

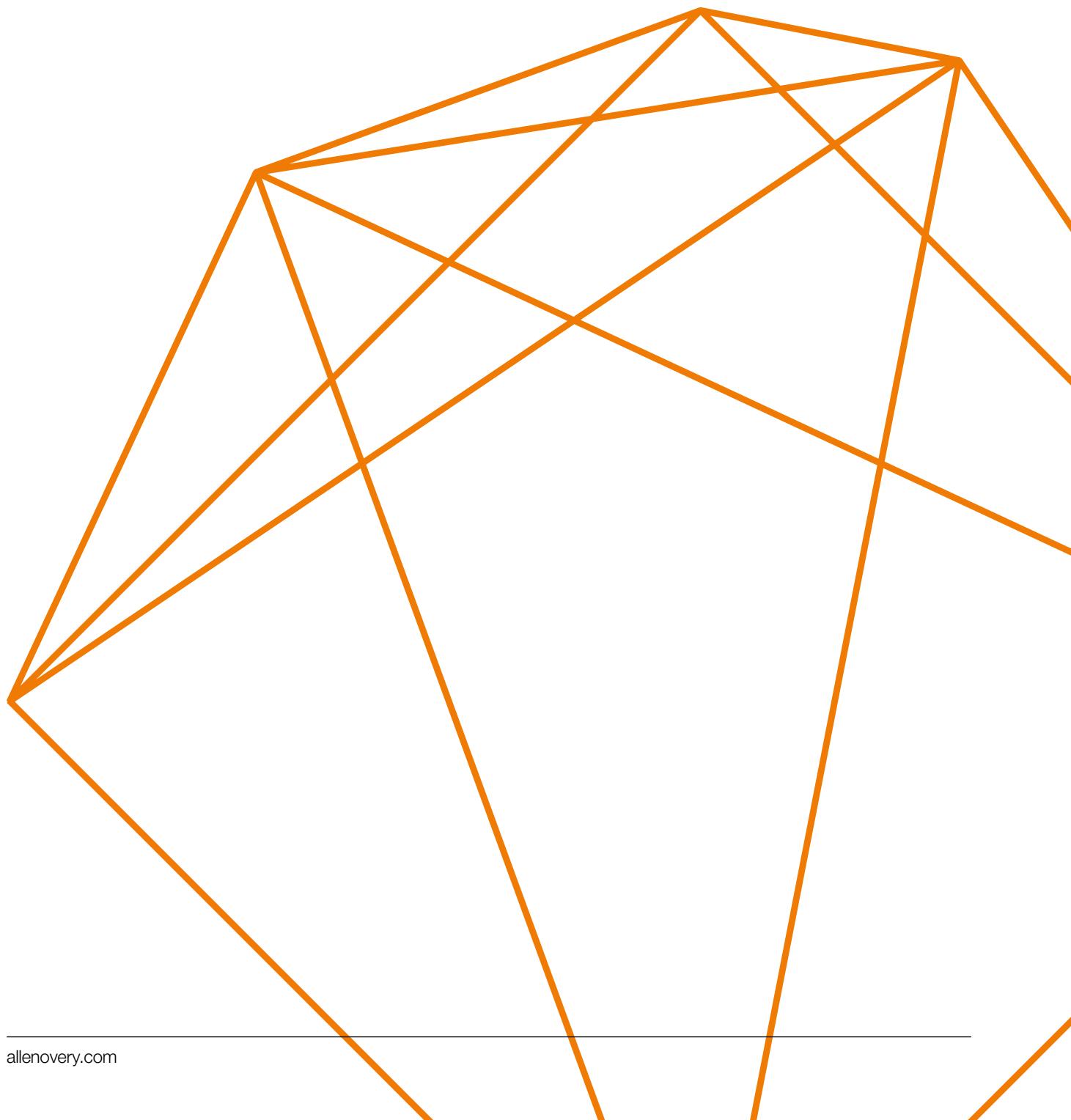


Global Experts and Markets  
From **ALLEN & OVERY**

## An international network

working with our relationship law firms

2018



# Global Experts and Markets (GEM) – A collaborative approach with relationship law firms



The A&O Global Experts and Markets network delivers high quality legal advice in **99%** of the world's economy.



We work with more than **450** hand-picked relationship law firms worldwide, providing unparalleled local expertise for clients' specific needs in **118** jurisdictions.



**1:1** – Each relationship firm has an A&O partner dedicated to the relationship, and firm-wide support is coordinated by our GEM Board, an international committee with direct responsibility to the A&O Board.



The combined reach of our office and GEM networks allows us to offer high quality legal expertise on an unrivalled scale. In the last year, one matter involved **24** A&O offices and **94** local counsel firms.



Each jurisdiction has a dedicated partner who knows the market and personally recommends the **best legal experts for each transaction**.

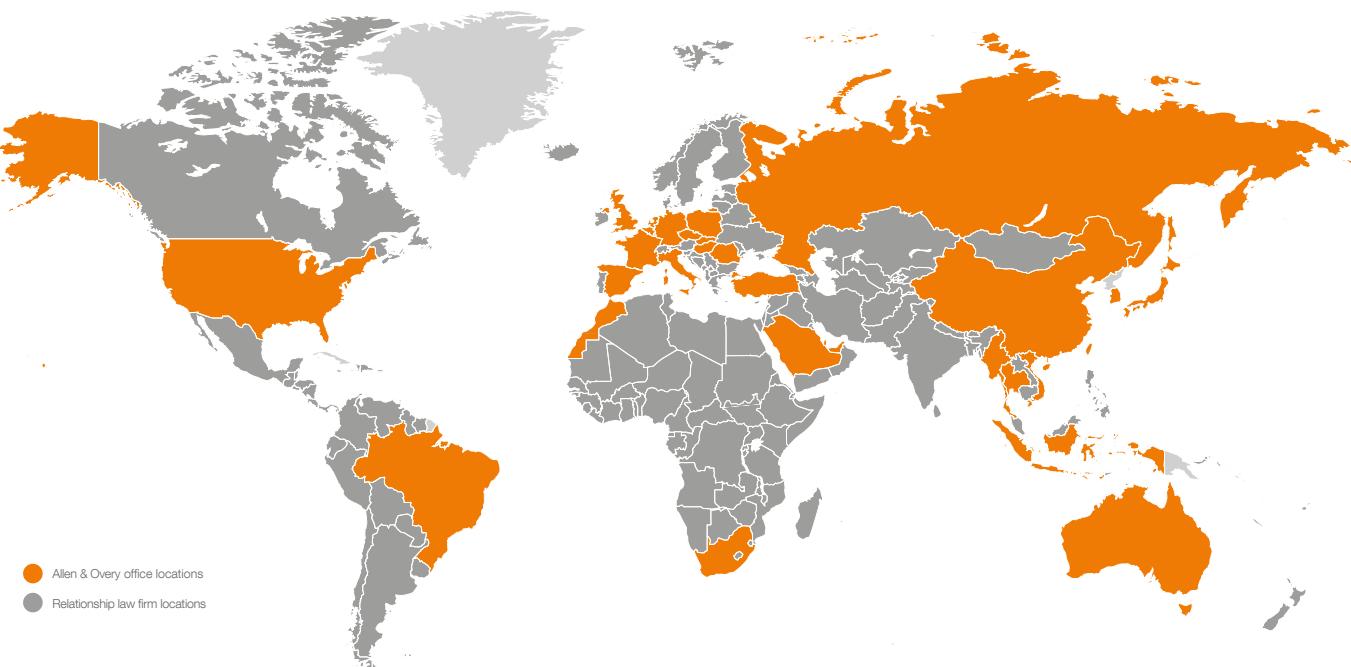


Now in its tenth year, our GEMCon (Global Experts and Markets Conference) is an opportunity to network with many of our key relationship law firms. It attracts over **135** firms from more than **95** countries.



We refer an average of **140** transactions each month to our relationship law firms via the GEM network, with an average of three jurisdictions per transaction.

## UNPARALLELED REACH



**“The thing which made A&O stand head and shoulders above the other law firms was one simple reason, and that was that their international advice was joined up.”**

Leading regional bank, April 2017

# Key initiatives

The following initiatives demonstrate some of the key ways we collaborate with our relationship law firms outside of transactions:

## GEMCon

A one-day annual conference where senior and managing partners from more than 100 relationship law firms join each other and A&O partners from across our international network. It provides the opportunity for A&O and relationship law firms to debate key market developments and explore legal and market issues. The conference takes place once a year at A&O's London office.

## Global Academy

An intensive three-day training programme designed to equip lawyers with the tools they need to manage a profitable practice and attract and retain clients. The programme is targeted at junior and prospective partners at our relationship law firms. The Global Academy takes place every two years.

## Secondments

Secondments are a good way of further developing the relationships between us and our relationship law firms. Not only do they enhance our knowledge of working practices and understanding of the firms we work with and vice versa, but they also advance our efforts in supporting our clients operating in the region.

## Bespoke training and value-added services

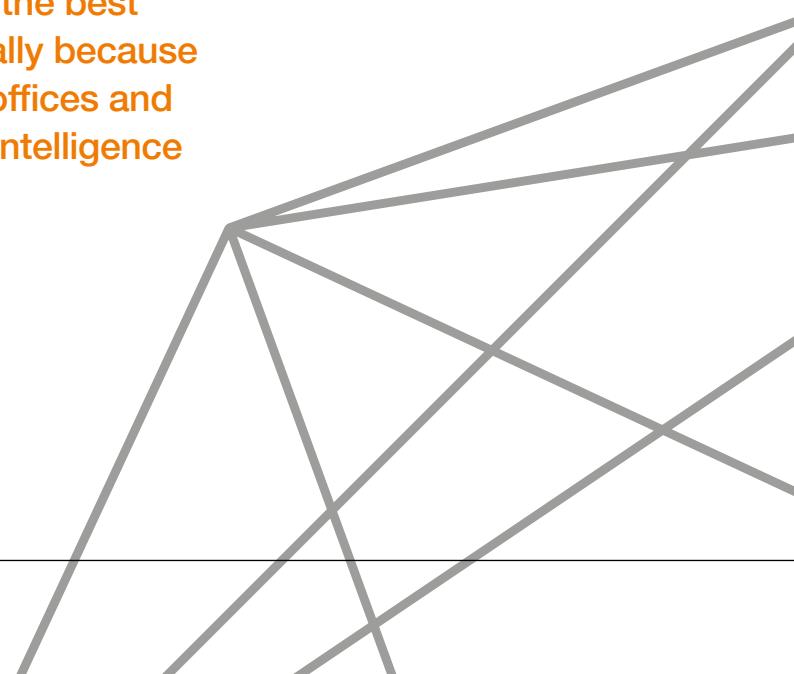
We have established a team of expert trainers (including current and retired A&O partners) to deliver bespoke training to our relationship law firms. We also offer relationship law firms access to our own support services such as IT, training, marketing and finance, to help them implement their own strategies.

## Business of Law seminars

For more than 12 years A&O has hosted a series of popular seminars on The Business of Law. These half-day seminars are held twice a year and attract high-profile speakers to debate the biggest issues facing law firms, in-house lawyers and the legal profession as a whole.

**“You are truly global. Your firm really has the best opportunity to work with us inter-regionally because of A&O’s ability to link up your different offices and local counsel to provide us with market intelligence and market expertise across the world.”**

Client Feedback during transaction review, 2015



# Delivering legal advice globally

Our clients look for consistent standards of service wherever they operate, which makes it simpler and safer to run their cross-border business.

Our track record of coordinating complex cross-border matters, with support from our select local law firms means we are able to reduce the bureaucracy clients face in dealing with multiple suppliers. Examples of our network in action include:

Delivering a complex legal analysis of legal issues across 46 countries over the course of a weekend following an urgent request from a multi-national conglomerate. Within 48 hours and with help from 28 relationship law firms and 18 A&O offices we were able to respond to the client with the time-critical report.

Acting as lead international counsel on a multi-jurisdictional reorganisation, covering 55 jurisdictions, for a global engineering manufacturer. The deal included a number of direct share and asset sales, with 60 transactions across 42 jurisdictions closing on the same day. The transaction involved 26 A&O offices and 23 jurisdictions and 32 local counsel firms.

Conducting a multi-jurisdictional survey for a global fintech platform which enables financing for international postgraduate students on establishing the legal feasibility and requirements for setting up a student loan platform in more than 100 jurisdictions: The final survey involved 77 relationship law firms and 24 A&O Offices.

Allen & Overy and a number of our relationship firms across Africa have advised Shell on the divestment of a majority stake in its downstream businesses in 14 African countries to a consortium of the Vitol Group and Helios Investment Partners for USD1 billion. The deal covers existing Shell downstream businesses in Morocco, Tunisia, Egypt (excluding lubricants), Côte d'Ivoire, Burkina Faso, Ghana, Senegal, Mali, Guinea, Cape Verde, Kenya, Uganda, Madagascar and Mauritius.

**“What differentiated you in terms of this transaction was being able to liaise with your different offices and local counsel in order to get legal opinions and ensure that the guarantees worked in all of those jurisdictions.”**

Client Feedback during transaction review, 2015

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**“To navigate a world which is much more complex, more crowded and more competitive, networks are critical. A&O has placed itself at the centre of a network of strong and mutually beneficial relationships – with each other, with clients and with relationship law firms in over 100 jurisdictions where we work for clients but have no office.**

**With our range of value-added services and our commitment to share our expertise and insights with relationship law firms, we are steadily cementing and building on this network.”**

Wim Dejonghe – Senior Partner, Allen & Overy LLP

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FOR MORE INFORMATION, PLEASE CONTACT:

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#### GLOBAL PRESENCE

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Allen & Overy is an international legal practice with approximately 5,400 people, including some 554 partners, working in 44 offices worldwide. Allen & Overy LLP or an affiliated undertaking has an office in each of:

Abu Dhabi	Bucharest (associated office)	Ho Chi Minh City	Moscow	Seoul
Amsterdam	Budapest	Hong Kong	Munich	Shanghai
Antwerp	Casablanca	Istanbul	New York	Singapore
Bangkok	Doha	Jakarta (associated office)	Paris	Sydney
Barcelona	Dubai	Johannesburg	Perth	Tokyo
Beijing	Düsseldorf	London	Prague	Warsaw
Belfast	Frankfurt	Luxembourg	Riyadh (cooperation office)	Washington, D.C.
Bratislava	Hamburg	Madrid	Rome	Yangon
Brussels	Hanoi	Milan	São Paulo	

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