

dollar electronics, firearms, and sporting and public safety equipment companies, major insurance companies, top universities, and a wide variety of innovative, emerging technologies companies located in the US and abroad.

Over the past year, the firm delivered a number of big wins for clients, in both matters of national prominence and 'behind-the-scenes, bet-the-company' cases.

Its list of successes includes:

- Partner David Ring completed his service as a DDTC-appointed Special Compliance Official for Esterline Technologies, which successfully completed its consent agreement in 3.5 years – a near-record pace for recent consent agreements (see our award for Export Controls Compliance Team (USA)).

- Dan Goren, counsel at the firm, helped numerous companies, both in the US and abroad, classify their encryption products and navigate the thicket of reporting requirements often associated with the regulation of these goods. This included an instruction from a Fortune 500 defence contractor to help construct a process for classifying encryption items under the EAR.

Export Controls Law Firm of the year, Europe

Winner: Baker McKenzie

In top spot again – it was winner in this category in 2016, in the days when the ampersand mattered – is **Baker McKenzie**.

Baker McKenzie is one of the world's largest law firms, with a trade controls practice of immense spread and depth. In Europe, its team includes lawyers in Amsterdam, Frankfurt, London, Brussels, Zürich, Barcelona, Stockholm, Rome, Moscow, Paris, Warsaw and Budapest and more. Many of the European team are also trained in US export controls.

Key members of the European team include Mattias Hedwall (Stockholm), Ross Denton, Sunny Mann and Tristram Grimmer (all London), Alexander Bychkov (Moscow) and Philippe Reich (Zurich). The firm's Germany presence was enhanced with the arrival of Anahita Thoms (a past *WorldECR* Young Practitioner of the Year award winner) from Freshfields Bruckhaus Deringer at the end of 2017.

As befits a global giant, recent work traverses geographical boundaries:

- Carried out highly complex multijurisdictional surveys, covering 17 jurisdictions for an aerospace and defence company regarding the regulatory environment for data transfer and controlled technology in relation to both military products and dual-use items.
- Acted for a leading Swedish energy producer when it discovered a risk that the business did not carry out its business in compliance with US export control regulations. The team assisted the client, which is also one of the largest companies in



Mattias Hedwall heads Baker McKenzie's Global International Commercial & Trade Group. Anahita Thoms joined the firm from Freshfields Bruckhaus Deringer at the end of 2017.

Runner-up: HFW

Winner of this award in 2015 and 2017, **HFW** (the firm formerly known as Holman Fenwick Willan) combines deep knowledge relating to export controls with in-depth sector knowledge across a defined range of commercially focused sectors – commodities, construction, energy and resources, shipping, aerospace and insurance/reinsurance.

Export controls are a daily challenge for many of the firm's clients who include freight-forwarders, shipping lines and companies engaged in the transport of goods by air.

In Europe, key contacts are partners Daniel Martin, Elinor Dautlich and Anthony Woolich in London and Pauline Arroyo in Paris. The team includes five associates across the firm's European offices – Vincent Benezech in Paris and William MacLachlan, Felicity Burling, Jeremy Kelly and Isabel Phillips in London.

Team members engage closely with their clients, collaborating with the client's legal and compliance functions, training and supporting them in keeping on top of legal changes, and helping them deliver benefit to their organisations.

A recent instruction shows this

approach. The team was asked by a UK aerospace client to review its compliance function, with a particular focus on export controls in the context of transportation of military cargoes and military personnel. This was prompted by concerns within the business about the compliance function, and the team was asked to carry out an audit to benchmark compliance and identify areas where it could be improved.

Rather than simply carry out a paper-based review, the HFW team spent a number of days at the client's offices interviewing relevant stakeholders, including members of the board, heads of the relevant sales divisions, individuals within sales teams, the head of legal, the compliance manager and individuals who were involved in an upgrade to the key IT platform being used by the business.

This allowed the HFW team to identify areas where the business considered that the compliance function was doing a good job (as well as areas for improvement), and it gave the in-house legal and compliance team an opportunity to highlight areas where greater involvement of the business in the compliance function, and earlier engagement with compliance, would enable the compliance team better to support the business.

A spokesperson for HFW picks up the story: 'Ultimately, we were able to achieve the client's initial objectives, which were to devise new procedures for the business, streamline the compliance function, and ensure that the compliance function was covering all of the necessary areas, without any unnecessary "gold-plating".

'More importantly, we were able to change the process so that the business was more involved (meaning that the necessary information for compliance checks could more easily be obtained), the compliance issues were considered earlier in the transaction (meaning that time was not wasted on opportunities which would ultimately need to be declined) and the new technology being rolled out was adapted so that existing manual checks could be automated, resulting in a quicker turnaround.'

'We also agreed a monthly fixed-fee retainer, so that the legal and compliance team could call us without having to worry about the clock running, or having to allocate the cost to a particular transaction.'

Highly commended

DLA Piper's Global Trade and Government Affairs ('GTGA') team advises on all aspects of international trade law, including export controls, trade embargoes, financial sanctions, customs procedures and international trade agreements.

The London team is led by John Forrest, Head of Global Trade and Government Affairs, and includes Chloe Barker, Dan Jones and Rupert Ekblom. In a past life, Forrest was advisor to the UK government on trade and investment policy and has represented the UK in the EU, the WTO, the OECD and the United Nations. The London team is supported by Richard Smyth and James Moss in Manchester. The UK team works closely with colleagues in Brussels, Dubai and the US.

The GTGA team provides both contentious and non-contentious regulatory trade, customs, financial sanctions and export control advice across the firm's global platform.

In a busy year, the team supported numerous multinational companies with the development and implementation of tailored compliance policies and procedures; assisted with advocacy before and strategic engagement with relevant competent authorities across a range of issues; and assisted major exporting companies and ancillary service providers to perform enhanced due diligence and counter-party screening, including with regards to the management of third-party risk and potential acquisition-targets.

The team at **Hogan Lovells** advises on the full spectrum of EU and Member State export controls. Its network of EU export controls lawyers is spread across offices in Brussels, Amsterdam, London, Madrid, Moscow, Munich, Frankfurt, Rome, and Paris, which enables real, on-the-spot insight into how Member State authorities effectively implement EU export controls.

Leading lights in Europe include Lourdes Catrain (Brussels) and Jamie Rogers (London) and earlier this year the team was strengthened by the arrival of Aline Doussin from Squire Patton Boggs to head the London trade practice.

Some examples of the team's work from the last 12 months include:

- Advising a global provider of climate control solutions for the heating, air conditioning, and refrigeration markets in connection with export controls compliance with EU trade laws;
- Advising a leading technology provider on EU and Member State export controls rules relating to cryptographic technology;
- Advising a leading European automotive supplier on export controls matters including assessing the exposure to EU export controls laws of novel products;
- Advising a leading Internet company on a range of export controls issues critical to the global deployment of the company's connectivity technologies, including drones, satellites, cloud computing and encryption.

Pillsbury's International Trade practice for Europe is run out of the firm's London office. Combining in-depth knowledge of trade measures with a nuanced understanding of the related political, policy and diplomatic context, the firm provides clients with the full range of legal services related to regulation of international trade and investment.

Team members in London, who include Matthew Oresman and Steven Farmer, help clients interpret dual-use and military export control rules implemented by European countries. They assist in licensing matters and compliance planning, support training efforts, help clients respond to export audits and advise on voluntary disclosures of export control violations.

Clients are drawn from a broad range of industries, and include global names such as Airbus, BAE Systems, Chevron, Rolls-Royce, and INPEX.

Recent work highlights saw the team

- Represent a major satellite company on export control and other regulatory matters related to their operations internationally;
- Advise a European developer and manufacturer of missiles on compliance with US ITAR and EAR requirements;
- Provide advice to a Finnish client, including conducting due diligence on potential business partners in Russia and analysis of *de minimis* issues in connection with re-exports to Iran.