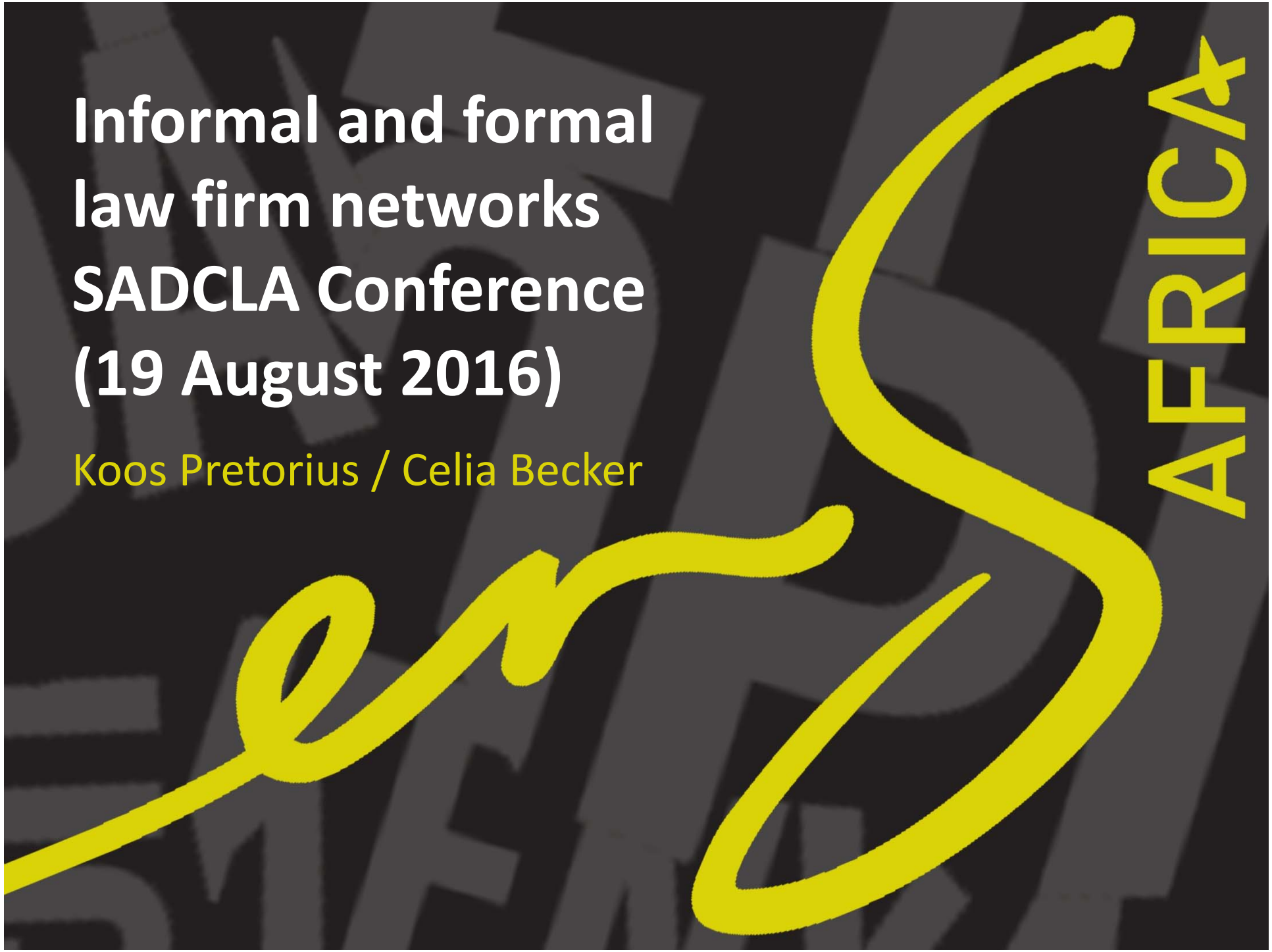


**Informal and formal
law firm networks
SADCLA Conference
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AFRICA



FOCUS

Working across borders in the SADC region and throughout the rest of the African continent: The use of collaborative alliances, legal networks and integrated law firms to service your clients wherever they do business in Africa




informal networks


- best friends
- strategic alliances
- correspondents
- own networks



formal networks (or associations)

- ✦ global legal and other professional networks
 - ✦ Swiss Vereins
 - ✦ integrated multi-national formations (law firms)
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why join a global law firm network?

- ✔ globalisation and **internationalisation of commercial transactions** | demand for presence elsewhere
 - ✔ requirement for a well articulated and **effective international coverage** – reliable, reputable firms in other jurisdictions
 - ✔ ability to **maximise benefits** of independence | referrals in (e.g. ability to source profitable work anywhere)
 - ✔ upside with **no significant increase in overheads** and infrastructural costs as opposed to setting up an office
 - ✔ ENSafrica annual membership fee for WSG is approximately USD 24,000, WLG is approximately USD 12,000
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which global network to join?

top 30 global legal networks

Global Network	#Attorneys Professionals	#Jurisdictions Covered	#Offices	#Members	Year Founded
World Services Group (WSG)	21000	141	600	150	2003
Lex Mundi	21000	160	601	160	1989
TerraLex	17000	155	300	155	1991
World Law Group	16000	65	250	47	1988
Pacific Rim Advisory Council	12000	n/a	n/a	32	1984
State Capital Group	11717	140	447	148	1989
Geneva Group International (GGI)	11000	n/a	655	460	1995
InterLex Group	10500	80	254	45	1973
MSI Global Alliance	10009	105	n/a	110	1990
ALFA International	9300	110	200	133	1980
TAGLaw	9300	150	385	153	1999
Techlaw Group	9000	n/a	n/a	18	n/a
Meritas	7006	135	237	177	1990
The Network of Trial Law Firms	7000	n/a	140	25	n/a
First Law International	7000	77	n/a	67	n/a
Multilaw	7000	100	150	780	n/a
USLAW Network, Inc.	7000	100	150	101	n/a
USA Law Firm Group (USLFG)	5600	39	125	19	1990
ADVOC	5500	110	150	90	n/a
Morison International	5237	n/a	395	86	n/a
Eurojuris International EEIG	5000	40	650	630	1989
Globalaw	5000	100	170	94	1994
International Lawyers Network (ILN)	5000	101	132	91	1988
Interlaw	5000	120	70	66	1984
Harmonie Group	5000	n/a	n/a	85	n/a
State Law Resources	4900	n/a	n/a	55	1994
Association of European Lawyers	4200	n/a	n/a	37	n/a
Mackrell International	4000	n/a	142	76	n/a
Lawyers Associated Worldwide (LAW)	3500	n/a	n/a	107	n/a
Club de Abogados	3000	n/a	n/a	21	n/a

world's largest law firms by revenue | 2015

Rank	Name	Revenue	Headquarters
1	Latham & Watkins	\$2.612b ^[2]	No Official HQ
2	Baker & McKenzie	\$2.540b ^[3]	USA (Chicago, IL)
3	DLA Piper	\$2.481b	UK (London) USA (Chicago)
4	Skadden, Arps, Slate, Meagher & Flom	\$2.315b	USA (New York, NY)
5	Kirkland & Ellis	\$2.150b	USA (Chicago)
6	Clifford Chance	\$2.077b ^[4]	UK (London)
7	Allen & Overy	\$1.970b ^[4]	UK (London)
8	Linklaters	\$1.954b ^[4]	UK (London)
9	Freshfields Bruckhaus Deringer	\$1.916b ^[4]	UK (London)
10	Jones Day	\$1.850b	USA (Cleveland, OH)
11	Norton Rose Fulbright	\$1.815b	UK (London)
12	Hogan Lovells	\$1.780b	UK (London) USA (Washington, DC)
13	Sidley Austin	\$1.754b	USA (Chicago)
14	White & Case	\$1.503b	USA (New York)

facts and figures

- ✦ **Latham & Watkins LLP:** offices in 14 countries and more than **2,000 lawyer**
 - ✦ **Baker & McKenzie:** **4200** lawyers with 77 offices across 47 different countries
 - ✦ **DLA Piper:** some **5000** lawyers: “offices” in 56 countries (including so-called relationship firms)
 - ✦ **Skadden, Arps, Slate, Meagher & Flom LLP:** 23 offices and more than **1600** lawyers
 - ✦ **Kirkland & Ellis LLP:** more than **1600** lawyers
 - ✦ **Clifford Chance LLP:** offices in 26 countries and more than **3200** lawyers
 - ✦ **Allen & Overy:** 46 offices in 32 countries
 - ✦ **Linklaters LLP:** total **staff of 4,600** in 29 offices across 26 countries
 - ✦ **Freshfields Bruckhaus Deringer LLP:** 28 offices and **4,859 employees**
 - ✦ **Jones Day:** more than **2,400** lawyers in 41 offices in 19 countries
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World Services Group (WSG)



- number of Jurisdictions Represented Worldwide: 140
- number of Member Firms Worldwide: **158**
- **number of lawyers: 21,000+**
- comparable in size to **Lex Mundi** – these are the top 2 networks, globally, with reference to size (i.e. *number of lawyers involved, jurisdictions covered, offices participating, etc*)



World Law Group (WLG)



- ! number of member firms: **52**
- ! number of offices: 315
- ! **number of lawyers : 15,500+**

But includes “firms” or secondary networks like CMS as member firm for :

Belgium

Germany

Netherlands

Austria

Switzerland

Russia

- ! number 4 network on the global rankings **behind WSG, Lex Mundi and TerraLex**

examples | members of WSG and WLG

- ✦ **Minter Ellison** – participating firms in Australia and New Zealand; **900** lawyers across Australia, China (Shanghai, Beijing, Hong Kong), New Zealand, Mongolia and UK
 - ✦ **Arendt & Medernach** – Luxembourg; **275** lawyers
 - ✦ **Gianni, Origoni, Grippo, Capelli & Partners** – Italian member firm; 10 offices (5 in Italy and also in London, New York, Abu Dhabi, Bruxelles and Hong Kong)
 - ✦ **Guyer & Regules** – member firm for Uruguay
 - ✦ **ENSafrica** – member firm for both in South Africa
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examples of size


Spain

- Garrigues (WSG) – **2,037** lawyers
- Cuatrecasas, Gonçalves Pereira (WLG) – **950** lawyers

Germany

- Heuking Kuhn Luer Wojtek (WSG) – **300** lawyers – 10 offices
- Taylor Wessing (WLG) – **1,200** lawyers – 28 offices
- CMS Hasche Sigle

India

- Kocchar & Co (WSG) – 11 offices; mostly in India, but also in Dubai, USA, Singapore and Japan
 - AZB (WLG)
 - Vaish Associates (WLG)
- 

examples of member firms

China

- Deacons (WSG) – **279** lawyers
- Zhong Lun (WLG) – **900** lawyers – 12 offices

USA

- Hutton and Williams (WSG) – **800** lawyers – 19 offices
- Hayes Boone (WSG) – **550** lawyers – 12 offices
- Arnold Porter (WLG) – **900** lawyers – 9 offices
- Drinker Biddle & Reath LLP (WLG) – **650** lawyers – 11 offices


CANADA | Quebec

- Lavery de Billy (WSG) – **200** lawyers
 - Davies Ward Phillips & Vineberg LLP (WLG) – **240** lawyers
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African legal networks

- ✦ **ALN** (described as alliance of top tier African law firms) – driven by Anjarwalla & Khanna from East Africa (mainly in Kenya and Tanzania)
- ✦ **Lex Africa** (described as an alliance of leading law firms in over 20 African countries founded in 1993) – driven by Werksmans, Kaplan & Stratton, Armstrongs, Koep and Partners and others
- ✦ **Lex Mundi** (in Africa) – Bowman Gilfillan (SA), Coulson Harney (Kenya), Bookbinder Business Law (Botswana), East African Law Chambers (Tanzania)
- ✦ **WSG** (in Africa) – ENSafrica (SA), Aelex (Nigeria), Hamilton Harrison & Mathews (Kenya) formerly Rex Attorneys (Tanzania), Corpus Legal Practitioners (Zambia)

integrated law firms in Africa

- ✔ financial integration: the key aspect
 - ✔ regulatory obstacles in a number of countries
 - ✔ ENSafrica (notionally [economically] integrated)
 - ✔ Bowman Gilfillan Africa Group (not fully integrated as yet)
 - ✔ trend is for full integration over time
 - ✔ Dacheng: example in China – drivers for full integration is upfront
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Bowman Gilfillan Africa Group

- “we provide integrated legal services throughout Africa from eight offices (Antananarivo, Cape Town, Dar es Salaam, Durban, Gaborone, Johannesburg, Kampala and Nairobi) in six countries (Botswana, Kenya, Madagascar, South Africa, Tanzania and Uganda)”
 - “we work closely with leading Nigerian firm, Udo Udoma & Belo-Osagie, which has offices in Lagos, Abuja and Port Harcourt, and have strong relationships with other leading law firms across the rest of Africa”
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Bowman Gilfillan Africa Group (cont.)

- “we provide coverage of francophone OHADA jurisdictions across the continent (including Benin, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Congo Republic, Gabon, Guinea, Ivory Coast, Mali, Niger, Rwanda, Senegal and Togo) from our office in Madagascar”
 - “our Kenyan, South African and Ugandan offices are representatives of Lex Mundi, a global association with more than 160 independent law firms in all the major centres across the globe. This association gives us access to the best firms in each jurisdiction represented”
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Thank you

AFRICA

