



Two Ogier Hong Kong partners named in Asian Top 10

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Nicholas Plowman and Anthony Oakes have been named as two of the 10 most outstanding offshore lawyers in the inaugural Asian Legal Business Offshore Client Choice List 2016.

“Among the many legal professionals involved in offshore transactions in Asia, there are some who regularly surpass client expectations,” says ALB.

“Asian Legal Business surveyed clients to pick a group of 10 outstanding lawyers who make up its inaugural Offshore Client Choice list. While sharing the common traits of rock-solid advice and a commitment to client service, these lawyers have their own views on what motivates a top-tier legal professional and what challenges they face at the frontlines of some of the most complex offshore transactions in Asia today.”

Nicholas Plowman founded Ogier’s Hong Kong practice in 2007 where his focus has been on building Ogier’s now significant Cayman and BVI investment funds and venture capital practice in Asia.

ALB reports that for Nicholas, a big motivating factor is the challenge of evolving and building his own practice, the Hong Kong office and ultimately the firm’s presence in Asia.

“Ogier has come a long way in the nine years it has been in Hong Kong,” he says. “We were not the first offshore law firm to establish an office here, but I feel like we have now caught up with our competitors who had been in Hong Kong for longer than us as a firm. In many areas now, we are really offering a leading product in this market.” His work philosophy is to try and provide the best advice for his clients.

“Nicholas is responsive and offers practical advice. I have enjoyed working with in the past and would be happy to work with him in the future when opportunities arise,” says a client, who also praises him as “very commercial and pragmatic.”

Anthony Oakes is the head of Ogier’s finance practice in Asia and specialises in banking, capital

markets, corporate and commercial transactions and structured finance. Anthony led the Ogier team which acted as Cayman Islands Counsel on the ground-breaking Garuda sukuk transaction, the first non-sovereign USD Sukuk out of Indonesia.

ALB reports that Anthony looks to his team for motivation. “It is great to build a strong team of people who are enjoyable to work with and create a fun and relaxed environment in the office,” he says. “A strong team will also challenge you and internal training sessions become learning experiences for all, through discussion of differing viewpoints.”

A big part of his work philosophy is to make the needs of his clients the priority. “I believe that our work is all about understanding - understanding our clients, their needs, their questions,” he says. “Clients are all different. If you truly understand your clients’ questions and their underlying priorities, you can provide answers and solutions that are very helpful to them. That way, long-term and trusted relationships can be forged.”

And clients reciprocate in kind. “Anthony is one of the best offshore lawyers I have worked with,” says one.

About Ogier

Ogier is a professional services firm with the knowledge and expertise to handle the most demanding and complex transactions and provide expert, efficient and cost-effective services to all our clients. We regularly win awards for the quality of our client service, our work and our people.

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This client briefing has been prepared for clients and professional associates of Ogier. The information and expressions of opinion which it contains are not intended to be a comprehensive study or to provide legal advice and should not be treated as a substitute for specific advice concerning individual situations.

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