

# International Services

Bringing the world closer to you



hcr

harrison clark  
rickerbys solicitors



# A PASSION FOR PEOPLE

Our passion for people is at the heart of everything we do. It's the engine that keeps us ticking and inspires us to do our best. We're not satisfied unless we're making a real difference to people's lives, and we'll keep working hard to ensure we achieve the best outcome possible for you.

In an increasingly connected world, businesses of all sizes can operate across borders more easily than ever before. However, this can involve myriad legal intricacies and complicated regulations due to the unique laws for each country. Whether you're from an ambitious organisation looking to expand outside the UK, or an international company that wants to improve its situation overseas, we can help you clear a path and focus on what you're good at.

## WE'RE HERE FOR YOU





## A world of expertise

Our international service operates from five hubs across the world where our relationships with the people and institutions that might affect you are tried and tested. Our legal, commercial and government connections within the five hubs are extensive and deep – we work with individuals that we’ve personally known for decades. Beyond the hubs, our trusted network reaches across 80 countries, enabling us to help you run and grow your business almost anywhere in the world.

**WE ONLY  
CONNECT YOUR  
BUSINESS TO  
PEOPLE WE KNOW  
AND TRUST**







## LawExchange International

We are a member of LawExchange International (LEI), which was founded in 1994 by one of our predecessor firms. LEI is an association of independent law firms serving clients doing business in the world's major commercial markets. The association complements our five overseas hubs and gives us access to the expertise of 37 independent law firms across five continents and 31 countries who all share our commitment to excellence.

## The value of the network

It is very easy to find a law firm in another country. But nothing beats the reassurance of a relationship with a lawyer we know and trust when a client needs urgent advice in another jurisdiction. This is what our membership of LEI gives us.

We maintain our relationships with LEI members by arranging five meetings a year at LEI conferences. We also share professional updates and best practices with each other and keep in regular contact throughout the year.

In this way, when a client needs legal advice in another jurisdiction, we can refer them to a lawyer we know personally. It means we can ensure the continuity and quality of the services which our clients rightly expect.



# PRACTICAL ADVICE WHEN YOU NEED IT MOST

From commercial agreements to navigating complicated employment and property law, we pride ourselves on having a practical, commercial approach. We handle a range of international issues for businesses, including cases involving real estate, insolvency, employment, intellectual property, and dispute resolution. In each case, we'll be open about any potential risks involved and help you achieve an effective resolution.

Our team includes lawyers qualified to practice in multiple countries around the world, and several of our solicitors are members of the International Bar Association.



## Case studies

Our client, a food export company, had been advised by its US lawyers to set up in the UK, but in doing so found it lost its ability to export to Spain. It had attempted to obtain a licence from local government in a southern Spanish region, but failed since it did not meet establishment requirements. We assisted the client in obtaining not only the EU licence in Spain, but also an equivalent licence in the UK, to hedge against Brexit. We had thus obtained more than the client had asked for, yet still stayed within our original fee quote.

Another client wished to cooperate with foreign investment. We introduced an investor from China, performed due diligence on the Chinese entity and investigated its beneficial shareholder. We also risk-managed the issues we had spotted and enabled the investment to happen. We worked at 75% of our usual legal fees and only received the balance (plus an uplift) when the deal closed.

A third client needed terms and conditions for online customers all over the world. We tailored six sets of terms in the native languages, and ensured that correct compliance requirements for each country were added into the terms, with irrelevant terms being removed to shorten the document, making it more user friendly.





## A flexible approach to fees

The volume and breadth of the international work we engage in means we can keep our costs down and clients receive a great-value, high-quality service. We offer a range of payment options that work for all levels of client from start-ups to multinational corporations.

Sometimes the best option is traditional hourly charge-out rates, where we bill you according to how much time we spend on your work. But increasingly we're finding that our clients prefer the following options:

- Fixed fees: where a precise task is clearly defined, and we charge exactly that amount whether we do more or less work than anticipated
- Risk-sharing: where we charge a percentage of our fees, and receive an uplift or percentage of the deal if the work completes. This is particularly useful for acquisition deals. It's good to know that if your transaction fails to complete and you don't get paid, at least you only have to pay some of the legal fees.

## Fixed price international services

We offer a range of services at a fixed price:

### Counterparty due diligence



This involves investigation into a company you might wish to work with. It covers legal, commercial (and sometimes political) investigation into the entity, and usually some investigation into the individual behind that entity.

### Contract acclimatisation



We take a contract that you are comfortable with, for example a supply contract or a distribution contract, and make sure it works in a foreign country. At the very least we check that the dispute resolution and execution blocks work, and consider any clauses that might be inapplicable (or perhaps even illegal) to enforce in that country.

### Translation and naming



This is often part of contract acclimatisation but is also a standalone service. When it comes to the law, word-for-word language translation simply isn't good enough. Because we translate with context, we ensure that the translation is sensitive to the specific legal meanings of words, and also that an appropriate language clause is inserted into the contract where necessary.

We also provide a naming service where a new brand needs to be invented for use in China.

### Compliance



We make sure your operations are being conducted in accordance with local requirements and highlight any risks or issues you might not have known to ask about.

## WE'VE GOT YOUR BUSINESS COVERED





# Meet your team

When working internationally, it's all about building trust. Your key UK contacts are:



**Nicolas Groffman**  
**Partner, Head of International Team**  
T: +44(0) 330 1075 803  
M: +44(0) 7816 592 934  
E: [ngroffman@hcrlaw.com](mailto:ngroffman@hcrlaw.com)



**Harriet Murray Jones - Copenhagen**  
**Partner**  
T: +44(0) 330 1072 963  
M: +44(0) 7766 384 451  
E: [hmjones@hcrlaw.com](mailto:hmjones@hcrlaw.com)



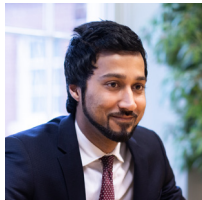
**Annie Ni - Shanghai**  
**Legal Consultant**  
T: +44(0) 203 3758 306  
M: +44(0) 7909 700 591  
E: [ani@hcrlaw.com](mailto:ani@hcrlaw.com)



**Oliver Weiss - The Hague**  
**Partner**  
T: +44(0) 203 9940 327  
M: +44(0) 7385 379 840  
E: [oweiss@hcrlaw.com](mailto:oweiss@hcrlaw.com)



**Natalie Minott - Boston**  
**Partner**  
T: +44(0) 122 3581 441  
M: +44(0) 7715 060 304  
E: [nminott@hcrlaw.com](mailto:nminott@hcrlaw.com)



**Syed Alam - Mumbai**  
**Partner**  
T: +44(0) 330 1075 812  
M: +44(0) 7715 060 309  
E: [salam@hcrlaw.com](mailto:salam@hcrlaw.com)

## Our UK offices



- 1 **Birmingham**
- 2 **Cambridge**
- 3 **Cardiff**
- 4 **Cheltenham**
- 5 **Hereford**
- 6 **London**
- 7 **Milton Keynes**
- 8 **Northampton**
- 9 **Thames Valley**
- 10 **Worcester**
- 11 **Wye Valley**

## Birmingham

T: 0121 454 0739

F: 0121 455 7211

## Cambridge

T: 01223 461 155

F: 01223 316 511

## Cardiff

T: 02922 749 200

F: 02922 749 201

## Cheltenham

T: 01242 224 422

F: 01242 518 428

## Hereford

T: 01432 349 670

F: 01432 349 660

## London

T: 0207 489 6320

F: 0207 681 1261

## Milton Keynes

T: 01908 247 010

F: 01908 247 020

## Northampton

T: 01604 233 233

F: 01604 627 941

## Thames Valley

T: 0118 911 1206

F: 0118 900 7874

## Worcester

T: 01905 612 001

F: 01905 744 899

## Wye Valley

T: 01989 562 377

F: 01989 565 961