



COLLEGE OF LAW PRACTICE MANAGEMENT

India

Simon Chester

Lawyers

1.2 Million

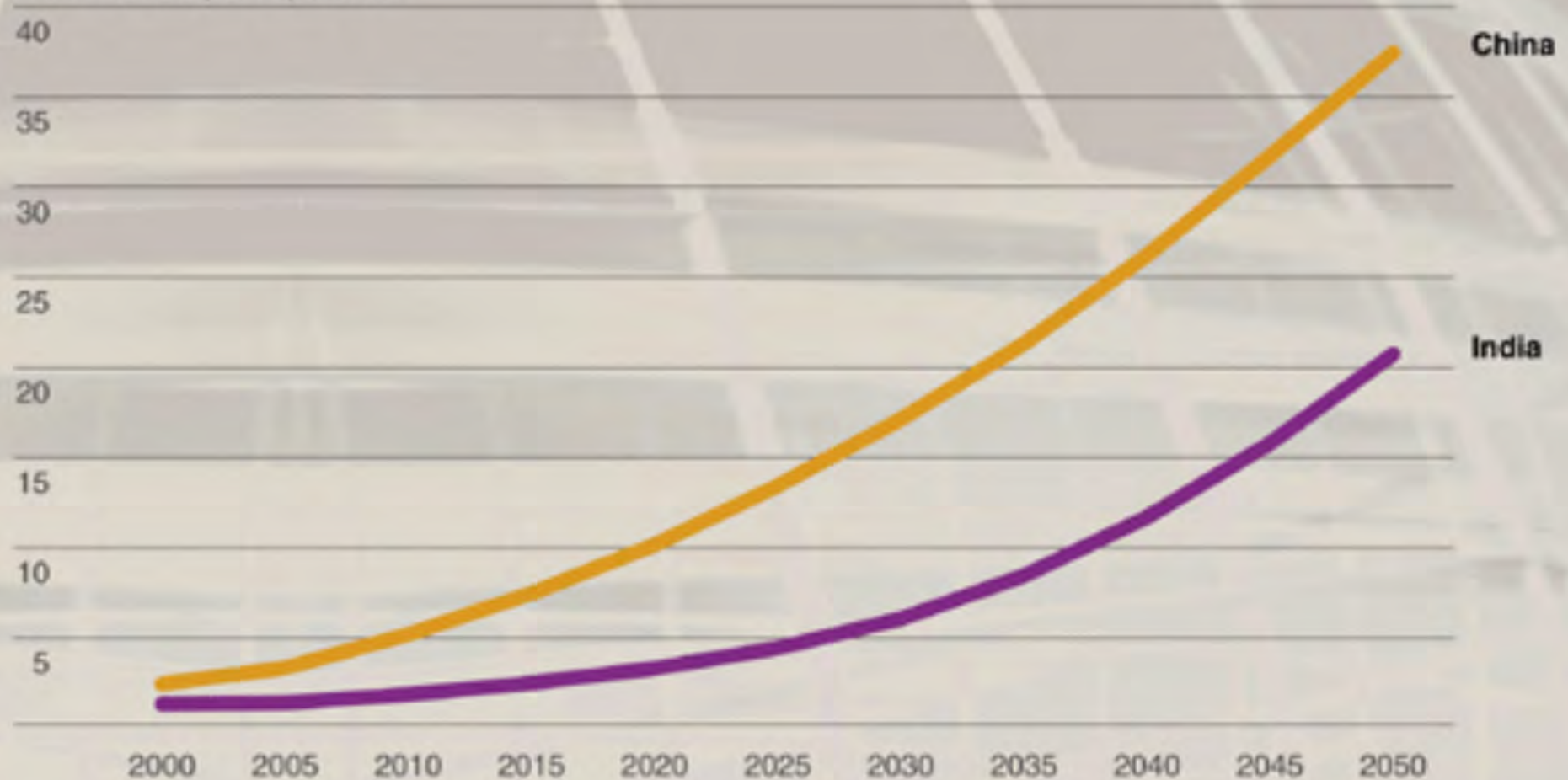


Population
1.2 Billion



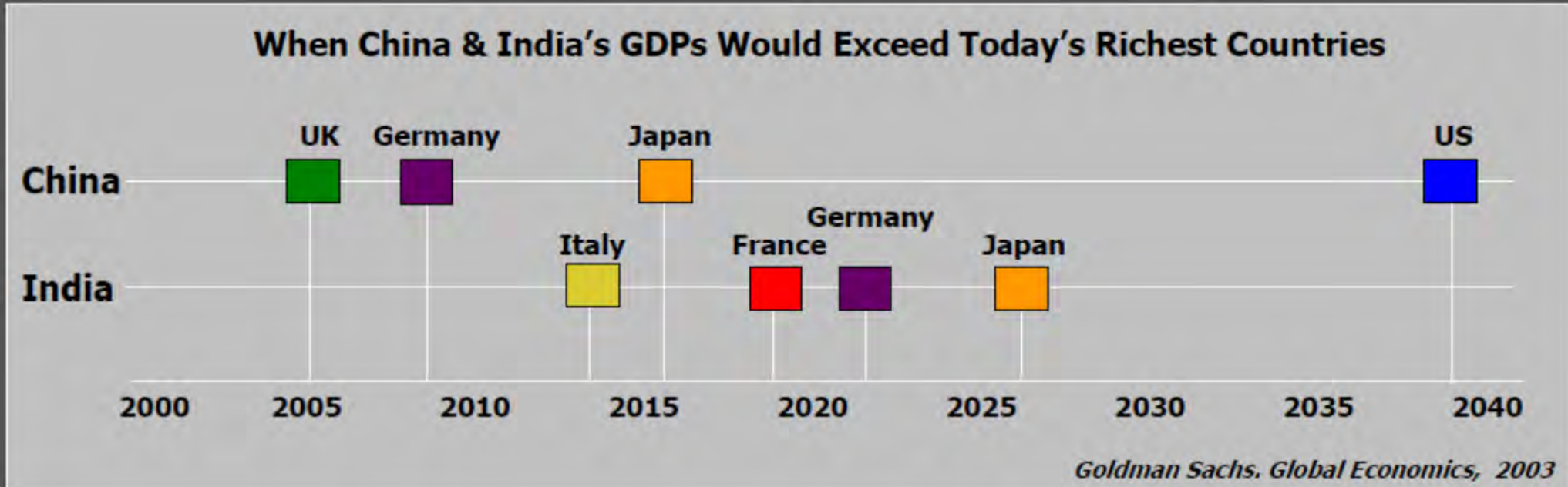
China's and India's Per Capita GDPs Rising Against US

Percent of US per capita GDP



Source: Goldman Sachs.

These two countries are expected to become world leaders:

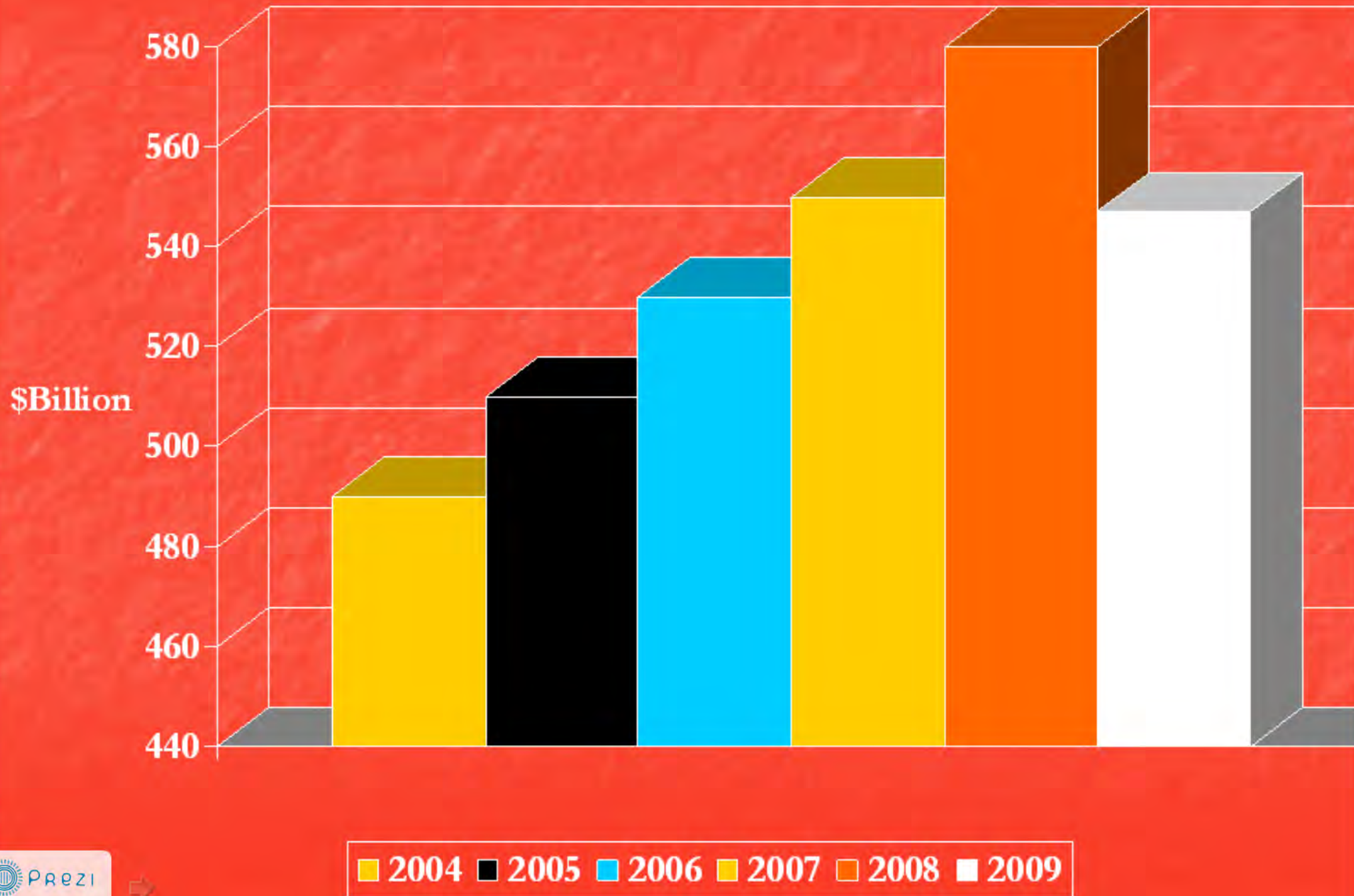


“China, India, and other developing countries are set to give the world economy the biggest boost in the whole of history”

- *The Economist, 2006*



Global market for legal services



Open Markets?

Secretary of State
taking to enhance
as outlined in the
attempts to reform

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JOB OF THE WEEK

India Watch: the forbidden land of
'approximately' 1.2 million lawyers

100,000
inactive

800,000 solo litigators



K.SHANMUGA SUNDARAM,

B.A., B.L.,

ADVOCATE.

க.சண்முக சுந்தரம்,

பி.ஏ., பி.எல்.,

வழக்குரைஞர்

S.SENTHIL B.A.B.L

ADVOCATE

S.செந்தில். பி.ஏ.பி.எல்

வழக்கறிஞர்


100,000
inactive

90,000
small firms



2500
business
lawyers

- RSG-INDIA TOP 40: 2011

| 2011 RANK |  | No. PARTNERS | No. LAWYERS | QUALITY | PROFILE | CAPABILITY | TOTAL |
|-----------|---|--------------|-------------|---------|---------|------------|-------|
| | | | | | | | |
| 1 | Amarchand & Mangaldas | 48 | 545 | 9 | 9 | 9 | 27 |
| 2 | AZB & Partners | 20 | 220 | 9 | 9 | 8 | 26 |
| 3 | J Sagar Associates | 40 | 225 | 8 | 8 | 8 | 24 |
| 3 | Khaitan & Co | 45 | 250 | 8 | 8 | 8 | 24 |
| 5 | Luthra & Luthra | 34 | 200 | 8 | 7 | 7 | 22 |
| 5 | Trilegal | 17 | 142 | 8 | 7 | 7 | 22 |
| 7 | DSK Legal | 16 | 90 | 8 | 7 | 6 | 21 |
| 8 | Desai & Diwanji | 16 | 142 | 7 | 6 | 7 | 20 |
| 8 | Nishith Desai Associates | 6 | 71 | 8 | 7 | 5 | 20 |
| 10 | Anand & Anand | 9 | 59 | 8 | 6 | 5 | 19 |
| 10 | Lakshmi Kumaran & Sridharan | 20 | 120 | 8 | 6 | 5 | 19 |
| 10 | S&R Associates | 5 | 40 | 8 | 6 | 5 | 19 |
| 13 | Kochhar & Co | 20 | 180 | 7 | 5 | 6 | 18 |
| 13 | Mulla & Mulla | 15 | 115 | 6 | 6 | 6 | 18 |
| 15 | Bharucha & Partners | 5 | 37 | 7 | 5 | 5 | 17 |
| 15 | Crawford Bayley & Co | 17 | 100 | 6 | 5 | 6 | 17 |



Indian legal market is currently estimated to be worth 4 billion dollars, growing to \$6.5 bn in 2016 but if fully liberalised its value to India could be \$12.3 bn



Ken Clarke

India for example has a great deal to gain from removing barriers, and I will be making the case forcefully when I visit in a couple of weeks' time that action to open up further to international legal expertise is economically and socially vital for India itself. This is not about the UK's narrow mercantilist self-interest, but the interest of Indian business, which risks missing out on investment and growth because of restricted domestic legal provision.

India's legal market set for reform



Tuesday 27 September 2011 by **John Hyde**

India's £2.6bn legal services market moved a step closer to full liberalisation this week when professional bodies agreed a 'road map' for reform.

Justice secretary Kenneth Clarke, the Law Society and the Bar Council spent three days in Delhi speaking with Indian lawyers, ministers and officials, including Salman Khurshid, law and justice minister.

A Breakthrough in India, or Another False Spring?

Ben Lewis | All Articles

The Asian Lawyer | October 06, 2011



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Mumbai's Chhatrapati
Shivaji Terminus

Last week, U.K. Justice Secretary Kenneth Clarke spent three days in India in pursuit of what has become the British legal profession's White Whale: the opening of that market to foreign lawyers.

He returned with a glimmer of hope. At a joint appearance last week, Salman Khurshid, India's Minister of Law and Justice, **said his government would "fast track" a decision about whether to liberalize its legal sector.**

But there have been false hopes before, and Khurshid admitted he has still to address domestic concerns over the issue. It was about as much as the British government could hope for though, given it has not much carrot to dangle, much less stick to brandish.



Mumbai's Chhatrapati Shivaji Terminus

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UK and India's legal bodies to work together on timetabled roadmap

Posted 27th September 2011

Professional legal bodies from the UK and India are jointly to thrash out a timetabled roadmap to pave the way for the legal sectors in both countries to benefit from greater access to India's legal services market.

Select Region

-India



Lawyer strikes

500,000

Protectionism

Professional legal bodies from the UK and India are jointly to thrash out a timetabled roadmap to p
legal sectors in both countries to benefit from greater access to India's legal services market.

Lawyer strikes
500,000 reported

*Lawyers
Collective case
starts 1993*

*Appeal to
Supreme Court*

1996

Remanded

back

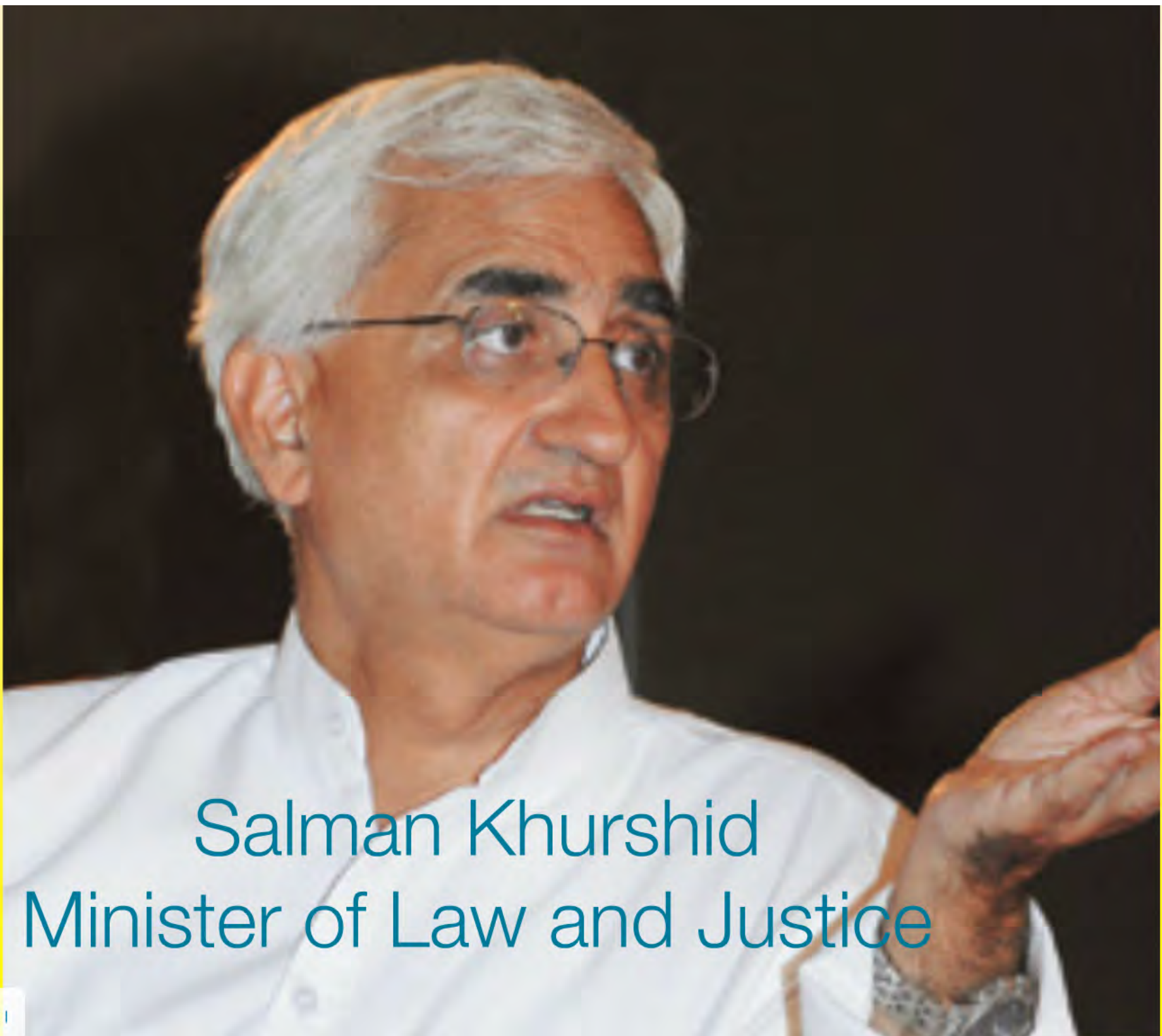
Decision

October 2009



Doors shut


60. For all the aforesaid reasons, we hold that in the facts of the present case, the RBI was not justified in granting permission to the foreign law firms to open liaison offices in India under Section 29 of the 1973 Act.



Salman Khurshid
Minister of Law and Justice

Ten
years of
stalling

Liberalisation talks ditched for jobs in Obama's visit with DLA, Edwards Angell partners

Written by Kian Ganz | Wednesday, 10 November 2010 11:55 | Law firms 



Discussions to allow foreign law firms to operate in India were dropped during US President Barack Obama's state visit to India, said two US law firm partners who were part of the delegation.

DLA Piper Washington partner William Cook and Boston-based Shahana Basu Kanodia who is partner and chair of the South Asia practice group at US law firm Edwards Angell Palmer & Dodge, were both part of the roughly 200-strong delegation



London Calling

Simon Chester



London

Ilford

West Ham

Greenwich

Bexley

Gravesend

Chingford

Billericay

South Benfleet

Hendon

Harrow

Ealing

MIDD

Wimble

don

Subitton

ough

aines

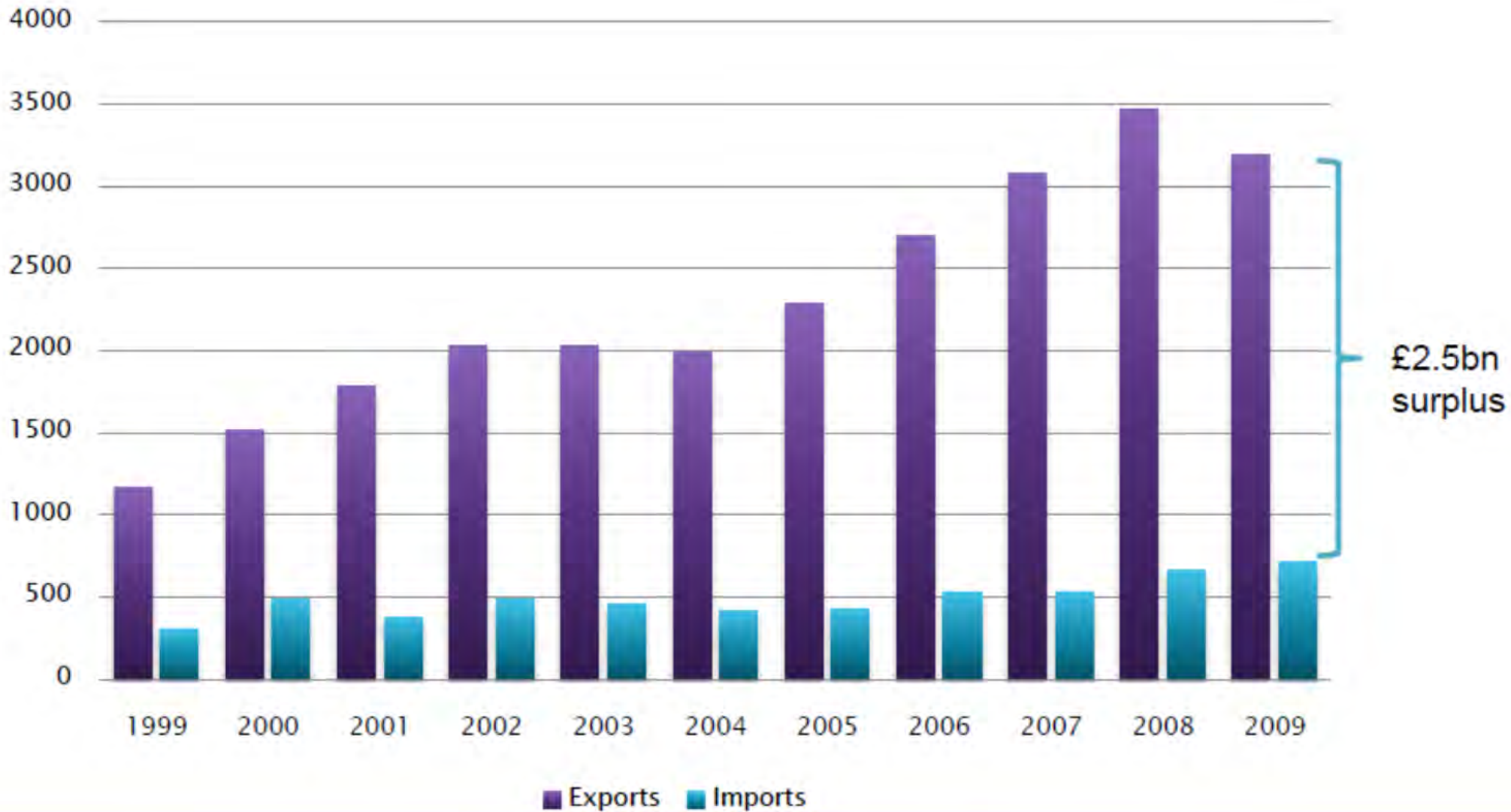
gham



Ken Clarke

these things are, the case I want to make is that they are part of a broader picture: a government supporting the business of law; a legal system supporting the business of growth

£million





Ministry of
JUSTICE

UK
TRADE &
INVESTMENT



Plan for Growth:

Promoting the UK's Legal Services Sector

Thursday, 15 Sep 2011

UK 'a global centre for legal excellence'






The legal industry came together at an event organised by TheCityUK on Wednesday to discuss the importance of promoting the UK as a global centre of legal expertise, and ways in which to ensure this remains the case in the future.

The Right Honourable Kenneth Clarke, Lord Chancellor and Secretary of State for Justice, revealed steps the Government is taking to enhance Britain's reputation as a legal services provider, as outlined in the Ministry for Justice's Plan for Growth as it attempts to remain one step ahead of the competition.



Ken Clarke: law and lawyers among the UK's "greatest exports"

14 September 2011 | By Vanessa Wozniak

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Justice secretary Kenneth Clarke has launched the Legal Services Action plan aimed at promoting London as the legal capital of the world.



Justice secretary Kenneth Clarke has launched the Legal Services Action plan aimed at promoting London as the legal capital of the world.

In a speech, which took place at Clifford Chance's offices today, Justice Secretary Kenneth Clarke underlined the Government's commitment to promoting the UK legal industry abroad and called for a need to modernise the UK's 'old-fashioned' and 'bureaucratic' civil and criminal justice system.

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September 14, 2011 2:34 pm

Clarke backs UK as ‘the world’s lawyer’

By Caroline Binham, Legal Correspondent



Ken Clarke, justice secretary, on Wednesday pledged to take on the European Commission and target the Indian legal market as part of his effort to promote UK legal services.

Mr Clarke rubbished a Commission effort to introduce a [Europe-wide contract law](#), which aims to break down barriers to free trade. Warning that it

could be “unnecessary, disproportionate and damaging”, he said the wrong type of contract law could lead to “years of litigation”.

Justice secretary Ken Clarke pledges 'Big Bang' for UK legal sector

19 September 2011

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As proportion of total UK revenue generated by legal services rises, senior Cabinet member sets out measures to promote competition and consumer choice

ELIZABETH II

c. 29



Legal Services Act 2007

2007 CHAPTER 29

TESCO

The image shows the Tesco logo, which consists of the word "TESCO" in a bold, red, sans-serif font. Below the text are five blue, slanted rectangular bars that form a stylized underline.

The SRA continues to make progress despite delays in introducing the Legal Services Act.

One could be forgiven for thinking that four years later, the structures envisaged in the Legal Services Act 2007 might have been put in place. But despite earlier assurances by the key bodies involved, including the Ministry of Justice (MoJ), the Legal Services Board (LSB) and the Solicitors Regulation Authority (SRA), law firms will not be able to apply to become alternative business structures from 6 October 2011, as originally planned.

Ministry

New d
to UK

06 October

**The public
after Justice
radical cha**

Mr Djanogly
Alternative
firms to sec
professional
competitive

In the futur
businesses
able to offe

Mr Djanogly

'This is a la

Ministry of Justice

New dawn in legal sector will give boost to UK business and customers

06 October 2011

The public are set to benefit from modern, joined-up legal services after Justice Minister Jonathan Djanogly announced the start of radical changes to the sector today.

Mr Djanogly heralded a new era for legal services with the launch of Alternative Business Structures, which for the first time will enable law firms to secure outside investment to work in partnership with professionals from other industries, such as retailers, to offer a competitive service to customers.

In the future customers will find legal services more accessible as businesses like high street shops, supermarkets and internet firms will be able to offer a joined-up legal service alongside their other products.

Mr Djanogly said:

'This is a landmark day for the UK legal industry.

'Tesco law' shake-up for legal services

Thursday 06 October 2011

High street retailers will be able to offer legal services to their customers, under the new Legal Services Act.



From today, non-lawyers will be able to invest in and own legal businesses for the first time, allowing banks and supermarkets to offer the services of a lawyer alongside groceries and other items.

The government said that the new Legal Services Act would provide more choice for the public, and Justice Minister Jonathan Djanogly said it was "a landmark day" for the UK legal industry.

"Our legal services are already rated among the best in the world, used by millions of people around the globe as well as in the UK, and these changes will set them up to move to new heights. They will

enable firms to set up multi-disciplinary practices and provide opportunities for growth," he said.

Perfect storm 'spells the end for thousands of solicitors'



The market for wills may be dominated by a handful of multibillion-pound providers within a few years

It adds that even top City firms, which generate huge profits from advising companies and banks, will not be immune from reforms to the Legal Services Act, which will enable non-lawyers to own law firms for the first time.

[The Times](#), October 10, 2011

Alex Spence Professional Services Correspondent

Thousands of high street solicitors could go to the wall in a "seismic" upheaval of Britain's £14 billion consumer legal market.

New ownership rules that came into effect last week will lead to a wave of consolidation, according to a report to be published today by Espirito Santo.

The investment bank says that the market for retail legal work, such as conveyancing and wills, will be dominated by a handful of multibillion-pound providers within a few years.

New entrants

- Co-op - free legal advice in bank branches
- Plans to be largest provider of legal services by 2021
- 370 staff and growing

New entrants

- Franchises
- Simplify the law
- Quality Solicitors
- face2face

Supermarket 'law shops' to sell legal services

Banks and supermarkets are to be able to sell consumer legal services in England and Wales for the first time following a change in law.

The government says the new Legal Services Act will offer more choice and better value for the public.

It says it also means law firms will benefit from investment and allow them to explore new markets.



Under the plans consumers will be able to buy law services in supermarkets

New entrants

- WH Smith newsagents
- Partnership/branding with Quality Solicitors
- Concessions within stores
- 300 locations within a year

October 21, 2011 4:44 pm

Palamon Capital invests in Quality Solicitors

By Jane Croft, Law Courts Correspondent

A private equity firm has bought a majority stake in Quality Solicitors, a network of high street law firms, in what is thought to be the first investment following the deregulation of the legal profession – dubbed [Tesco law](#) – which will allow external investment and flotations by law firms for the first time.

Palamon Capital Partners, which owns stakes in Towry, the financial adviser, and Cambridge Education Group, is thought to have invested upwards of £10m (\$16m) into Quality Solicitors although exact details of the transaction have not been disclosed.

Com

Ex

New investment

- Irwin Mitchell
- Top 20 firm
- £50 million warchest
- Wants investment to increase commoditised personal injury work

13th October, 2011

First UK law firm lays out plans for an admission to market

Everyman Legal to seek admission to market in 2012

Everyman Legal has today become the first UK solicitors' practice to announce its intention to seek a market admission. The company intends to trade its shares on Sharemark – a stock market for smaller companies – in the last quarter of 2012.

Since its formation four years ago, Everyman Legal has built a business combining a national network of “partner” solicitors with the sale of online templates and information. Its solicitors are located across London, Birmingham, Derby, Leeds, Oxfordshire, Gloucestershire and Devon and they specialise in providing legal services to entrepreneurs.

Ethics 20/20 Stands by Plans to Propose Latitude for Firms to Have Nonlawyer Owners

Wednesday, October 26, 2011

from ABA/BNA Lawyers' Manual on Professional Conduct™

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 Questions

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By *Joan C. Rogers*

DENVER—The ABA Commission on Ethics 20/20, meeting here Oct. 14-15, decided to go ahead with its plans to circulate nonfinal recommendations to allow law firms to include nonlawyer owners, or at least ease barriers to fee-sharing when jurisdictions have conflicting rules on nonlawyer owners.

A solid investment?

Slaters released its financial results on Tuesday (16 August). The firm also reported net profit after tax of \$27.9 million for the last financial year, a 40.9% increase from 2009-10.

SLATER & G FPO

■ SGH.AX ■ ASX

Oct 21, 2011



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