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# ALUMNI BULLETIN

It remains a challenging market!

Our clients have found the last two years challenging, with many having a long look at both their own business and what they spend with their advisers.

Against this background, we announced in May our global results for the just ended financial year, showing a steady performance in what continues to be a tough market for the legal sector. Revenues were up to £99.6m (from £98.6m the previous year).

With 43% of revenue now coming from offices outside of London, the figures also reflect the increasingly global nature of the firm's business. Over the last year, we have opened a second Australian office in Sydney, in addition to formalising 'best friends' associations with firms in Saudi Arabia and Abu Dhabi. Across our international offices, **Paul Suckling** has joined as partner in Dubai, specialising in construction, **James Donoghue** has joined as a corporate partner in Singapore, specialising primarily in energy and mining, and **Tony Rice** has joined as a corporate partner in London, on the asset finance side. The firm has grown further in Asia Pacific, where continuing economic development is driving growth in the markets for natural resources, the infrastructure necessary to support it, and the associated insurance, finance and derivative products that have grown up around it – for example, the firm handled the \$US1.48bn acquisition of PT Berau Coal, the fifth largest coal producer in Indonesia. We are continuing to see opportunities for international growth and are likely to open in Geneva within the next six to nine months. We envisage at least half our global turnover coming from offices outside London in five year's time.

London	Over the last ten years, we have made a transition from specialist shipping practice, to law firm for international commerce and in the process have developed leading positions in a range of markets including commodities, energy and related financial markets, ports and terminals, mining,
Paris	international trade, and insurance and reinsurance, as well as maintaining our position in shipping. It is this expertise that is helping our growth and we wish to continue growing in our core sectors. Our commodities business now represents almost a fifth of the firm's global revenue and transactional business a further 20%. Our litigation practice also continues to expand, with the hire of leading international arbitration specialist <b>Alex Baykitch</b> in Sydney, at the end of 2009.
Rouen	
Brussels	
Piraeus	The next six to twelve months are difficult to predict, but we are hopeful that with the investments we have made, and are continuing to make, we will be well positioned for whatever the global economy throws at us.
Dubai	
Hong Kong	On a lighter note, we are also planning a summer Alumni party, for September, in Friary Court. We will be sending out invites in the very near future and I hope I have a chance to see as many of you as possible.
Shanghai	
Singapore	Best wishes,
Melbourne	
Sydney	<b>Richard Crump</b> , Senior Partner



## Partner Promotions

The firm is delighted to announce five internal promotions across its offices and practice areas.

**Stephen Thompson** has been promoted to partner in Melbourne, **Simon Cartwright** in Dubai, **Dimitris Exarchou** in Piraeus, **Stephanie Schweitzer** in Paris and **David Morriss** in London.

## New Partners

**James Donoghue** joined the firm on 1 May as a partner in the Corporate Projects & Finance Group. He is based in our Singapore office. James joins us from leading Australian firm, Blake Dawson and has over 20 years' experience in the energy and resources sector, specialising in advising global companies on the acquisition, development and operation of mining, oil & gas and power projects. James has been involved in significant transactions in the UK, Australia, South America and, more recently, Indonesia where he was resident for five years. He is recognised in Asialaw as a 'Leading Lawyer' in South-East Asian energy and resources.

**Tony Rice** joined us in London on 1 June from Denton Wilde Sapte. Tony works in the area of complex structured cross-border asset finance and he has represented banks and other financial institutions, insurance companies, equity investors, Islamic funds, shipowners, operators and shipyards. He has been involved in some high profile restructurings and work-outs.

**Paul Suckling** joined the firm as a partner earlier this year, from Ince & Co. He is based in Dubai. Dual qualified as a solicitor and quantity surveyor, Paul's practice covers both contentious and non-contentious matters, with clients across the construction industry, from developers to subcontractors. He joins our expanding construction and real estate practice, which now covers the UK and Europe, the Middle East, and Asia-Pacific.

## International Law Office (ILO) Client Choice Award 2010

HFW London has been awarded the International Law Office (ILO) Client Choice Award 2010. This is the second time the firm has received an ILO Client Choice Award, with our Hong Kong office winning the accolade in 2008. The criteria for the awards focus on an ability to add real value to clients' business above and beyond the other players in the market. This year's winners were chosen from more than 2,000 individual assessments received from corporate counsel worldwide.

## HFW Client Golf Day

HFW hosted its annual golf day on 10 June at Hadley Wood Golf Club in Enfield. The event was well attended by clients from across the firm. The weather was threatening to put a dampener on things but it held out and a good day was had by all. Prizes were awarded for 1st, 2nd and 3rd, as well as longest drive and nearest the pin.

## HFW Wailers

HFW has continued its sponsorship of the Wailers rugby sevens team, and they are involved in the inaugural and high profile UK Sevens tournament ([www.ur7s.com](http://www.ur7s.com)), which kicked-off in Richmond on 6 June. The tournament is being covered on Sky in the UK.

## Donation to The UK Club's Chauncy Maples (Lake Malawi's Clinic Ship) Fund

In celebration of The UK Club's 125th anniversary, they have pledged their support to fundraising for the Chauncy Maples - Lake Malawi's clinic ship. Once completed, the ship will provide a clinic for people living in remote communities on Lake Malawi's shores. In our support for The UK Club we have made a donation of £25k.

Further details about the Chauncy Maples project can be found at <http://chauncymaples.org/>

This donation is part of our active CSR and Pro Bono programme, co-ordinated by the firm's Charity Committee. Childhope continues to receive the firm's active support for its excellent work, as do the drop-in legal centres in south London. Many other projects are supported by the firm around the world.

Lawyers for international commerce [hfw.com](http://hfw.com)

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