

"We serve the business needs of clients – Canadian and international, established and emerging – and we are proud to have earned a reputation for leadership in the business community and in the legal profession."

Pierre Bienvenu - Ogilvy Renault

"Right now, we have about 40 staff, over half of whom are lawyers. We operate as a full-service commercial firm, concentrating on three main areas: corporate M&A, banking and finance, and property. We also tackle an increasing amount of dispute resolution work."

Paul Sestak - Wolf Theiss

"Our firm has vast experience in acting (not only within Greece but also internationally) for banking clients (banks and financial) in all issues relevant to the shipping business."

John Papapetros - V&P Law Firm

"When the foregoing feature is taken together with R&C's strong culture of "New ideas. Old values.", our firm is able to deliver an extra edge by bestowing its clients with a complete landscape that reaches beyond the legal questions for the soundest decision-making process."

Bernardo Rodríguez Ossa - Rodríguez & Cavellier

"Official funding (BNDES, Banco do Brasil, Caixa Econômica Federal, FI-FGTS, Inter-American Development Banks, etc.) will play a key role in financing projects during the next 12 months."

Luis Antonio Semeghini de Souza - Souza, Cescon Avedissian, Barriou e Flesch Advogados

ACQQLAW

AWARDS2008

"Our goal for 2009 is to increase, or at least maintain our rate of work at high end cases and projects; we have launched a plan to strengthen our biotech and human rights areas, where we were pioneers, by actively approaching leading companies and institutions in these areas."

Luis Vera-Morales - Vera, Carvajal & Sosa, S.C.

"We have traditionally been developing close ties with firms everywhere in the world, but predominantly with UK and US independent firms. Besides keeping those relationships warm we are further investigating business in the Middle East, the Far East and China."

Charles van Sasse van Yseelt - NautaDutilh

"Self evidently, the business climate for law firms is getting tougher by the day. I think that firms which invest in maximising their efficiencies will survive and be well placed to take the lead when the turnaround comes."

Dario Tanziani - Adams & Adams

"The world is a global economy serviced by global lawyers of competence and integrity in every jurisdiction. And Deneys Reitz Inc in South Africa is a perfect example."

Lionel Shawe - Deneys Reitz Inc

"We have been able to work with almost all the large transactions for the last ten years in the Nordic area. We are known to be the small firm with the big mandates; we have been described as 'not the best-known law firm, but certainly known by the best.'"

Peder Hammarstiöld - Hammarstiöld & Co

"We are one of the few law firms facing the mid-market that offers an equally strong lender and borrower practice."

Jeremy Cross - SJ Berwin

Life Sciences, Patents & Trademarks Law Firm of the Year Franchise Law Firm of the Year

Winner: **Adams & Adams**

Rooted in African soil

Adams & Adams has been selected to receive ACQ's Life Sciences, Patents and Trademarks Law Firm of the Year and Franchise Law Firm of the Year awards for South Africa. Dario Tanziani, Partner and Chairman of the Patent Department, gives ACQ a closer look at the firm.

The firm

Adams & Adams is the largest Intellectual Property Law Firm in South Africa, and celebrated its Centenary in 2008. The firm specialises in all aspects of Intellectual Property Law, including Competition Law and Medicines Regulatory Law.

As of 1 March 2009, the firm will comprise 56 partners, of whom 32 are in the Trademark Department, 14 in the Patent Department, and 10 in the Commercial, Property and Litigation Department. Adams & Adams provides a full spectrum of services in the IP disciplines, and both the IP departments are the largest practices of their kind in South Africa.

"The firm has received several awards, including the New Economy magazine award for Best Intellectual Property Practice in Africa-2008, the Professional Management Review Golden Arrow Award for the Best IP Firm in South Africa, and of course the ACQ Awards of which we are very proud. Also, several of our partners and consultants have been individually recognized in international publications for their professional excellence."

Dario Tanziani's background is in patent litigation, particularly representing the research based multinational pharmaceutical companies. He now has a more active role in practice management and development as Chairman of the Patent Department.

"I think that our legacy, professional depth and commitment to service excellence distinguishes us from the competition. We also have the advantage of having a Commercial Section, which can attend to the needs of our clients in relation to commercial matters."

An outstanding year

Despite the global downturn, 2008 was, in Dario's opinion, the firm's most outstanding year since he joined the firm in 1982.

"Celebrating 100 years of growth and excellence, the many awards which we received as a firm and those won by several of our partners and consultants in their individual capacities, and the continuing support of our clients in all three main areas of our practice, come to mind as reasons why 2008 was such a memorable year."

Adams & Adams is expanding its presence in Africa in both patents and trademarks. To this end, the firm opened an office in Mozambique, which will service the needs of its clients in relation to their IP in that country, as well as the African Regional Intellectual Property Organization (ARIPO). This is a regional body comprising 15 English-speaking African countries, which has a central registry in Harare.

"In the Life Sciences field, we have grown our capacity by the hire of outstanding young individuals, most from previously disadvantaged backgrounds, who have the highest scientific qualifications. We are looking forward to growing our patent practice aggressively in this discipline. We have also had significant litigious instructions from our pharmaceutical clients, and are expanding our practice in the Competition Law and Regulatory disciplines."

New challenges

In 2009, Adams & Adams will continue with the implementation of its business strategy, while keeping in mind the challenges that the global economic crisis will pose to the firm reaching its goals.

"Self evidently, the business climate for law firms is getting tougher by the day. I think that firms which invest in maximising their efficiencies will survive and be well placed to take the lead when the turnaround comes." **ACQ**



DETAILS

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