment practice by leveraging its rich network of international legal resources. The firm will continue to develop as a boutique law firm by emphasizing "teamwork and quality first", and always serve clients with work of consistent quality.

## 上海汇衡律师事务所

合伙人数量: 3人

自2003年成立以来, 汇衡一直致力于成为中国商事领域领先的专业性、公司化管理的精品律师事务所, 并凭借专业、准确、高效的服务在并购重组、银行金融、争议解决、跨境法律服务等领域形成了良好的市场口碑, 与众多的国内外知名企业建立了长期稳定的合作关系。同时, 汇衡凭借其丰富的国际法律资源网络的优势大大拓展了跨境投资业务。汇衡将立足于“团队合作、质量优先”的思路, 坚持精品化律所的发展道路, 继续以稳定的质量服务客户。

## PACGATE LAW GROUP

Number of partners: 7

PacGate Law Group is a boutique firm focusing on providing a variety of investment institutions and businesses with a full suite of quality legal services in a whole range of areas including private equity and venture capital funds, securities and capital markets, merger and acquisition, foreign investment, dispute resolution, entertainment and media, corporate affairs, etc. In the coming year, the firm will continue to provide clients with professional, quality and cost-effective services that meet their needs, pay attention to the actual needs of clients, and follow the motto of long-term services to win unwavering trust and support from clients with high-quality services.

## 北京市百宸律师事务所

合伙人数量：7人

百宸律师事务所是一家专注于为各类投资机构和企业提供全方位优质法律服务的精品律师事务所，提供的法律服务涵盖多个领域，包括私募股权与风险投资基金、证券与资本市场、收购兼并、外商投资、争议解决、娱乐传媒、公司事务等。百宸律所在接下来的一年，将一如既往地为客户提供专业、优质、切合客户需求且性价比高的服务，关注客户实际需求，本着长期服务的信念，以高品质的服务赢得客户稳定的信任与支持。

## R&P CHINA LAWYERS

Number of partners: 4

R&P China Lawyers supports multinational companies (MNC's) from Western Europe, North America and Australia. R&P is a PRC-licensed law firm operating under international management. This ensures a unique organization that combines a Western-quality service level with strong local expertise and an efficient, pragmatic approach to resolving legal challenges. R&P focuses on Corporate & Commercial, M&A, Restructuring, Regulatory & Compliance, and Dispute Resolution. In recent years, R&P has also built a strong retail practice working for offline and online retailers in fast fashion, high-end fashion, children's products, sportswear, undergarments, as well as leading companies in grocery and horticulture.

## 上海方旭律师事务所

合伙人数量：4人

上海方旭律师事务所 (R&P) 为西欧、北美和澳大利亚的跨国公司提供法律服务。作为国际管理模式下的中国执业律师事务所，这种结合了西方优质服务水平与本地化专业能力以及高效务实工作方式的组合确保了诸多法律业务难题得以解决。其核心业务包括公司与商业、并购、重组、合规以及争议解决。近年来R&P在零售领域积累了卓越的业务能力，为快销、高级时装、儿童用品、运动服装、内衣的线上及线下零售商及国际知名的商超集团、园艺公司保驾护航。

## SHAANXI SILKROAD LAW FIRM

Number of partners: 8

Silkroad Law Firm established its headquarters in Xi'an in 2010 with the aim of taking advantage of Xi'an low business cost and low turnover of lawyers to build a highly-competent team of back-office lawyers to provide clients across the country with legal services that are of higher and more stable quality, can be better controlled in terms of cost and are more efficient by exploring a more reasonable and in-depth knowledge management system. The firm now has close to 40 back-office lawyers in Xi'an, and has set up offices in Shenzhen and Beijing 2016 and 2017, respectively, further fine-tuning its business model of front-office and back-office interaction. The firm is seeing a continuous rise in the number of well-known institutional clients from Beijing, Shanghai, Shenzhen and Hong Kong, and has developed a number of core practice areas such as fund establishment, private equity investment, capital markets, ODI, FDI, dispute resolution, etc.

## 陕西锦路律师事务所

合伙人数量：8人

陕西锦路律师事务所总所2010年在西安设立，追求利用西安低成本、律师低流动性的特点，建立高质量的后台律师团队，探索更合理深入的知识管理体系，为全国客户提供质量更高更稳定、成本更可控、效率更高的法律服务。锦路西安后台已有近40名律师。在此基础上，2016、2017年分别新设深圳、北京分所，前后台互动的业务模式更加完善，北京、上海、深圳、香港的知名机构客户持续增加，形成了基金设立、私募股权投资、资本市场、ODI、FDI、争议解决等核心业务。



# 锦路律师事务所

## SILKROAD LAW FIRM

- Headquartered in Xi'an City of Shaanxi Province, Silkroad Law Firm was founded by several professionals who had long practiced in international firms and first-tier PRC firms before, aiming to pioneer Alternative Legal Service (ALS) in China.

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创办的总部位于西安的律师事务所，致力于在中国实践“替代性法律服务”。

- Over years, Silkroad has established a solid backstage team consisting of nearly 40 professionals of various seniority, supporting its Beijing and Shenzhen offices to provide services to clients in major cities.

锦路在西安建立了一个近40名不同年资律师构成的稳定后台，支持北京、深圳办公室向核心城市的客户提供服务。

- Due to low cost in Xi'an and low associate churn, as well as strict quality control, Silkroad's clients can get “good lawyers” and “good value for money” favorably with the “outrageous” fees charged by some well-known firms for work of similar nature and complexity.

由于西安的低成本及律师的低流失率，加上严格的质量管理，锦路客户得到的是和知名律所同样专业的律师团队、同样价值、同样性质和复杂程度的法律服务，所支付的费用却远远低于知名律所。

## Practices

- Fund Formation
- FDI
- Dispute Resolution
- Venture Capital
- ODI
- Real Estate
- Private Equity
- Merger & Acquisition
- Capital Market
- Intellectual Property

## 服务领域

- 基金设立
- 外商投资
- 争议解决
- 风险投资
- 境外投资
- 房地产
- 私募股权投资
- 并购重组
- 资本市场
- 知识产权

## Contact Us 联系锦路

Room 1805, Tower D, City Gate,  
1 Jin Ye Road, Hi-Tech Zone,  
Xi'an City

陕西省西安市高新区锦业路一号都  
市之门D座1805

Tel: +86-29-81879773

Fax: +86-29-81875553

Room 9009, Beike Tower, 18 Ke  
Yuan Road, Nanshan District,  
Shenzhen City

深圳市南山区科技园路18号北科大厦  
9009

Email: [silkroad@silkroadlaw.com](mailto:silkroad@silkroadlaw.com)

Website: [www.silkroadlaw.com](http://www.silkroadlaw.com)

Room 803, 7F, ZhongGuanCun  
SOHO, North 2nd Ave., Haidan  
District, Beijing City

北京市海淀区海淀北二街8号中关村  
SOHO7层803

## SHEPPARD, MULLIN, RICHTER & HAMPTON LLP

Number of partners: 4

Sheppard Mullin Richter & Hampton LLP is an AmLaw 100 law firm with more than 800 lawyers in 16 offices around the world. Its corporate practice team in China not only provides legal support for the China operations of the firm's international clients, but also provides international legal services for many Chinese companies in their internationalization process. The Chinese corporate practice team has a broad domestic and international client base that covers a wide range of industries, including many well-known leaders in domestic TMT, venture capital and private equity as well as pharmaceutical industries. The deals that the team has worked on include China-related venture capital, private equity financing and fund establishment, as well as cross-border merger and acquisition investment, etc.

## 美国盛智律师事务所

合伙人数量：4人

美国盛智律师事务所是一家在全球拥有16家办公室、超过800名律师的AmLaw 100事务所，其中国区的公司法律团队不仅为盛智的国际客户在华业务提供法律支持，也为许多中国公司的国际化提供国际法律服务。该中国公司团队拥有广泛的国内和国际客户群，涉及各行各业，主要包括许多在国内TMT、风投和私募以及医药领域的家喻户晓的翘楚；其所处理的交易种类涵盖与中国相关的风险投资、私募融资与基金设立以及跨境并购投资等各类领域。

## SHIHUI PARTNERS

Number of partners: 5

Specializing in legal services for investment and financing, listing, merger and acquisition ("M&A"), fund establishment, wealth management, etc. for the Internet and new economy sectors, Shihui Partners has successfully completed private equity financing, M&A, and red chip market return and domestic listing projects for hundreds of enterprises. Dozens of Internet companies that the firm has been serving for a long time have become leaders in their respective industries. The firm also provides many top venture capital and private equity funds with legal services for investment and financing and/or fund establishment. In 2018, Shihui will continue to provide first-class legal services for clients to meet their diversified needs, and will continue to dig deep to stay at the forefront of legal services for the Internet and new economy sectors.

## 北京世辉律师事务所

合伙人数量：5人

世辉律师事务所专注于提供互联网、新经济领域的投融资、上市、并购、基金设立、财富管理等法律服务。团队已成功完成数百家企业的私募融资、并购、红筹回归及上市项目，其中团队长期服务的数十家互联网企业已成为各自行业的领军者；同时团队为众多顶级风险投资和私募基金提供过投融资及/或基金设立法律服务。接下来的一年，世辉将继续为客户提供一流法律服务，满足多样化需求；继续深耕，坚持走在互联网、新经济领域法律服务最前沿。

## WEIL, GOTSHAL & MANGES LLP

Number of partner: 1

Weil, Gotshal & Manges LLP opened its Shanghai and Beijing offices in 2004 and 2008, respectively. With the rapid increase of private equity investment and merger and acquisition (“M&A”) activities in terms of deal number and size, the firm has played an important role in this growing market, and provided full and comprehensive legal support for a large number of companies. In the past year, Weil, Gotshal & Manges’s China team provided legal services for Alibaba’s investment in 58 Suyun, and the privatization of Nord Anglia Education Inc., an education service provider, by Baring Private Equity Asia and Canada Pension Plan Investment Board. Going forward, the firm is expected to remain as a key player on Asia’s M&A and private equity markets. <sup>ALB</sup>

## 威嘉律师事务所

合伙人数量：1人

威嘉律师事务所分别于2004年和2008年开设了上海和北京办公室。私募股权投资和并购活动开始在交易数量和交易规模方面迅速上升，威嘉在这一持续增长的市场里扮演着重要的角色，为大量企业提供了充分和全面的法律支持。在过去一年，威嘉中国法律团队为阿里巴巴投资58速运；为霸菱亚洲投资基金和为拿大退休金计划投资局对教育服务机构诺德安达教育集团执行私有化等提供法律服务。未来，威嘉将继续在亚洲市场的并购及私募领域扮演重要角色。 <sup>ALB</sup>

### BRIDGE TO CAPITAL 连接资本市场的桥梁

PacGate Law Group  
百宸律師事務所

VENTURE CAPITAL & PRIVATE EQUITY 风险投资和私募股权  
MERGERS & ACQUISITIONS 收购兼并  
SECURITIES & CAPITAL MARKET 证券与资本市场  
FOREIGN DIRECT INVESTMENT IN CHINA 外商在华投资  
CHINESE OUTBOUND INVESTMENT 中资对外投资  
FORMATION OF PRIVATE EQUITY FUNDS 私募基金设立  
DISPUTE RESOLUTION 争议解决  
CORPORATE MATTERS 公司事务

Address: Suite 5501, 55<sup>th</sup> Floor, Fortune Financial Center East 3<sup>rd</sup> Ring Rd. Chaoyang District, Beijing, PRC. 100020  
Web: [www.pacgatelaw.com](http://www.pacgatelaw.com) E-mail: [info@pacgatelaw.com](mailto:info@pacgatelaw.com) Tel: +86.10.6530 9989