

European household products manufacturer and retailer on the liquidation of its joint venture factory in China.

White & Case fields a 'good restructuring team', with John Hartley and Beijing-based Baldwin Cheng singled out for their experience. The firm assists lenders in non-contentious cases, and recently advised a global investment bank on the restructuring of financing for a China-based advertising company.

Wilkinson & Grist advises on insolvency, liquidation, restructuring and bankruptcy matters, and has a very solid reputation in the arena. Practice head Keith Ho and Lawrence Chan continue to advise FTI Consulting as the liquidators of Asia Aluminum. Both are also assisting Ernst & Young as provisional liquidators of two separate Hong Kong-listed companies, Sunlink International Holdings and Skyfame Realty.

Shipping

'An obvious choice for ship-related work', **Holman Fenwick Willan** splits its team into wet, dry and corporate shipping sub-groups, and also houses two ex-mariners. The firm is highly regarded across the region and recently bolstered its non-contentious practice through the promotion of Patrick Cheung to partner and the arrival of ex-**Simmons & Simmons LLP** finance partner Jonathan Moul. Cheung and Moul work alongside Henry Fung, who handles all aspects of ship finance, construction, sale and purchase and mortgages. George Lamplough and Paul Apostolis are recommended for their wet shipping expertise, and have handled a large number of casualty instructions of late. For dry shipping, Paul Hatzler is highly regarded.

'One of the best firms for shipping matters', **Ince & Co** is 'willing to take on jobs under time pressures, delivering helpful advice and prompt responses'. Although previously recognised for its focus on shipping litigation, the firm is increasing its presence in the ship finance space, where the level of service is described as 'very good'. For non-contentious and finance expertise, Gary Wong was recently promoted to partner and the 'excellent' David Beaves is recommended. Beaves recently advised ORSO China on setting up an oil spill response consortium (the first of its kind) in China. For shipping disputes, Rosita Lau is the key contact and Max Cross ('highly respected in the community') offers 'quick understanding and well-thought-through ideas'. Clients include Teekay Corporation, Bank of Communications, Bank of China and Credit Suisse AG.

At **Clyde & Co**, Simon Baker and Michael Kelly are recommended for shipping, acting for a range of clients including shipowners, yards, operators, managers, charterers, financiers, P&I clubs, insurers and underwriters. The group handles a range of marine claims and liabilities, and has been involved in major litigation across the region.

'A-grade' **DLA Piper** houses lawyers with a 'high-level of professional knowledge and the ability to provide practical solutions, which meet business objectives'. Recently promoted to head up the commodities, trade and transport group across Asia, Kevin Chan impresses with 'dedication to his work, pragmatism and high efficiency', while Nicholas Mallard is 'the lawyer to instruct if you want to win'. Clients of the firm include China International Marine Containers and COSCO Group.

Well known in Hong Kong for its ship finance capabilities, **Mayer Brown JSM** acts for major financial institutions including Bank of China, Citibank and HSBC. The firm also handles ship-related M&A transactions, mortgage enforcement issues and contract disputes, and recently represented ICBC Financial Leasing in its first cross-border vessel leasing transaction relating to a 13,100 TEU container vessel, currently under construction. Alastair MacAulay is highly regarded.

Norton Rose Hong Kong advises banks and shipping companies on a range of maritime issues across the region. The team has made a 'strong push into the ship finance market', and recently acted for Credit Agricole Corporate and Investment Bank (as well as other lead arrangers) on Genting Hong Kong's \$600m syndicated loan facility agreement secured against its eight-vessel Asian fleet. Banking partner Davide Barzilai is recommended, and for shipping litigation, Jim James is well respected.

The 'extremely good' group at **Reed Smith Richards Butler** houses separate teams for ship finance, led by Andrew Brown, and shipping litigation, where Chris Howse is the driving force. Praised as 'one of the most senior shipping litigators in town', Howse works closely with the firm's collision salvage sub-group, where master

mariner Ron Clark is recommended. The firm acts for the whole spectrum of shipping clients and reports an increase in instructions from Hong Kong P&I clubs.

Stephenson Harwood's marine and international trade group primarily acts for carriers and insurers in both transactions and disputes. The firm is also strong on ship finance, where Hongkai Zhou (recently promoted to partner) is part of a team advising Bank of China on a \$517m loan to Pacific International to finance 14 China-built container ships. Jason Toms is recommended for contentious instructions.

Barlow Lyde & Gilbert's shipping practice is hinged off the reputation of Andrew Horton, who joined from **Reed Smith Richards Butler** in 2010. Horton is well known locally, and for some is 'the best lawyer in Hong Kong for marine cargo recovery cases'. Senior solicitor and ex-**DLA Piper** lawyer Gary Yin is 'very proactive' and focuses on transport liability and cargo claims.

Blank Rome LLP suffered from the departure of Peter Mills to **Hart Giles** in 2011, but continues to handle a range of shipping matters relating to commercial transactions, finance, litigation, government relations, regulatory compliance and environment. Nigel Binnersley and John Kimball are recommended.

Shipping boutique **Crump & Co** represents clients across all sectors of marine, insurance and international trade industries. Christopher Potts is highly regarded locally, holding over 30 years of shipping experience in Hong Kong.

Keesal, Young & Logan LLP's Hong Kong office assists the firm's Far East shipping clients with US legal problems, and provides advice to its international clients with maritime issues in Asia. Jon Zinke is 'Hong Kong's go-to adviser on American law'.

'Client-friendly and flexible in all respects', **Kennedys** primarily handles shipping litigation and reports an increase in charterparty disputes. Anthony Woo provides 'professional advice' and is recommended for his client service skills.

Damien Laracy of **Laracy & Co** has significant experience in ship mortgage enforcement work, while consultant Anthony Jex handles vessel registration and ship finance. Clients of the shipping group include banks, commodity traders, shipowners, charterers, P&I clubs, freight forwarders, and underwriters.

The 'very efficient' **Tsui & Co** houses name partner Sam Tsui who is 'friendly and gives good, clear advice' and Ellie Chu, who is also recommended. The firm handles both contentious and non-contentious shipping work.

SHIPPING

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Firms are listed A-Z within tiers

◊ indicates firm displays contact details at the end of this chapter.