



An end to distance.

Introducing a global network of law firms
dedicated to cross-border business.



MULTILAW

Acting local, thinking global.

Working globally means crossing not only geographical borders, but also legal, linguistic and cultural borders. In an ever-more complex world, a leap of faith is not enough: you need trust.

Multilaw is an international network of law firms providing the highest standards of advice and service, collaborating across borders and putting an end to distance.

Every one of us is independent and proud of the local character and insight we bring to the table. It is this on-the-ground knowledge that helps our clients take on the world.





Multilaw gives you instant access to a global network.

11,000 lawyers
in 300 offices

90 member
firms

100 countries

1990 founded

London
headquarters

\$5.0bn combined
annual revenue





We make the world
smaller for clients.

Global Recognition.



Elite Law Firm Network

Ranked as an Elite Network in Chambers Global Guide



Our firms are recognised
in the leading directories.

Best Lawyers

Chambers
AND PARTNERS

IFLR1000

WWL
Who's Who Legal

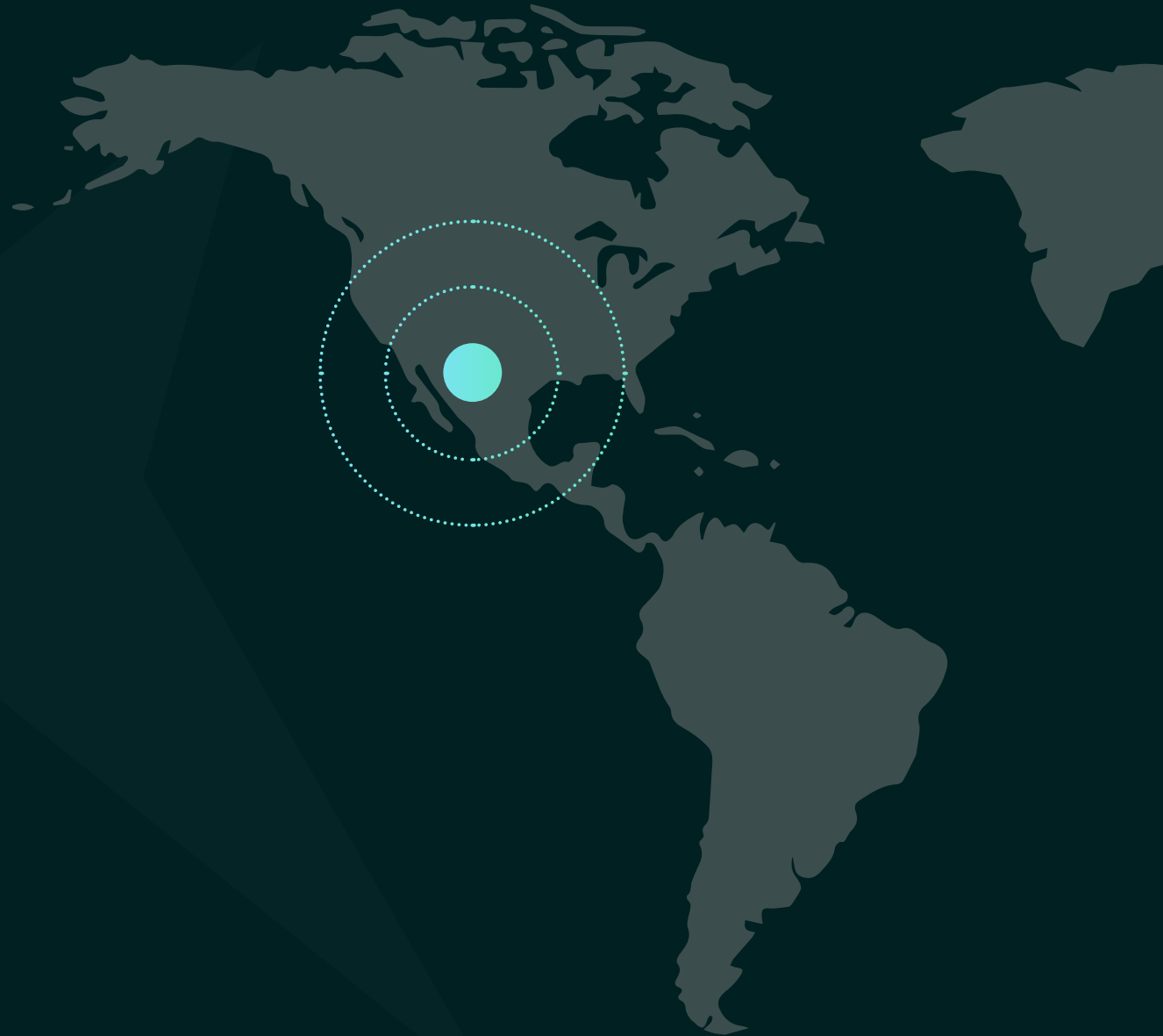
The
LEGAL
500



Global reach.


Americas

Anguilla	Guatemala
Argentina	Honduras
Bahamas	Mexico
Belize	Nicaragua
Bolivia	Panama
Brazil	Peru
Canada	Puerto Rico
Cayman Islands	Saint Lucia
Chile	Seychelles
Colombia	United States
Costa Rica	Uruguay
Dominican Republic	Venezuela
Ecuador	Virgin Islands, British
El Salvador	



Europe, Middle East and Africa

Asia-Pacific



Angola
Austria
Belgium
Bosnia and Herzegovina
Bulgaria
Cape Verde
Croatia
Cyprus
Czech Republic
Denmark
Egypt
France
Germany
Greece
Guernsey
Hungary
Ireland
Iraq
Israel
Italy
Jersey
Kenya
Lebanon
Luxembourg
Malta
Monaco

Montenegro
Mozambique
Netherlands
North Macedonia
Oman
Pakistan
Poland
Portugal
Romania
Russia
Saudi Arabia
Serbia
Slovakia
Slovenia
South Africa
Spain
Sweden
Switzerland
Tanzania
Turkey
Uganda
UK – England
UK – Northern Ireland
UK – Scotland
Ukraine
United Arab Emirates

Australia
Bangladesh
Cambodia
China
Hong Kong
India
Indonesia
Japan
Korea, Republic Of
Laos
Malaysia
Myanmar
New Zealand
Philippines
Singapore
Sri Lanka
Taiwan, Republic of China
Thailand
Timor-Leste
Vietnam





Expertise.

Multilaw is a full-service network, combining international reach with local expertise to enable clients to do cross-border business with confidence.





[Agribusiness](#)

[Antitrust, competition and trade](#)

[Aviation](#)

[Banking and finance](#)

[Capital markets](#)

[Construction and infrastructure](#)

[Cross-border transactions](#)

[Data privacy and information security](#)

[E-commerce](#)

[Employee benefits](#)

[Energy and natural resources](#)

[Environmental](#)

[Family law](#)

[Fashion](#)

[Government affairs](#)

[Health care](#)

[Immigration](#)

[Insolvency and restructuring](#)

[Insurance](#)

[Intellectual property](#)

[Labour and employment](#)

[Life sciences](#)

[Litigation, arbitration and dispute resolution](#)

[Maritime](#)

[Media, advertising and entertainment](#)

[Mergers and acquisitions](#)

[Outsourcing](#)

[Private client](#)

[Private equity](#)

[Product liability](#)

[Project finance](#)

[Real estate](#)

[Securities](#)

[Sport](#)

[Tax](#)


[Technology](#)

[Telecommunications](#)

[Transportation](#)

[White collar crime](#)





Whatever size
your business,
we will support
you to go global.

Multinationals, public companies, start-ups and scale-ups all call on our member firms to trade, list, set up offices and innovate across borders.





6 reasons to work with us.

01

Our international reach with local insight meets your commercial needs.

02

We are positive, practical people dedicated to empowering you to take on the world.

03

Our firms get up to speed quickly because they understand your business and the realities of your markets.

04

Our responsive team meets your deadlines and exacting standards.

05

Our flexible processes ensure you get the service you need in the way you need it, wherever you need it.

06

Our structure is cost-effective.





Leveraging the power of trust to
end distance and do cross-border
business with confidence.

Carefully chosen and regularly appraised, every Multilaw firm shares a commitment to providing **the highest standards of service.**

Step 1. **Audit.**

In-depth due diligence ensures each firm is a leader in its jurisdiction and holds outstanding standards of ethics and professionalism.

Step 2. **Align.**

To be confident our values align, Multilaw board members visit each firm to get a real sense of their commitment to helping clients' businesses cross borders. It is only then that firms are invited to join.

Step 3. **Appraise.**

Once on board, we continually collaborate and provide feedback, carrying out formal appraisals every three years.



There are **two** ways to
engage with Multilaw.



Global Gateway.

We take the lead on your
cross-border legal needs.

Go Direct.

We introduce you to the
specialists that will deliver your
cross-border legal needs.



We can be your gateway to the global network.



One point of contact

We plan

Identify your needs and plan the work

- ✕ Agree goals and success criteria
- ✕ Determine deliverables, fees and reporting
- ✕ Assemble team



Centralised briefings

We execute

Drive the programme

- ✕ Liaise with the member firms delivering legal services
- ✕ Utilise global collaboration software
- ✕ Provide regular updates



Reporting one monthly bill

We evaluate

Evaluate the work & identify future needs

- ✕ Assess results
- ✕ Share lessons learned
- ✕ Identify further needs



You can go direct to firms
and manage your own relationships.



Introductions
to specialists



Separate reporting
and billing



Multiple
engagements



We are here to help.

However you choose to work with us, you will have access to:

A dedicated
point of contact

Collaboration
platform technology

A strategic
business partner



The service you receive is:

Responsive.

We acknowledge client communications within 24 hours.

Consistent.

We update regularly, with clarity.

High Quality.

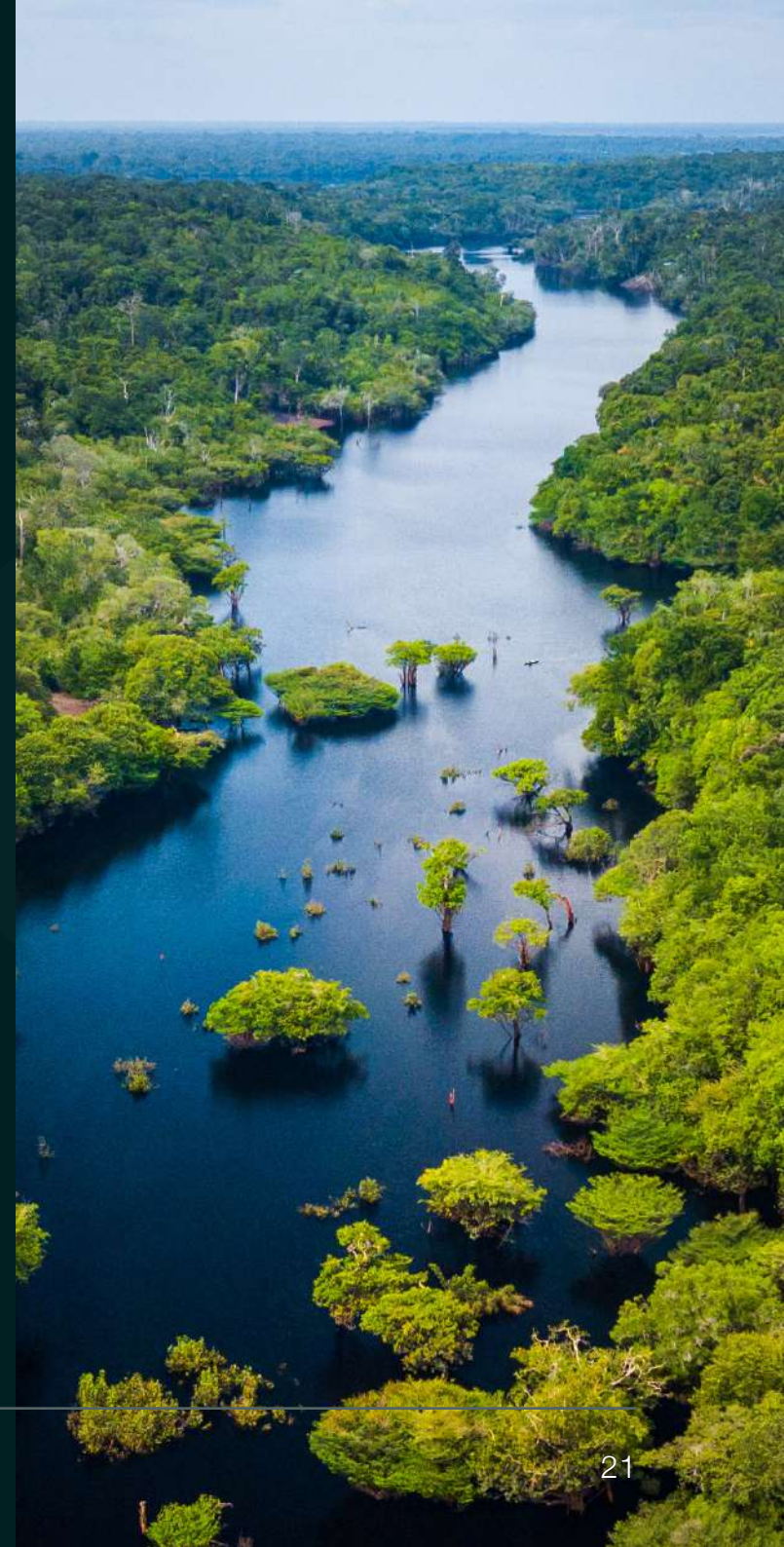
We use project management to maintain standards.

Adaptable.

Our charging structure is flexible and transparent.

Collaborative.

We build trusted relationships with every client.





Our flexible fee structure delivers value for money.

01

Fixed fee or hourly rates

02

Central or individual invoicing

03

Rates vary to align with cost differences across jurisdictions

04

Transparency ensured through Service Level Agreements and regular work-in-progress updates





Acting local, thinking global.



Helping Heska Corporation go global.

US member firm Polsinelli helped veterinary petcare company, Heska Corporation, to expand its operations overseas. Transparency and on-demand reporting ensured the formation of foreign subsidiaries with support from Multilaw members in Australia, France, Germany, Spain, the Netherlands, New Zealand and the UK. Governance and general corporate transaction counsel continues for this client.



Precision and customer care from Multilaw members helped multi-national power equipment business move into the Asia Pacific.

Australian member firm Macpherson Kelley acted for a large, multi-national power equipment business on the re-draft of its trading arrangements to allow the company's expansion into the Asia Pacific region. The international team called on Multilaw colleagues in Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Taiwan and Thailand. Consistency and communication ensured the contract was amended to reflect local laws. Project management efficiency meant that the team was able to scope, coordinate and deliver this complex project in two weeks.





M&A and corporate advice to Viessmann Group.

German member firm Schallast regularly assists The Viessmann Group, an international manufacturer of heating, industrial, and refrigeration systems headquartered in Germany, on corporate and M&A matters.

Multilaw member firms in China, Canada, France, Italy and the Netherlands have also been working for the client on various M&A and business transactions throughout the last year and establishing their own direct client relationships with Viessmann's legal department.



Working with Kärcher in more than 30 jurisdictions.

Member firm Heussen Rechtsanwaltsgesellschaft mbH, in Germany, has a long standing relationship with one of the world's largest manufacturers of cleaning equipment, Kärcher. Over more than a decade, Kärcher has regularly engaged Multilaw firms across various practice areas including corporate, employment, intellectual property and litigation matters in over 30 jurisdictions and continues to work with Multilaw firms around the world on an ongoing basis.

When selecting a law firm outside Germany my first choice is Multilaw. Excellent quality for a fair price.

Horst Teller

(Vice President, General Legal Counsel) - Kärcher





Global employment services for Games Workshop.

Games Workshop, the global games and miniatures manufacturer and retailer with a yearly turnover in excess of £250 million, needed help with the provision of employment and immigration legal services in all of the countries in which they operate.

They contacted UK member firm Shakespeare Martineau who were able to quickly put together a proposal covering all of the jurisdictions required.

The proposal was successful against some stiff competition. The client was impressed by the combination of the UK firm providing the central key account management, the breadth of the Multilaw presence across the world and the capabilities of the network to provide a seamless service. The work is now being rolled out to 17 countries.




Delivering worldwide service in 20 jurisdictions to publicly listed agrosience client.

Fast-growing agrosience company AgroFresh approached US member firm Duane Morris for assistance with annual corporate maintenance and compliance processes for subsidiaries in 20 countries.

Duane Morris submitted a unified global proposal to the client in less than a week, covering all of the needed countries and services, and each of the Multilaw firms in the proposal was retained.

The speed of response to the client's request for proposal has been matched by the assistance and responsiveness of the various Multilaw member firms being used. As a result, the relationship with AgroFresh has grown to include additional work for member firms ranging from regulatory compliance to commercial contracts to employment law and litigation. As AgroFresh's needs evolve, Multilaw firms stand at the ready to continue to be part of their team.





Assisting one of the largest global home furnishing retailers to **expand across five continents.**

Over the past eight years, US member firm, Lathrop GPM, have assisted one of the largest global home furnishing retailers in expanding into countries on five different continents. Involving over a dozen Multilaw firms to provide guidance with those expansion efforts over the past two years, the assistance has included such varied guidance as trademark review, franchising, licensing, general contract and distribution matters.




Advising digital media group on cross border corporate and employment matters.

Irish member firm Philip Lee advised ADVNCR, a digital media group (whose primary operations are in the UK, US and Australia), focusing on acquisition and investment, in companies involved in creative, production and other supply of services within the eSports, gaming, AI, AR and VR sectors. Advice initially focused on advising the UK based founders of the group on their role but has since developed into advising on every proposed and completed acquisition and investment and joint venture, as well as employment matters and a proposed group restructuring.

Australian member firm Macpherson Kelly advised on the jurisdiction specific aspects of the investments made in Australia. Advising ADVNCR on a global restructuring to move its parent company to the US, US member firm Polsinelli assisted on the US aspects of the restructuring including company formation, share structure and employment law.





Flexibility allowed global media business to manage staffing change across Europe.

Longstanding client of UK member firm Penningtons Manches Cooper, a global film and media company, drew upon the expertise of the Multilaw network when advice was needed in Germany and Italy to minimise the risk of liabilities during contract terminations and the sensitive handling of transgender issues.



Making the world greener.

Member firm Bosselaar Strengers Legal Partners, in the Netherlands, have supported their client Sempergreen – supplier of quality products for green roofs, living walls and ready-to-lay ground covering – to realise their ambition to make the world a little greener. So far Sempergreen has, with the assistance of Bosselaar Strengers Legal Partners, engaged multiple member firms in Belgium, Germany, Luxembourg, Poland and the UK to expand their operations and product distribution in order to assist their business and their clients to create a more sustainable environment.





Since 1990, 20,000+
clients have relied upon the
Multilaw global network.



MULTILAW



MULTILAW

AN END TO DISTANCE

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