

How do I get into *ALB China's* Hot 30? This was a common question posed by readers last year, following the publication of our inaugural list of 'hot' lawyers.

ALB China has to admit that the selection process is quite subjective – being 'hot' depends on the extent to which you warranted coverage in the magazine over

the last 12 months, and that includes both those who are famous and those classified as infamous.

Quite naturally, not every single one of the approximately 110,000 lawyers can share the same level of popularity. And equally naturally, different individuals are known for different reasons. When it comes to the difficult task of separating

wheat from the chaff, we definitely cover the good and promising ones – Jeanette Chan, Adam Li, Xiao Jun Han, to name but a few who spent weeks of sleepless nights leading up to the successful close of multi-million dollar deals.

This year, *ALB China's* 'hot 30' list of lawyers also covers high profile leaders such as Handel Lee at King & Wood and

THE SHINING LIGHTS

Name: Li Guo Zhao.
Title: Director of legal department.
Firm/company: China National Offshore Oil Corporation.
Why hot? Joining CNOOC more than 20 years ago, Zhao now leads a team of 24 lawyers, which expanded from 16 last year and increased its legal spend by 15%. Last year, Zhao advised the giant company on the agreement relating to exploration in disputed areas where the sovereignty is simultaneously claimed by China, Vietnam and the Philippines. Amazingly, Zhao has not been tempted to join private practice after working with the company for more than two decades.



Name: Ning Yu.
Title: President of ACLA.
Firm/company: All China Lawyers Association.
Why hot? Replacing Zong Ze Gao to become the president of All China Lawyers Association, Yu is looking forward to the challenge of leading the 110,000-member network.

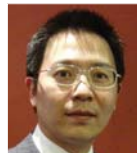


Name: Owen Nee.
Title: Partner.
Firm/company: Coudert Brothers.
Why hot? Winner of *ALB's* Legal Personality of the Year this year, Nee has been an important pioneer in the development of the country's legal industry since 1979. His many 'firsts' in China include his handling of the first major equity joint venture, the first large-scale project financing, the first offshore oil concession to an American petroleum company, and the first syndicated loan to China.

Name: Jingzhou Tao.
Title: Managing partner of Greater China.
Firm/company: Coudert Brothers.



Why hot? This year Tao was elected as a member of the Expert Consulting Committee of the China International Economic and Trade Arbitration Committee (CIETAC) – the first lawyer at a foreign firm to join the committee. He was recently named one of the 100 most influential individuals in the globalisation and commercial development of China in a local business magazine.



Name: Anthony Qiao.
Title: Managing partner of Shanghai Office.
Firm/company: Zhong Lun Law Office.
Why hot? Starting off his judicial encounter humbly as a stenographer at Shanghai High Court, Qiao's legal ambition was definitely not limited to the typing and recording. He turned into a managing partner of one of the leading law firms only 10 years later.

Name: Jian Bin Zhang.
Title: Director of legal department.
Firm/company: China Telecom.
Why hot? Leading a team of six and a total of 200 lawyers in all branches and subsidiaries. The busy office has worked in tandem with external counsel and completed significant deals, including an acquisition from its parent company last June.



Name: Edward Lehman.
Title: Managing partner.
Firm/company: Lehman Lee & Xu.
Why hot? Lehman established Lehman Lee & Xu together with other Chinese nationals in 1992 and the firm now has six offices throughout greater China. He has been selected by his peers as one of the best advisers for banking, intellectual property, finance, foreign

direct investment and infrastructure and corporate.

THE MOVERS



Name: David Liu.
Title: Partner.
Firm/company: Jun He Law Offices.
Why hot? A lawyer on the move. David Liu left Pu Dong after 10 months with the firm, to join Jun He last year. This shocked the market – particularly after his departure from the law firm he founded, Llinks, to join Du Pong the previous year. But a lawyer like Liu will always be in demand with his unrivalled reputation for banking and finance.



Name: Carmen Chang.
Title: Partner.
Firm/company: Wilson Sonsini Goodrich & Rosati.
Why hot? Like a boomerang, Carmen Chang has returned to Wilson Sonsini as a securities partner from Shearman & Sterling, for whom she quitted Wilson Sonsini two years ago. With her strong US and Asian client base, including Semiconductor Manufacturing International Corporation and Goldman Sachs Asia, she is expected to give Wilson Sonsini's China practice a strong push.

THE LEADERS



Name: Handel Lee.
Title: Managing partner.
Firm/company: King & Wood PRC Lawyers.
Why hot? Lee joined King & Wood from Vinson & Elkins in 2004 as the Chairman of the Management Committee of the firm. Since this time, King & Wood has opened an office in Tokyo and will announce its Hong Kong Office soon. These developments exhibit Lee's ambition to turn King & Wood into an international law firm.

ALB CHINA'S HOT

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Lun Wang at Xinjiang Tianyang Law Firm, who this year, undeterred by the competitive market, led his Xinjiang firm into the capital. The list also covers the movers of the legal market – such as David Liu at Jun He – and the shakers of the legal market, such as John Huang at AllBright.

And as always, there are those who have made the list for the wrong reasons, such

as the Wahan Intermediate Peoples' Court bribe-taking judges, Chan Xin Ke and Chang You Hu.

While you will agree with the inclusion of some, you may disagree with that of others. You may even feel that you warrant a place in the list yourself – and if that is the case we would be more than happy to hear from you. **ALB**



Name: Yi Zhang.

Title: Managing partner, Shanghai office.

Firm/company: King & Wood PRC Lawyers.

Why hot? The remarkably young Zhang has already pioneered several milestone deals including the establishment of Pacific Aetna, the first Sino-US joint venture insurance company in 1999; the first telecommunication service joint venture in 2000 (he advised AT&T); and the first joint venture in public utility network industry (advised Veolia in 2003).

Name: Yong Xiang Li.

Title: Chief of in-house legal dept.

Firm/company:

Bank of Communications.

Why hot? Yong Xiang Li has recently left the bench after 18 years of judge's service at the Shanghai Higher People's Court and joined Bank of Communications as the chief in-house counsel shortly after the bank was listed in June.

Name: Lun Wang.

Title: Managing partner.

Firm/company: Xinjiang Tianyang Law Firm.

Why hot? Unthwarted by the fierce competition in the capital city, the 'Marco Polo' from Xinjiang led the charge to enter Beijing. As the first law firm from Xinjiang to have an office in Beijing, the firm has well established its presence in the 'new continent' and has gained recognition for its excellence. Last year the firm was also named as the most professional and trustworthy of all non-local firms who entered the Beijing market from other parts of the country.

Name: Zi Li Shao.

Title: Managing partner.

Firm/company: Linklaters.

Why hot? Zi Li Shao is the only Chinese



lawyer that has so far taken up a position as managing partner of greater China in a foreign firm. Leading more than 130 lawyers in the Beijing, Shanghai and Hong Kong offices, his firm recently represented the Bank of Communications in its US\$1.9bn listing on the Hong Kong Stock Exchange.



Name: Winston Zhao.

Title: Managing partner, Greater China.

Firm/company:

Jones Day.

Why hot? Former co-managing partner of Clifford Chance, now managing Jones Day Shanghai, Zhao has extensive experience representing multinational corporate clients, as well as other foreign companies, in their investment projects and trade activities in China. Last year he continued to impress our readers by working on Dong Feng's US\$2bn joint venture with Nissan, which is the largest direct investment project in the auto industry in China to date, and other works included advising JP Morgan, Asia, on the acquisition of Xu Zhou Construction Machinery Corp Ltd.



Name: Jing Wang.

Title: Managing partner.

Firm/company: Wang Jing & Co Law Firm.

Why hot? Wang founded the firm 11 years ago as a boutique admiralty firm. Since then it has diversified to advise on foreign direct investment and intellectual property four years ago. Although the firm maintains a humble size with six partners around the country, it managed to take home the trophy for Guangzhou Law Firm of the Year at the recent ALB awards. This year the firm is establishing offices in Qingdao and Xiamen.

Name: Hai Bin Zeng.

Title: Managing partner.

Firm/company: Trust Law Firm.

Why hot? Trust Law Firm is one of the local firms that are regarded as upcoming, with Zeng and two other co-managing partners determined to take the firm to new heights.



Name: Robert Lewis.

Title: Partner.

Firm/company: Lovells.

Why hot? Lewis spearheaded the launch of the ACLA-Lovells Template Contracts and Legal Memoranda Series, a free template consisting of basic contract framework and four commonly used contracts for cross-border transaction. The project is aimed at elevating the overall standard of practice on FDI work among Chinese lawyers.

THE SHAKERS



Name: John Huang.

Title: Founding partner.

Firm/company: AllBright Law Offices.

Why hot? Huang is widely known for his excellence in IT work. He claims to have a "special passion for IT" and has recently completed the first stage of the most complex software development project in China to date – the US\$25m New Generation Trading System for the Shanghai Stock Exchange in the overhaul of their trading system. His works have successfully labelled the firm as an IT expert's house.



Name: Xiao Jing Han.

Title: Partner.

Firm/company: Commerce & Finance.

Why hot? Specialising in banking and corporate finance work, Han has significantly

contributed to the firm's reputation as an 'IPO law firm'. The firm has advised companies on 10 IPOs on the main board in Hong Kong between June 2004 and June 2005, putting it in third position for that period.



Name: Jonathan Zhou.
Title: Partner.
Firm/company: Fangda Partners.

Why hot? One of the founding partners of Fangda, he ably advised CICC on the follow-on offering of Baosteel and New Bright Capital, which was the first acquisition of a domestically listed bank by a foreign company.



Name: Stanley Jia.
Title: Partner.
Firm/company: Baker & McKenzie.

Why hot? Stanley Jia is a partner of Baker & McKenzie's Beijing office. Jia attributes his success to being truly bilingual and truly bicultural, which has allowed him to understand what clients want and need. In the past year, he led the west to east pipeline project for Petrochina Company Limited, the project value of which exceeds US\$10bn. His excellence also attracted Petrochina to retain the firm for its acquisition of the overseas asset in China National Petroleum Corporation, which cost US\$5bn.



Name: David Yu.
Title: Partner.
Firm/company: Llinks Law Office.

Why hot? Having a wealth of experience in corporate, restructure and M&A, Yu represents on a regular basis a number of multinationals including COSCO Pacific, Cytec, Dover Corporation, etc. In particular, he led the Llinks team to advise Shanghai Automotive Industry Corporation on its US\$500m acquisition of 48.92% of SsangYong Motor Company, the fourth largest motor manufacturer in Korea, and on a US\$640m multi-currency refinancing of the motor company. Yu is a star of this upcoming firm.



Name: Jeanette Chan.
Title: Chief representative of Beijing office.
Firm/company: Paul, Weiss, Rifkind, Wharton & Garrison LLP.

Why hot? Jeanette Chan has become a household name in the legal market. Splitting her time between the firm's Hong Kong and Beijing offices, Chan led a number of major deals last year including General Atlantic Group's US\$350m equity financing to fund Lenovo's acquisition of IBM. She also brokered Shanghai MSN Network Communications Technology Company – the first significant foreign-invested enterprise between its client Microsoft and Shanghai Alliance Investment.



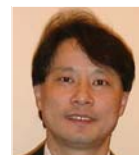
Name: Adam Li.
Title: Partner.
Firm/company: Jun He Law Offices.

Why hot? Advising on numerous companies for their public offerings, private placements and bond offerings in New York, London, Hong Kong, Shanghai and Shenzhen since 1991, Li continues to shine this year by advising on a couple of major deals including BoComm's listing on the HKSE earlier in June, and China Construction Bank on a RMB2.8bn term loan facility for Bayer Polymers (Shanghai) Company Limited.



Name: Benita Yu.
Title: Partner.
Firm/company: Slaughter and May.

Why hot? Becoming a partner after only two years at Slaughter and May, Oxford University lawyer Yu has a wealth of experience in securities transactions, including cross-border listings and share offerings by PRC state-owned enterprises. Highlights of her experience last year included advice to Semiconductor Manufacturing International Corporation (SMIC) on its US\$1.9bn global offering and dual Hong Kong/New York listing, and to Morgan Stanley and the underwriters on the US\$330m global offering and Hong Kong listing of China Resources Power.



Name: Xiang Wang.
Title: Counsel.
Firm/company: Jones Day.

Why hot? Wang was the first lawyer in a foreign law firm to deal with a large amount of patent prosecution and litigation work when he established the IP department in Baker & Daniels. He later brought it to White & Case and more recently to Jones Day.



Name: Steven Toronto.
Title: Managing partner of Beijing office.
Firm/company: Morrison & Foerster.

Why hot? Toronto is one of the lawyers that have flown in from Silicon Valley to China. Specialising in structuring and foreign financing of telecommunications and technology-based companies, Toronto has ably advised on multi-million dollar deals including acquisitions by Amazon.com and Sinotrans Air Transportation.



Name: Kirk Tong.
Title: Partner.
Firm/company: Jun He Law Offices.

Why hot? A typical 'sea-turtle' who has benefited enormously from his time in the US, Tong is now sitting as a partner in the Shenzhen office of Jun He. He has been significantly involved with a number of major M&A deals including Samsung's acquisition of SEG Samsung and Dubai Ports International's US\$1.15bn acquisition of the US-based CSX Corporation.

THE INFAMOUS

Name: Chang Xin Ke and Chang You Hu.
Title: Judge.

Firm/company: Wuhan Intermediate Peoples' Court.

Why hot? In one of the most notorious cases, 13 judges of the Wuhan City Intermediate People's Court, including two vice-presidents Chang Xin Ke and Chang You Hu and some deputy presiding judges, were found to have taken more than RMB4m (US\$480,000) in bribes early last year. Ke and Hu were sentenced to imprisonment and another nine judges received disciplinary punishment.