

Travers Smith International

Recognising where our strengths lie, we have always favoured 'best friends' relationships with other top quality independent law firms over a global network of offices. We have developed close working ties with a number of carefully chosen overseas firms who share our specialist strengths and demanding quality standards.

We have an extremely strong track record of advising on international matters, ranging from co-ordinating legal advice across a number of jurisdictions to providing English law advice in a multi-jurisdictional context. Our approach also provides a clear benefit to our clients, giving us the freedom to select the best lawyers in each location to guarantee a consistently first class service on any matter.

A seamless service

The strength of our model is underpinned by our continuous drive to develop relationships with the very best independent law firms across the globe. So often it is the local firm, not the office of a large integrated network, that can truly deliver the local advice that our clients need.

Our designated team of international partners ensures that:

- We choose firms based on the quality of the individuals, not just the reputation of the firms.
- Our relationships with those individuals are constantly strengthened through working, networking and socialising together.
- We are able to provide a seamless service, including a single engagement letter and one invoice.
- We can recommend a law firm for our clients to instruct directly, or we can co-ordinate the provision of overseas advice on a particular piece of work.

The investment we make

We know how much our clients rely on our ability to advise them wherever they are, so we continue to invest heavily in our international relationships:

- Partners regularly travel abroad to maintain and strengthen existing relationships and to investigate and develop new ones.
- Under our long-established secondment programme, every year a number of our lawyers spend between 6 and 12 months at a foreign law firm. In return, a number of international lawyers spend time working within our firm and we host an annual week-long programme for senior associates from our relationship firms.
- We co-operate with our chosen 'best friends' by sharing know-how, running seminars and developing common working practices.
- Every cross-border transaction is monitored by our international partners and the quality and delivery of service is carefully reviewed.

What we offer

From co-ordinating and leading a multi-jurisdictional M&A transaction to seeking specialist advice on a specific issue, our international network can service all our clients' cross-border needs. However, sometimes our clients simply want to know which firms to instruct in a particular jurisdiction, and are comforted by the knowledge that our recommendations are impartial and based on real experience.



"A fluent cross-border service is possible thanks to the assistance of trusted overseas firms, with the London team acting as a lynchpin in the management of work across jurisdictions."

Chambers Guide to the UK Legal Profession

Some recent examples

An award-winning Indian M&A deal

Working alongside a leading Mumbai firm, we advised FTSE 100 mining giant Vedanta Resources plc on its US\$981 million acquisition of a 51% controlling stake in Sesa Goa Limited from Mitsui & Co. Ltd. The deal was voted Indian M&A Deal of the Year 2008 by *Indian Business Law Journal*.

Multi-jurisdictional M&A advice

We advised a Cayman based fund administration business on its merger with a rival off-shore business with operations in Bermuda, the Cayman Islands, the Bahamas, Guernsey and Canada. Critical to the deal was our ability to source and manage advice from leading lawyers in each of those jurisdictions.

Pay TV acquisition

We advised a London-listed pay TV sector client on its acquisition of a French business from a Dutch listed seller. This complex cross-border transaction involved us advising on all English law aspects and sourcing, managing and co-ordinating advice from specialist lawyers in the Netherlands, France, Brazil, the US and Germany.

Project management across Europe

We assisted one of our market infrastructure clients in the development and implementation of a complex payments system to support international securities transactions with a daily value in excess of €2 trillion. As well as delivering English law expertise and market knowledge of a highly specialised area, we sourced and managed advice in France, the Netherlands, Belgium and Ireland as part of an in-depth and wide-ranging consultation exercise with the market, regulators and central banks.

South American litigation advice

We were instructed by the Argentine government in relation to a US\$300 million claim being brought against it by a US vulture fund. Having obtained a judgment from a US court, we are now seeking to enforce it against Argentine government assets in the UK.

International labour law

We advised a multi-national corporation on the employment and pensions aspects of the sale of its global banking subsidiaries, and compiled an analysis of the relevant legal and employee relations considerations across 20 overseas jurisdictions including Egypt, Germany, Italy, Poland, Russia, South Africa, Spain and Sweden.

Multi-jurisdictional advice for London Mining Plc

Working closely with local firms, we advised London Mining Plc on the US\$810 million auction sale of its Brazilian mining operations and on the establishment of joint ventures in Columbia, Mexico, South Africa, China and the Middle East.

International Team



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