



# Chambers GC Influencers

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## GLOBAL 100 2019

Thursday, June 20, 2019  
DoubleTree Metropolitan Hotel  
New York City

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# Introduction



## RIETA GHOSH

Editor-in-Chief  
**Chambers and Partners**

The general counsel and legal division heads celebrated at this event are recognized for the contributions they have made to the development of in-house legal culture. No longer just the ethical and legal heart of a business, these professionals now sit as influential participants at board level. Effective team leaders, industry pioneers, diversity and CSR champions: these Influencers show the way.

**Research Methodology:** Our GC Influencers have been chosen following detailed research interviews with private practice lawyers and other in-house counsel. We identified the key areas in which GCs have displayed substantial influence:

- Effective management and development of an in-house team
- Navigation of substantial business projects such as M&A or strategic business change.
- Development of litigation strategy and understanding the pressures faced within industry
- Bringing diversity & inclusion and CSR to the forefront of their industry.
- Ability to influence and respond to regulatory change

Chambers has provided insight into the legal profession for over 30 years. Our aim is to celebrate excellence within the legal profession. This dynamic hall of fame encourages collaboration among the in-house legal community. Our GC Influencers have created best practice pathways endorsed by both private practice and other in-house lawyers.



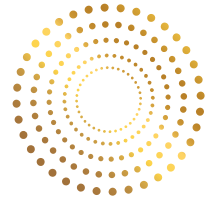
## **Congratulations**

We are pleased to support all of the accomplished in-house leaders recognized as Global 100 GC Influencers.



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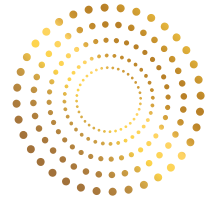
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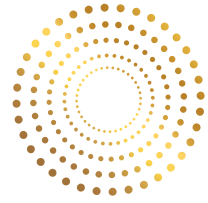
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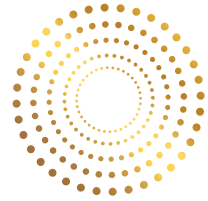
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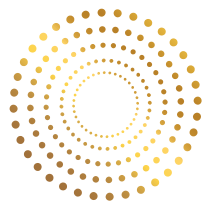
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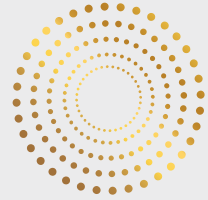
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# GC Influencer

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GLOBAL 100 – AFRICA



## Nana Eshun, Africa Finance Corporation

Nigeria-based Nana Eshun serves as a director and acting general counsel for Africa Finance Corporation (AFC), having ascended to the development finance institution's top legal role in 2018 after previously holding positions within the African Development Bank and representing Ghana's Ministry of Finance on the West African Gas Pipeline project. The former Eversheds lawyer is a project finance specialist and oversees AFC's financing of a host of energy and infrastructure projects across the African continent, alongside a broader remit which also covers the governance and secretarial functions of an institution which holds over USD4 billion in investments across 28 nations.

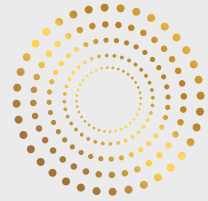






# GC Influencer

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GLOBAL 100 – AFRICA

## Clint Wilson, African Infrastructure Investment Managers

South Africa-based Clint Wilson serves as in-house counsel for African Infrastructure Investment Managers (AIIM), having transferred to the role in 2016 after initially joining the legal department of Old Mutual Investment Group, AIIM's parent company, in 2009. He draws from a considerable amount of transactional experience to advise on a broad spectrum of legal issues raised by AIIM's investments across Eastern, Western and Southern Africa, with recent work including a USD31 million minority investment into clean energy platform BBOXX and the sale of its interest in the Kipeto wind power project in Kenya to Actis. Wilson's previous roles include in-house positions advising on M&A and commercial agreements at the V&A Waterfront Company, Dubai World Services, Oasis Group Holdings and Virgin Active South Africa.

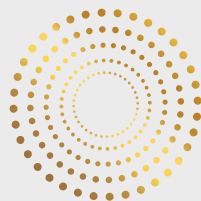




# GC Influencer

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GLOBAL 100 – AFRICA



## Hartley Dikgale, Sibanye-Stillwater

Hartley Dikgale brings almost 15 years of experience in the mining sector to bear in his current role serving as the head of legal and regulatory affairs for leading global metals producer Sibanye-Stillwater, having previously headed the legal function of Gold One and Rand Uranium. At Sibanye-Stillwater, he takes charge of a legal team which has demonstrated its impressive pedigree in transformational transactional work, such as handling Sibanye Gold's entry into the platinum sector through its USD2.2 billion acquisition of Stillwater Mining in 2017 and its more recent USD365 million acquisition of Lonmin, with both deals facing significant scrutiny from the Competition Tribunal of South Africa. More recently, the company has announced that it will consult a number of stakeholders regarding the restructuring of its gold mining operations, with Dikgale and the legal department spearheading a complex and potentially contentious route forward for the mining giant.

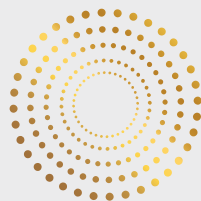




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Timothy Steinert, Alibaba

Alibaba continues to go from strength to strength, with the e-commerce giant offering services ranging across retail, cloud computing, media and entertainment, logistics and banking. Taking the reins of the sprawling conglomerate's legal division is its general counsel and corporate secretary Timothy Steinert, who was hired in 2007 from Freshfields. Over the course of his decade in the top legal role, he and his team have overseen Alibaba's rapid international expansion, its rollout of a host of new products and services and, most impressively, its record-breaking USD25 billion IPO in 2014. Steinert's transactional expertise is also put to good use, with 2018 seeing the company acquire Ele.me for USD9.5 billion and take part in the USD2.5 billion privatisation of Intime Retail. Interviewees report: *"The sheer scope of the challenging legal issues that Tim has to manage would cause a lot of people to wake up in a cold sweat in the middle of the night, but he's smart, steady and sensible. He's been a terrific asset for that group as they've grown."*

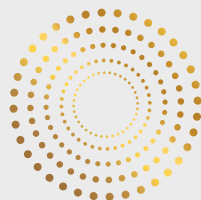




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Qiao Gangliang, Danaher Corporation

Qiao Gangliang has an extensive history in the technology sector, with prior roles serving as general counsel for GE Healthcare and GE Capital in the Greater China area and as general counsel for Siemens for North East Asia, and in his current role as general counsel for multinational tech and industrials conglomerate Danaher's Asia-Pacific operations. Having joined the company in 2013, his corporate law expertise has been put to the test by his notoriously acquisitive employer, which added to its hundreds of acquisitions since its inception through the 2018 purchase of Integrated DNA Technologies, alongside its proposed spin-off of its dental businesses into an independent public company. The former Paul, Weiss associate is dual-qualified in both China and Washington, DC and has also found fame recounting his experiences as the first Chinese national to clerk for a US federal judge in his best-selling book 'The Court Is Now In Session.'

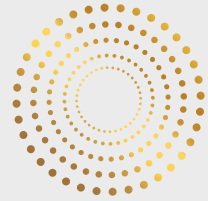




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Naosuke Fujita, Goldman Sachs Japan

Naosuke Fujita has earned the respect and admiration of his peers for his pioneering work in the field of LGBT equality. Fujita, who serves as managing director and general counsel for Goldman Sachs' operations in Japan, stands out for his commitment to equality as ally to the bank's LGBT Network, for his pro bono work on LGBT rights and for his role as cofounder of Lawyers for LGBT & Allies Network, an organisation calling for greater understanding and inclusivity for members of sexual minorities and campaigning against discrimination based on gender and sexual identity. Having previously worked for the bank's legal department between 1998 and 2003, he returned for his second stint in 2009 from O'Melveny & Myers, where he was managing partner of the firm's Tokyo office. He was also formerly a partner at Paul Hastings and Big Four Japanese firm Anderson Mori & Tomotsune.

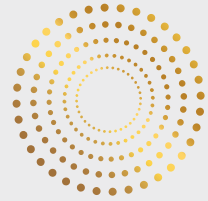




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Song Liuping, Huawei Technologies

Song Liuping is a 20-year veteran of Huawei, having rapidly climbed the ranks from his arrival in 1996 to his currently lofty position as the company's chief legal officer. His various positions within the telecoms and electronics manufacturer hierarchy have included roles managing its product strategy planning group, serving as director of its intellectual property rights department and as president of its patent review board, leaving him well placed to manage the business's bumper intellectual property portfolio. Indeed, in 2017 his team led the way in patent filings before the European Patent Office, filing 2,398 applications and becoming the first Chinese company to reach the top slot in European filings. Outside of the commercial realm, Song and his team face a different test of their mettle following allegations of trade secrets theft and sanctions violations brought by the US Department of Justice, alongside long-running claims that Huawei's technology represents a security threat to global telecommunications infrastructure.

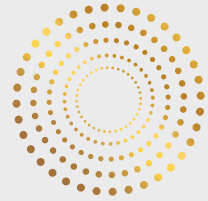




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Ravinder Passi, Nissan Motor Corporation

While surprisingly small in number for an international automotive giant, Ravinder Passi's legal team packs a punch. The global general counsel takes charge of a 160-strong team which has demonstrated its ample experience and deft touch in advising on transactional and wider operational matters, notably demonstrated through 2016's USD2.3 billion acquisition of a controlling stake in Mitsubishi Motors and its role advising on an extensive cost-cutting and restructuring programme initiated by erstwhile CEO Carlos Ghosn. Passi, who was appointed as global general counsel in 2015 following ten years at the company in both the UK and Japan, leads a diverse and multicultural legal team whose recent work includes advising on the sale of the company's battery manufacturing business in the USA and UK to Envision Group.

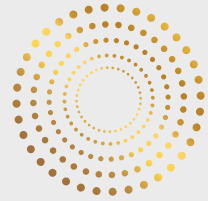




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Zhao Bin, Qualcomm

Among Zhao Bin's many impressive achievements as Qualcomm's senior vice president of legal and governmental affairs, his role coordinating the company's global patent dispute against Apple alongside US-based general counsel Donald Rosenberg displays his truly impressive credentials in defending his company's interests. Qualcomm successfully secured injunctions against the sale of several iPhone models in China and Germany in long-running litigation alleging Apple is infringing its intellectual property. The Beijing-based lawyer also advises on a broad range of governmental and international trade issues and wider regulatory compliance matters, calling upon a wealth of technology sector expertise gained through prior in-house roles at Sony and Intel and in private practice at Baker McKenzie and DLA Piper.



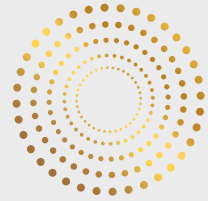




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Cao Hui, Silk Road Fund

China's blockbuster One Belt, One Road initiative promises to reshape the infrastructure of the Near East and beyond, with the USD40 billion state-owned Silk Road Fund among the leading investors associated with the project. Cao Hui, the fund's general counsel, is charged with handling the legal considerations associated with a number of major cross-border investments, involving a diverse array of complex regulatory and financing issues. She joined the fund in 2015, following a distinguished private practice career within a number of leading firms in the USA and China. Her team's recent ventures include advising on the fund's partnership with the Astana International Financial Centre to become a shareholder in its exchange.

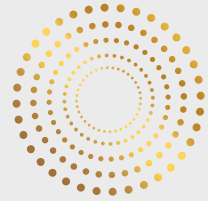




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Robert Townsend, Softbank

After almost 35 years practising corporate law at Morrison & Foerster, Robert Townsend was appointed as SoftBank's first chief legal officer in August 2018. The M&A specialist is no stranger to the Japanese marketplace, having managed his prior firm's Tokyo office before relocating to California, and comes armed with a wealth of experience acting for the company, having previously advised on SoftBank's acquisition of ARM Holdings for GBP24.3 billion and its purchase of a majority stake in Sprint Nextel for USD20 billion. Townsend's role includes legal oversight and management of the company's notably diverse array of businesses, across sectors including financial services, technology, e-commerce, media and manufacturing, alongside its blockbuster USD100 billion Vision Fund. However, despite the wide-ranging nature of his remit, Townsend can call upon his "*very practical, solutions-oriented style*" and his skills as a "*very good negotiator*" to ensure his success in his new environs.

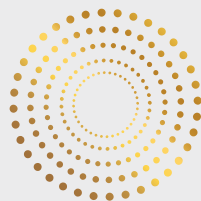




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Shuva Mandal, Tata Sons

Shuva Mandal enjoyed a fast-growing reputation for his corporate law practice, working at leading Indian firms Shardul Amarchand Mangaldas and AZB & Partners, before assuming the role of group general counsel at Tata Sons in 2017. The holding company oversees Tata's vast business empire, including Tata Steel, Tata Motors, Tata Chemicals, Tata Power and The Indian Hotels Company, ensuring Mandal's broad skill set will be put to good use. Indeed, shortly after his arrival, he and the team advised on the sale of Tata's telecommunications business to Bharti Airtel and handled the proposed merger of Tata Steel with German industrials conglomerate ThyssenKrupp, currently the subject of an EU competition probe. Outside of transactional work, Mandal has also instituted major personnel changes within the legal department, having raided a number of Indian firms to bolster his team and having also overseen the rollout of new legal technology across the department to speed its operations and aid its efficiency.

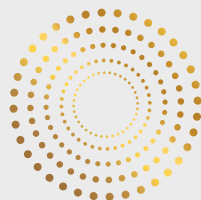




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Brent Irvin, Tencent Holdings

Brent Irvin is no stranger to technology investments, having practised at Shearman & Sterling and Wilson Sonsini in California's Silicon Valley for a number of years, with particular focus on venture capital investments and M&A deals. After accruing a wealth of experience in the start-up and technology space, he joined leading Chinese investment holding company Tencent in November 2009 and became part of an executive suite which has seen Tencent explode onto the global stage and, at one stage, surpass Facebook in terms of market value at USD534 billion. Irvin's role includes oversight over the company's broad array of investments, which focus on the social media sector, gaming industry and finance, and its vast intellectual property portfolio. Outside of his day-to-day activities, he also played a role in the establishment of the Tencent Cyberlaw Research Centre, a forum to spread best practice and offering wider resources in an effort to promote the improvement of internet and technology law.

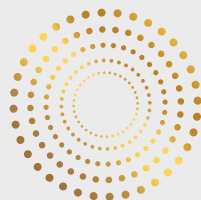




# GC Influencer

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GLOBAL 100 - ASIA-PACIFIC



## Erica Chan, Walmart

2018 saw Walmart pay USD16 billion to purchase burgeoning Indian e-commerce business Flipkart, heralding the retail giant's entry into a thriving Indian e-commerce market which had previously been dominated by Amazon. Overseeing the deal for Walmart was its Hong Kong-based general counsel for Asia, Erica Chan, whose deft handling of the transaction was found to be "extremely impressive" by commentators, who add: "What she pulled off in getting the deal done was well over and above the call of duty, it was a different level of responsibility." Chan joined Walmart in 2011 after almost 15 years in the legal department of STAR TV and is a highly experienced transactional lawyer with well-honed skills in M&A and wider commercial issues. She is also a member of the President's Inclusion Council at Walmart, an advisory committee chaired by CEO Doug McMillon seeking to foster an inclusive workplace for women and minorities.

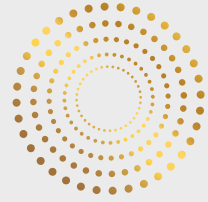




# GC Influencer

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GLOBAL 100 - EUROPE



## Andreas Wiemer, Deutsche Bank

With a career spanning three decades in roles throughout Deutsche Bank's legal department, Andreas Wiemer is an experienced hand across a broad spectrum of banking law and regulatory issues. After joining the bank in 1989 in its private banking and asset management teams, he has quickly progressed up the ranks to his current position serving as a managing director and associate general counsel, with oversight over legal issues arising through the bank's operations in Central and Eastern Europe. Wiemer is notably well versed in handling commercial agreements and regulatory compliance issues concerning derivatives and wider trading matters, alongside considerable expertise in handling regulatory and criminal investigations and advising on risk management.

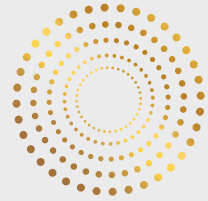




# GC Influencer

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GLOBAL 100 - EUROPE



## Alexander Lunshof, Essilor

Alexander Lunshof, who currently serves as chief legal officer to French ophthalmic optics company Essilor, is an experienced hand in dealing with legal issues facing businesses in highly regulated industries. After almost a decade at Coudert Brothers, practising in the firm's New York, Paris and Beijing outposts, he joined Orange and quickly rose up the ladder at the French telecoms company, leading its M&A group and then serving as general counsel to Orange Business Services. His combination of regulatory expertise and transactional nous came to the fore last year in Essilor's EUR48 billion merger with Italian eyewear brand Luxottica, a global transaction that required careful shepherding through an array of competition regulators worldwide. He and the legal team followed on from the Luxottica merger with advising on the business's international expansion, tying up deals which saw the company expand its reach in Europe and Latin America through the investments into Germany's Brille24, Greece's Union Optic, Ecuador's Indulentes and Argentina's Metalizado Optico. Commentators report: *"He has many qualities, but the most outstanding one for me is his workload. He works like a madman, but he's on top of all the matters and he has a real capacity to delegate."*

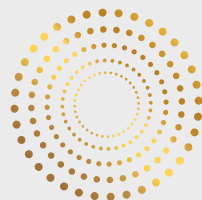




# GC Influencer

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GLOBAL 100 - EUROPE



## John Harrison, Airbus

John Harrison's day-to-day challenges as general counsel of Airbus include heading a team of over 400 lawyers, overseeing the business's vast range of commercial agreements, handling disputes work and ensuring that the aeronautics giant remains compliant with regulatory oversight across numerous global jurisdictions – no mean feat when working for one of the world's largest commercial aircraft operators, the world's largest civil helicopter manufacturer and the largest defence supplier in Europe. Harrison also faces the added complication of Airbus's 15-year WTO battle with Boeing over alleged state aid, with both sides currently locked in an arbitration process at the international trade body, and an inquiry by the UK's Serious Fraud Office into its sales practices. Airbus can, however, rely on Harrison's deep experience in the aviation sector, having spent almost ten years with various Airbus businesses, and given his deep experience in private practice as an aviation finance expert at Clifford Chance.



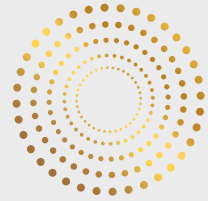




# GC Influencer

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GLOBAL 100 - EUROPE



## Laurent Vallée, Carrefour Group

Laurent Vallée's diverse set of experiences leave him well placed to advise on the broad spectrum of regulatory affairs, public policy and wider commercial issues faced by Carrefour Group, which he joined as general counsel in 2017. Vallée's career trajectory has included roles acting for both France's administrative supreme court and its constitutional court, serving as director of civil affairs in the French Ministry of Justice, spending a number of years in private practice at Clifford Chance and taking on the position of general counsel to film and television studio company Canal+ Group. At the French retailer he takes charge of a legal team which oversees the company's day-to-day operations across 12,000 stores in 30 nations, while also assuming responsibility for its public affairs team and its sustainable development department. It is in the latter role that he has helped to lead the charge in sustainability issues in the food retail sector, with Carrefour joining the UK's Tesco to trial the use of refillable containers for everyday items and also working with other businesses to launch MiiMOSA, a crowdfunding platform designed to provide financing to businesses using sustainable food production techniques.

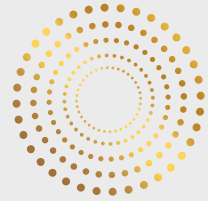




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GLOBAL 100 - EUROPE



## Claudia Junker, Deutsche Telekom

Claudia Junker is no stranger to multi-jurisdictional and technically complex regulatory and commercial issues, having spent almost ten years at the helm of the legal department of Europe's largest telecommunications provider, Deutsche Telekom. She takes charge of a team of over 200 lawyers and advises the business across a broad spectrum of litigation, intellectual property and wider corporate law matters. She and her team have also attained a strong grounding in international transactional mandates, having overseen the GBP12.5 billion sale of EE to BT Group in 2015 and the proposed USD26 billion takeover of Sprint by its T-Mobile subsidiary, with both transactions the subject of intense scrutiny by market regulators. Junker arrived at Deutsche Telekom in 2010 after a number of years in private practice at Hengeler Mueller and Ashurst, where she advised Deutsche Bank and an array of other leading businesses on corporate and commercial law issues.

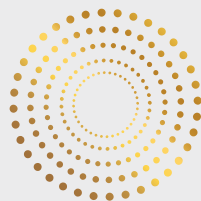




# GC Influencer

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GLOBAL 100 - EUROPE



## Kurt-Jörgen Olsson, Ikea Group

As group general counsel of much-loved Swedish furniture and homeware retailer IKEA, Kurt-Jörgen Olsson confronts the legal challenges and issues raised by a business which counts over 400 stores across all six inhabited continents. He has extensive in-house experience, taking on legal counsel roles at Sweden's National Board of Public Building and state-owned real estate business Vasakronan, before spending three years as general counsel of Car Park Group. He arrived at IKEA in 2002 as general counsel for its Centres division, before assuming IKEA's top legal role in 2012. Alongside his role steering the business through multiple international regulatory systems during its explosive international growth, which in 2018 saw the business open 19 stores and enter the Indian and Latvian markets for the first time, he also heads the group's governance function, including IKEA's environmental sustainability efforts.

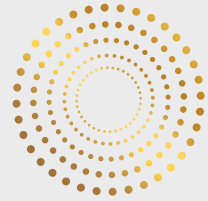




# GC Influencer

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GLOBAL 100 - EUROPE



## Oscar Hållén, Klarna

In hindsight, evidence of Oscar Hållén's considerable promise was on display when he completed his Master's in Law qualification two years ahead of schedule. In his short career thus far, his experiences include serving as a political adviser and speechwriter to the Swedish prime minister, a role in Microsoft's current affairs department and six years in private practice at White & Case, including a secondment at investment firm Altor Equity Partners. In 2008, he became general counsel of USD2.5 billion Swedish unicorn Klarna. Hållén leads a team of 35 lawyers at the payments and banking start-up, which counts over 60 million customers in 14 countries, and plays an important role in advising on the business's launch of new products, international expansion and further investment rounds.

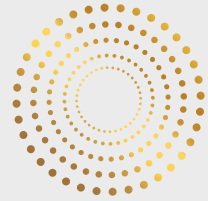




# GC Influencer

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GLOBAL 100 - EUROPE



## Markus Diethelm, UBS Group

Markus Diethelm brought a wealth of experience in the financial services sector to bear for UBS upon his appointment as its group general counsel in 2008, making him an excellent choice as the bank's legal team dealt with the ongoing fallout from the financial crisis. After beginning his career at Swiss law firm Bär & Karrer, Diethelm practised at a trifecta of elite US firms – Paul, Weiss, Shearman & Sterling and Gibson Dunn – in their corporate and finance groups, before taking on the chief legal officer role at Swiss Re. His period in charge of UBS's 800-strong legal team has coincided with a major restructuring and reorientation of its operations, with the bank downsizing its investment banking group and focusing more closely on wealth management, and a number of high-profile regulatory disputes, with Diethelm developing a strong reputation for his zealous defence of the bank's interests. Notable matters include advising on issues arising from unauthorised trading by a rogue trader in London in 2011, disputes over alleged LIBOR manipulation, post-financial crisis securities litigation and, more recently, the appeal of a record EUR4.5 billion fine for tax fraud imposed by French authorities. Legal insiders remain convinced of his ability to shepherd the company through its legal travails, however, with one commentator reporting: *"He's one of the leading general counsel in the world."*

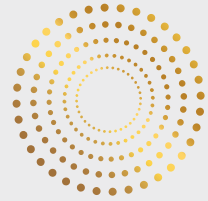




# GC Influencer

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GLOBAL 100 - EUROPE



## Keith Carr, LafargeHolcim

Keith Carr's importance to LafargeHolcim was underlined late last year in his appointment to the company's executive committee, with the general counsel's promotion to the decision-making body reflective of the high level of trust and esteem in which he and the legal team are held within the industrials heavyweight. Carr was appointed general counsel in 2017, after serving in the same position at Alstom and GE Power, and demonstrates strong credentials in major project and transactional work through his role leading a team that counsels on high-profile energy and infrastructure developments across the globe. Carr also heads the compliance team and has, alongside CEO Jan Jenisch, made efforts to improve the company's culture surrounding reporting and regulatory oversight, following controversy in recent years over a Syrian subsidiary's violations of its code of conduct and compliance rules.

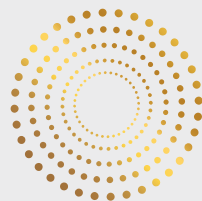




# GC Influencer

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GLOBAL 100 - EUROPE



## Ricardo Cortés-Monroy, Nestlé

Commentators applaud Ricardo Cortés-Monroy for the “enormous progress” he has made over his 24 years at Nestlé, from his first role as a legal counsel in its Chilean offices to his current position as the consumer goods giant's chief legal officer and group general counsel. He leads a team of over 700 legal and administrative staff who oversee the wide-ranging regulatory and commercial issues encountered by the vast scope of Nestlé's brands and businesses, spanning food and beverages, skincare goods, pet care products and healthcare. He and the legal team have been particularly active in the transactional space, with high-profile roles in 2018 advising on the sales of Ferrero and Gerber Life Insurance for USD2.8 billion and USD1.55 billion, respectively, and negotiating a landmark USD7.15 billion distribution agreement with Starbucks. In addition to taking charge of the day-to-day legal issues facing the company, Cortés-Monroy and Nestlé continue to take the lead in corporate social responsibility and sustainability issues, particularly in its alignment with the United Nations Global Compact on human rights, anti-corruption and environmental issues.

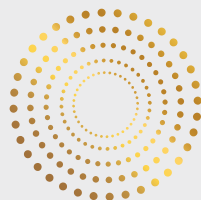




# GC Influencer

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GLOBAL 100 - EUROPE



## Dominique Bourrinet, Société Générale

Société Générale's Dominique Bourrinet counts upon a wealth of institutional knowledge and experience regarding the operations of the French investment bank, having first joined in 1994 and risen through the ranks until his appointment as general counsel in 2014. In his role, he takes charge of Société Générale's global legal operations, involving directing a team of over 1,000 lawyers worldwide. While it is no small endeavour to oversee the day-to-day operations of a bank which attracted USD25.2 billion in revenue across its business lines in 2018, Bourrinet also finds favour for successfully bringing to a close a number of high-profile regulatory actions brought against the bank over alleged LIBOR manipulation and corruption in Libya, with Société Générale paying a settlement to resolve charges brought in France and the USA and implementing enhanced compliance-related procedures.



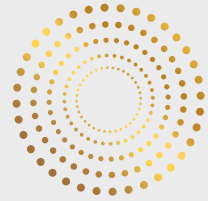




# GC Influencer

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GLOBAL 100 - EUROPE



## Pablo De Carvajal González, Telefónica

Pablo de Carvajal's remit includes advising on the diverse commercial and regulatory issues associated with Telefónica's impressively broad geographic spread, spanning its operations in Western Europe, Latin America, the USA and China. De Carvajal can, however, count upon his deep experience in public affairs and regulatory matters, having been the telecommunications company's director of operators and regulation for five years before assuming the general counsel's position in 2018, alongside a stint as a public prosecutor earlier in his career. This regulatory acumen will be put to the test in 2019, following claims by EU competition authorities alleging Telefónica breached an agreement brokered with regulators to facilitate its 2014 takeover of German operator E-Plus. Outside of the legal department, De Carvajal and additional members of the company's executive team also devote time to ensuring fundamental civil rights are protected and guaranteed in an increasingly digital environment, with Telefónica publishing a manifesto for a 'New Digital Deal' to pressure policymakers into supporting responsible and sustainable legislation surrounding technology and digitalisation.

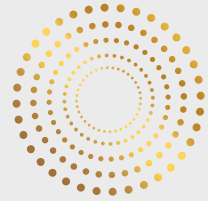




# GC Influencer

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GLOBAL 100 - EUROPE



## Jonas Bengtsson, Telia Company

Jonas Bengtsson assumed the role of general counsel and head of corporate affairs at Telia in 2014 and has, since then, presided over a legal department that has aided in a transformational restructuring of the Swedish telecommunications operator. Beginning in 2015, Telia pivoted away from its operations in Eastern Europe and Central Asia, including the sales of its divisions in Uzbekistan, Kazakhstan, Georgia and Azerbaijan in 2018, and focused on its core Northern European markets, relying on the impressive transactional expertise of Bengtsson and the legal team. Last year also saw Telia push further into the television sector through the SEK9.2 billion acquisition of Bonnier Broadcasting and the NOK21 billion acquisition of TDC Norway and GET. In a time of significant realignment and prolific transactional activity at Telia, Bengtsson plays a key role on a broad spectrum of transactional and related regulatory matters, counting upon his wealth of experience in the telecommunications sector gained in private practice at Mannheimer Swartling and prior in-house roles at Telenor and Tele2.

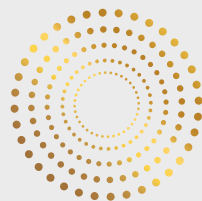




# GC Influencer

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GLOBAL 100 - EUROPE



## Manfred Döss, Volkswagen Group

Few would envy Manfred Döss's challenges upon taking on the position in 2016 as head of legal affairs at Volkswagen Group. After a gruelling legal battle involving numerous global investigations and civil litigation claims arising out of its emissions scandal, Döss's tasks include improving internal controls and enhancing transparency at the automotive giant, with the company also announcing its Strategy 2025 initiative to become a world leader in sustainable mobility, restore its public image and reinvigorate its approach to corporate social responsibility. In addition to his role at Volkswagen Group, Döss also serves on the executive board of its holding company, Porsche Automobil Holding, where he oversees legal affairs and compliance for its investments in the automotive, logistics and technology sectors. He joined Porsche Automobil Holding in 2013, after previously leading the legal departments at MG Technologies and RWE.

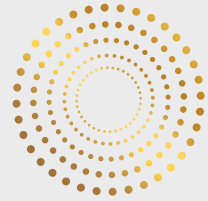




# GC Influencer

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GLOBAL 100 - EUROPE



## Friederike Rotsch, Merck Group

Friederike Rotsch's swift progression through the Merck Group's legal department is testament to both her strong combination of legal expertise and commercial skills and also the strong esteem in which she is held by internal and external observers. After arriving at the German life sciences business in 2005, after three years as an associate at Hengeler Mueller, she took on roles as head of the group's corporate legal services team and internal auditing teams in 2007 and 2011, respectively, before assuming the top legal role in 2014. She and her department of almost 200 lawyers and wider staff advise the business on all its legal, intellectual property and regulatory compliance issues, with the team's transactional nous amply demonstrated in late 2018 through the EUR3.4 billion sale of Merck's consumer health division to Procter & Gamble. Rotsch also finds favour for her commitment to gender diversity and oversees a legal team with a significant number of female lawyers and leadership figures.

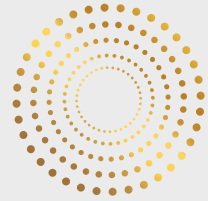




# GC Influencer

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GLOBAL 100 - EUROPE



## Guido Santi, EDF Energy

As chief legal officer at EDF Energy, Guido Santi is tasked with handling advising the company's leadership on the broad spectrum of regulatory oversight affecting its operations, which span wind, nuclear and traditional energy production, alongside a wide range of commercial agreements, transactional matters and operational issues. His combination of regulatory expertise and commerciality came to the fore in EDF's negotiations over the financing, construction and operation of the Hinkley Point C nuclear power station in the UK, requiring extensive negotiations with governmental and third party groups amid significant UK and European regulatory pressure. More recently, Santi led a months-long review of the company's panel of law firms, slimming down its line-up of go-to firms from 14 to eight as the business seeks to foster deeper relationships with fewer legal providers. Santi began his career in the legal department of Italian energy company Montedison Group, transferring to EDF Energy upon its acquisition of Montedison in 2001 and quickly progressing to his current role at the helm of the company's legal department.

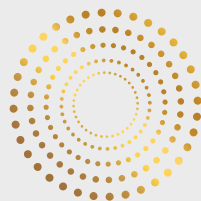




# GC Influencer

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GLOBAL 100 - EUROPE



## Maria Varsellona, Nokia

May 2018 saw Maria Varsellona achieve the rare feat of straddling both the legal and business functions when she added the title of president of Nokia Technologies to her incumbent role as the telecommunications company's chief legal officer. Varsellona's business acumen is well attested, having held senior legal roles at Tetra Pak, Sidel, Hertz and GE Oil & Gas prior to arriving at Nokia as general counsel of Nokia Siemens Networks, while the combination of her commercial and legal skills came to the fore when she took part in the team assisting Nokia on its USD16.6 billion acquisition of Alcatel-Lucent. In her role as the company's chief legal officer, Varsellona leads a team of over 200 professionals whose responsibilities include management of the company's intellectual property portfolio, transactional work and handling compliance issues, while also advising on the legal implications of the impending rollout of 5G mobile networks.

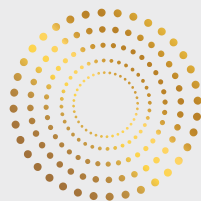




# GC Influencer

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GLOBAL 100 - EUROPE



## Roy Papatheodorou, Novartis Pharmaceuticals

Novartis Pharmaceuticals' general counsel Roy Papatheodorou is labelled "*one to watch*" by commentators, who cite his "*brilliant*" legal abilities as a key strength. He is held in particularly high regard for his expertise in complex transactional mandates, earning acclaim for his role acting for Novartis in a transformational deal which saw it acquire GSK's oncology products line for USD14.5 billion and sell its Animal Health unit to Eli Lilly for USD5.4 billion shortly after his arrival as head of Novartis's transactional team in 2014. Prior to taking on his position at Novartis, Papatheodorou spent six years at Linklaters in its corporate practice and also served as general counsel of Actavis, stepping down after the completion of Watson Pharmaceuticals' acquisition of the drug maker for EUR4.25 billion.

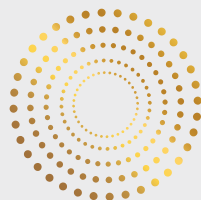




# GC Influencer

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GLOBAL 100 - EUROPE



## Oscar García Maceiras, Banco Santander

Madrid-based Oscar García Maceiras is focused on driving change through technological and procedural innovation in his current position as general counsel to Banco Santander. He works closely with the bank's chief transformation officer, a newly created role in the legal department, on issues such as training staff on blockchain and artificial intelligence to manoeuvre the bank into the best possible position in the digital age. He takes charge of a markedly large legal team, housing over 1,500 professionals, to help to ensure the smooth operation of a bank which counts over 17 million customers worldwide and operates in markets across Western and Central Europe, Latin America and the USA. García is well equipped to navigate the bank through complex regulatory issues across its international markets, having served as a state prosecutor early on in his career and having led the legal and compliance function at state-owned 'bad bank' Sareb, alongside additional stints at Banco Popular and Banco Pastor.



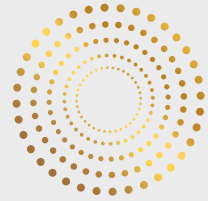




# GC Influencer

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GLOBAL 100 - EUROPE



## Jan Heinemann, Adidas

Jan Heinemann joined sportswear giant Adidas in late 2018 after a over a decade with life sciences giant Bayer, where he served as head of M&A and, subsequently, led the legal, patents and compliance function for the company's operations in the USA. In his previous role, he helmed a legal team which developed an excellent reputation for its abilities in high-value transactional matters, including Bayer's USD2.9 billion acquisition of Norwegian cancer treatment developer Algeta, its USD14.2 billion acquisition of Merck Consumer Care and, most impressively, its USD63 billion purchase of Monsanto. In his new role, Heinemann is charged with overseeing all legal and compliance issues at the multinational retailer, including regulatory and commercial issues associated with Adidas's expansion across Asia.

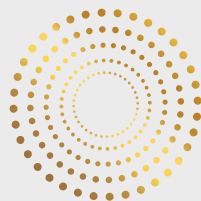




# GC Influencer

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GLOBAL 100 - THE MIDDLE EAST



## Simon Copleston, Abu Dhabi Commercial Bank

Simon Copleston has spent over a decade overseeing the legal team at Abu Dhabi Commercial Bank, joining in 2008 after having previously specialised in emerging markets deals and infrastructure transactions at the Abu Dhabi Investment Authority and having spent six years practising at Olswang. He leads a team of around 20 lawyers, administrative personnel and governance professionals who contribute to the smooth running of the commercial bank, alongside advice on strategic issues and regulatory compliance. Copleston also faces the challenge of a proposed USD114 billion three-way megamerger between the Abu Dhabi Commercial Bank, Union National Bank and Al Hilal Bank, with ongoing talks between the three to discuss the highly anticipated tie-up.

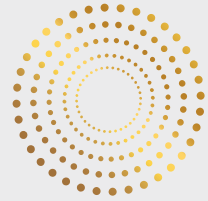




# GC Influencer

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GLOBAL 100 - THE MIDDLE EAST



## Samer Abdelhaq, Amazon Middle East

Samer Abdelhaq was appointed as general counsel to Amazon Middle East in late 2017 after almost a decade in the financial services sector, having served as general counsel to First Abu Dhabi Bank and National Bank of Abu Dhabi and practised as a banking and finance-focused associate at Allen & Overy and Simmons & Simmons. He takes charge of a legal department that plays a significant role in Amazon's expansion across the Middle East, which includes integrating and operating e-commerce platform Souq.com, purchased for USD580 million shortly before Abdelhaq's arrival, and the proposed launch of an Amazon-branded online marketplace in the region. In Abdelhaq, Amazon has a respected legal chief with experience in major transactional mandates, having forged his excellent reputation in negotiating the successful merger between National Bank of Abu Dhabi and First Gulf Bank.

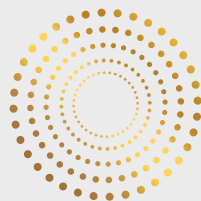




# GC Influencer

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GLOBAL 100 - THE MIDDLE EAST



## Olivier Schwartz, DP World

With highly regulated operations in 40 nations across all six inhabited continents, DP World's general counsel Olivier Schwartz must remain closely attuned with a vast array of regulatory systems and public policy issues, alongside handling the broad scope of commercial agreements, labour law issues and risk management associated with a port operator that moves 174,000 containers each day. Schwartz arrived at DP World in 2007 with a strong pedigree in handling legal oversight over a global business, having taken charge of American Express's legal departments in the EMEA region and subsequently in Latin America and the Caribbean. His recent accomplishments include advising on the company's USD421 million acquisition of P&O Ferries and its EUR660 million acquisition of Unifeeder.

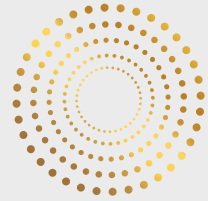




# GC Influencer

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GLOBAL 100 - THE MIDDLE EAST



## Lawrence Harnett, Saudi Basic Industries Corporation

Lawrence Harnett serves as general counsel to Saudi manufacturing and industrials giant Saudi Basic Industries Corporation (SABIC), having been appointed to the role in 2009 after previously taking charge of GE Plastics' legal department during its USD11.6 billion sale to SABIC in 2007. His role encompasses a broad scope of regulatory compliance-related issues and wider commercial and transactional legal mandates across SABIC's business lines, spanning polymers, chemicals, metals and agricultural products, and its operations in more than 50 countries. Harnett also faces the added challenge of the proposed sale of a majority stake in the company by Saudi Arabia's sovereign wealth fund, the Public Investment Fund, to Saudi Aramco, in what could potentially be Saudi Arabia's largest M&A deal in history. Harnett can, however, rely on a solid track record in transactional mandates, having overseen a number of project financing, joint venture and wider M&A deals across his tenure.

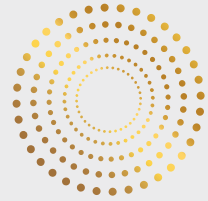




# GC Influencer

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GLOBAL 100 - THE MIDDLE EAST



## Nabeel Al Mansour, Saudi Aramco

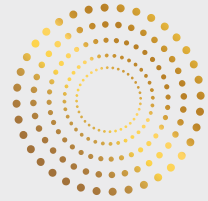
As Nabeel Al Mansour enters his nineteenth year with Saudi state-owned petroleum company Saudi Aramco, he can reflect on a rapid rise to the top of the legal ranks and his key position as the company enters a new era in its history. Joining Aramco in 2000 after a stint in private practice, Al Mansour assumed the position of associate general counsel in 2011, deputy general counsel in 2015 and general counsel and corporate secretary shortly afterwards in 2016. Having honed his skills in high-stakes corporate projects, such as leading the Aramco team on its USD20 billion joint venture with The Dow Chemical Company, Al Mansour comes armed with a wealth of expertise in handling commercial and corporate law matters in highly regulated industries. These skills will come to the fore as the company embarks on the next phase of its growth, including the proposed acquisition of a stake in the Middle East's largest public company, SABIC, and its first foray into the international capital markets through its first international bond, alongside plans for its long-awaited IPO in 2021.





# GC Influencer

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GLOBAL 100 - THE MIDDLE EAST

## Karl Rogers, Standard Chartered

Karl Rogers is a recognised expert in banking issues in emerging markets, having spent almost a decade in the Middle East focusing on advising clients on finance and derivatives at Norton Rose and, from 2010, heading Standard Chartered's legal team for the Middle East, Africa and Pakistan. He takes charge of a team of roughly 100 professionals who advise the bank on a broad spectrum of regulatory compliance, corporate governance and wider operational issues across the region, with recent activity advising on the rollout of digitally-led retail banks in Tanzania, Ghana, Kenya and Uganda in 2019. Rogers also devotes time to aiding the development of more robust regulatory oversight over the Middle Eastern financial markets, in his role as chair of the International Swaps and Derivatives Association's Middle East Committee and through his position serving on the Dubai International Financial Centre's general counsel forum.

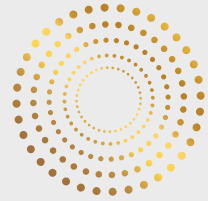




# GC Influencer

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GLOBAL 100 - CANADA



## Kim Thomassin, Caisse De Dépôt Et Placement Du Québec

Advising Canada's second largest pension fund is no mean feat; however, Kim Thomassin and the legal department manage their task with aplomb, deftly handling regulatory and wider legal issues associated with an asset manager with over CAD300 billion in assets under management. She arrived at Caisse de dépôt et placement du Québec (CDPQ) after 17 years with McCarthy Tétrault, where she served as managing partner for the Québec region, and almost immediately saw the pension fund embroiled in a major dispute with Boeing, which alleged that CDPQ's USD1.5 billion investment into Bombardier's rail business amounted to state aid. Thomassin's excellent credentials in the area are also recognised beyond the legal sector, having been selected to serve on an expert panel on sustainable finance to advise the Canadian government on investments which benefit the environment. Interviewees remark: *"Sometimes you get very good lawyers who aren't good with people and sometimes you have great people lawyers but you need someone who knows the law better, but she combines the best of both. The excellent work they do is because she's developed that culture."*



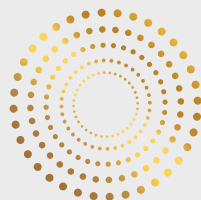




# GC Influencer

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GLOBAL 100 - CANADA



## Simon Fish, BMO Financial Group

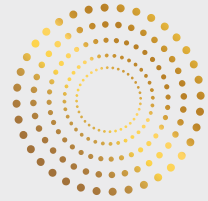
Simon Fish comes highly recommended by commentators as “a real leader in terms of diversity initiatives.” He champions diversity in the legal profession both in his role as general counsel of BMO Financial Group, overseeing a 650-strong global team in which over 45% of its senior leadership are women, and also in his role as a founding member of Legal Leaders for Diversity, a Canadian advocacy group composed of in-house lawyers dedicated to promoting diversity in the workplace. Fish arrived at the investment bank in 2008 after prior general counsel positions at Vale and Shell Canada, having transitioned into in-house roles after practising at Dechert and focusing on corporate and securities matters. Alongside his work advising the bank’s leadership on regulatory and wider corporate law issues, he also oversees the bank’s ethics and corporate sustainability operations, and earns praise from market insiders for his role as a “trusted adviser.” Sources add: “What Simon brings to the table is not only an extraordinary legal perspective, but also a great business perspective.”





# GC Influencer

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GLOBAL 100 - USA

## Karen Patton Seymour, Goldman Sachs

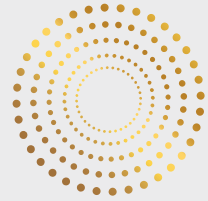
Now firmly ensconced as Goldman Sachs's sole legal chief, having previously shared duties with long-time Goldman lawyer Greg Palms, Karen Patton Seymour is one of the most influential and powerful in-house lawyers in the USA. The former Sullivan & Cromwell partner is tasked with overseeing the everyday legal functions of a multinational financial services behemoth, while also contending with the legal ramifications of the bank's relationship with Malaysian state-backed investment fund 1MDB, which is at the centre of a swirling political corruption scandal. Outside of her in-house role, Seymour also receives plaudits for her leadership in criminal justice and women's issues, demonstrated by her role serving as a board member for the Vera Institute of Justice, and as an active advocate and mentor for women in leadership positions. Commentators report: *"She is a truly outstanding lawyer in every respect. I can't think of anyone else in the legal community that I'd want more – she has it all."*





# GC Influencer

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GLOBAL 100 - USA

## Tony West, Uber Technologies

Few lawyers can better Tony West's highly impressive legal résumé, which incorporates a stint at top international law firm Morrison & Foerster, over five years of governmental service as an assistant and associate attorney general in the US Department of Justice and general counsel roles at PepsiCo and, currently, at Uber. West's challenges upon his arrival at the embattled transportation-sharing company were many, including a number of inquiries and courtroom battles worldwide over the status of its drivers, alleged discrimination between staff and a highly publicised trade secrets dispute against Google's self-driving car spin-off Waymo; however, there are few who would doubt his ability to succeed in even the most trying of circumstances. Commentators label him *"a person of great foresight"* and *"a leader who empowers his people,"* noting: *"He brings to the job an array of experiences that allow him to see around corners and find solutions to problems that, frankly, others would not be able to solve."* West also finds favour for his commitment to diversity within the legal profession, through the consideration of diversity metrics when hiring outside law firms and also in his role launching PepsiCo's fellowship programme for first year law students from diverse backgrounds.

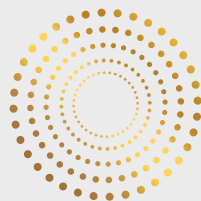




# GC Influencer

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GLOBAL 100 - USA



## Bjarne Tellmann, Pearson

Bjarne Tellmann reached the general counsel position at publishing and education company Pearson after an international and somewhat unorthodox rise through the legal market. After beginning his career as a promising professional actor, appearing on the screen in Norway and Sweden, he turned to the legal profession and held roles at White & Case and Sullivan & Cromwell in their corporate groups, practising in New York, Stockholm, Helsinki and Frankfurt. His subsequent in-house career includes positions working for Kimberly-Clark, Coca-Cola Hellenic Bottling Company and The Coca-Cola Company, with roles based in the USA, in Japan and across Europe, before his arrival at Pearson in 2014. At Pearson, his global experience and transactional skills have been used to great effect, having played roles in the GBP844 million sale of the FT Group to Japanese publisher Nikkei, the sale of TutorVista and Erudite to Indian e-learning platform BYJU's and the sale of part of its holding in Penguin Random House to German media group Bertelsmann for USD1 billion. Tellmann also receives plaudits for his restructuring of Pearson's 150-strong legal team, having reduced headcount and reorganised roles while also encouraging the adoption of process management technology tools.

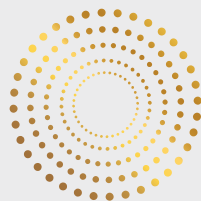




# GC Influencer

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GLOBAL 100 - USA



## Sandie Okoro, World Bank Group

As general counsel of the World Bank Group, Sandie Okoro must contend with the unique internal regulatory oversight that the governs the multinational institution's actions, encompassing a host of internal governance procedures and World Bank-specific laws. Okoro, however, is considered an expert in handling technically complex financial regulatory and transactional matters, having joined the institution in 2017 after holding senior positions within the legal departments at Schroders, Barings and HSBC's retail banking and wealth management division. Her day-to-day role includes leading a team of over 180 professionals who advise the bank on its vast array of investments designed to alleviate poverty, improve sustainability and improve development worldwide, with the bank committing USD67 billion in financing over 2018. Okoro also garners several accolades as a diversity champion, having frequently been named as both one of the most influential female lawyers in the UK and one of the most prominent ethnic minority leaders in the business world. She devotes a considerable amount of time to mentoring and pro bono matters, while also playing a significant role in the bank's initiative to curb gender-based violence as part of its economic development agenda.

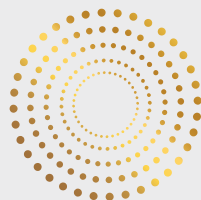




# GC Influencer

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GLOBAL 100 - USA



## John Blood, Anheuser-Busch Inbev

AB InBev's John Blood demonstrated his deft touch in major transactional mandates when he, in his capacity as vice president of legal and corporate affairs, helped to successfully close the brewery giant's mammoth USD107 billion acquisition of rival SABMiller alongside then general counsel Sabine Chalmers and the wider legal team. Among the department's many challenging tasks in bringing the deal to a conclusion were competition and antitrust inquiries brought by global regulators, shareholder issues and litigation brought by consumers seeking to enjoin the merger. Blood, who was promoted to general counsel in 2017, now faces the challenge of integrating the various operational functions of the two multinational brewing companies, while also handling the company's legal and company secretarial matters. This includes advising on AB InBev's entry into the spirits market through its purchase of Cutwater Spirits, its partnership with Canadian marijuana producer Tilray to produce cannabis-infused drinks in Canada and its joint venture with Anadolu Efes to bolster its operations in Russia. Commentators say: *"John is an exceptionally good general counsel, especially when you think about how sprawling his company is."*

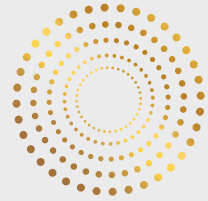




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## Rob Chesnut, Airbnb

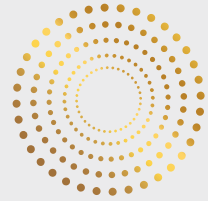
Rob Chesnut joined Airbnb as its general counsel in 2016, having previously served as general counsel to Chegg and LiveOps and senior vice president for trust and safety at eBay. Prior to embarking on his in-house career, Chesnut spent over a decade as a litigator in the US Department of Justice, notably taking part in the espionage prosecution of CIA-agents-turned-KGB-turncoats Aldrich Ames and Harold James Nicholson. His credentials in disputes and regulatory matters find good use at Airbnb, which faces increasing scrutiny from governmental authorities and greater limitations on its operations, with cities such as New York, Paris, Amsterdam and Barcelona passing legislation to restrict the company's ability to provide short-term rentals. In one of its more high-profile disputes, Chesnut and the legal team are advising on claims brought against New York City to challenge a law requiring Airbnb to provide the personal details of every host offering short-term listing on the site.





# GC Influencer

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GLOBAL 100 - USA

## David Zapolsky, Amazon

Few in-house legal professionals will ever live to oversee the kind of skyrocketing growth that David Zapolsky has experienced in his two decades at Amazon. After arriving in 1999, via private practice roles at Dorsey & Whitney, Bogle & Gates and Wachtell, the soon-to-be web giant was still headquartered in a run-down Seattle neighbourhood, but in the intervening 20 years he has been part of a senior executive team which has seen the company blossom into a diversified corporate behemoth whose market capitalisation surpassed USD1 trillion for a brief period in 2018. Zapolsky assumed the general counsel position in 2012, after an in-house career spent largely focusing on litigation matters, and is now charged with leading an 800-strong team which handles the business's wide-ranging legal, compliance and policy affairs – no mean feat for an organisation which has branched out from its e-commerce roots to include a publishing arm, a web services division, a media studio and a brick-and-mortar retail wing. Zapolsky is also credited with helping to found Amazon's pro bono programme, known as the Amazon Justice League, whose actions have included providing legal services to local Seattle residents, aiding in adoption applications and providing support to a legal challenge against President Trump's travel ban instituted against seven Muslim-majority nations. Zapolsky commands respect from the wider legal community, with one insider reporting: *"David is extraordinary and, without a doubt, one of the best general counsel of any public company out there. One of the best indicators is the people he's hired – they are amazing lawyers, which is a mark of extraordinary ability at the top. His forethought is incredibly helpful to Amazon."*



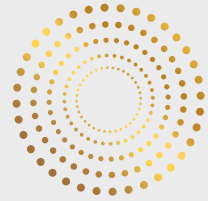




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## Katherine Adams, Apple

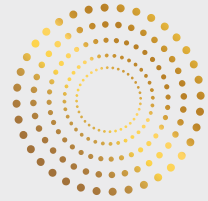
Katherine Adams arrived at Apple in 2017 to serve as the company's general counsel and senior vice president for legal and global security, having previously served as the general counsel of Honeywell. Adams's appointment placed her in charge of a number of major ongoing disputes involving the technology giant, the most prominent among them being two long-running intellectual property battles with Qualcomm and Samsung being fought in courtrooms across the globe. Adams, however, can rely on a solid grounding in significant disputes matters, having spent ten years practising in Sidley Austin's environmental and litigation groups, having served as a prosecutor in the US Department of Justice and having clerked for two Supreme Court Justices, Sandra Day O'Connor and Stephen Breyer, the latter in his prior capacity as a chief judge in the Court of Appeals for the First Circuit.





# GC Influencer

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## David McAtee, AT&T

Among 2018's most challenging legal endeavours in the business world was the completion of AT&T's acquisition of Time Warner, which began with an USD85 billion bid in 2016 and featured a highly publicised antitrust battle against the Department of Justice, culminating in an appellate victory for AT&T denying the department's attempts to enjoin the merger. In charge of this daunting task was AT&T general counsel David McAtee, who joined the Dallas-headquartered company in 2012 after a 16-year private practice career with Haynes and Boone, rising to the general counsel position in 2015. Commentators credit his *"inspirational leadership"* and *"wealth and depth of experience as a trial lawyer"* for his role in bringing about a successful conclusion to the deal, while also applauding his *"fearlessness in deciding to take on the Justice Department and try the case."* McAtee also chairs the AT&T Foundation, its philanthropic organisation which plays a key role in supporting education, and also devotes a significant part of his time to pro bono work, particularly with regard to veterans' rights issues. Most notably, he and the legal team partner with law firm Akin Gump to sponsor a fellowship programme designed to aid veterans' access to benefits after having wrongly received Other Than Honorable discharge statuses due to PTSD or brain injury. Sources add: *"He has a very unique intuition in knowing the right thing to say and do at all times, it's a little uncanny. He really instils confidence in both what he's saying and where he's headed - every time he picks a path, he makes everyone feel more confident about the way forward."*

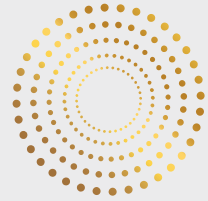




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## Scott Partridge, Bayer US

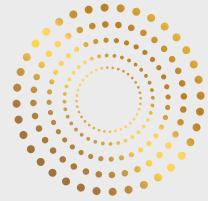
Scott Partridge was appointed as Bayer's general counsel for the USA in 2018, shortly after the Germany-based pharmaceuticals company completed its acquisition of Monsanto for USD63 million. Partridge was formerly the vice president of global strategy at Monsanto, a newly created position which saw him develop a team to oversee the agricultural company's litigation strategy, competition law issues and regulatory disputes, including launching a bespoke dispute resolution and conflict avoidance model to foster greater collaboration and encourage proactive risk avoidance. His role at Bayer will see him face the considerable challenge of integrating Monsanto into his new employer, while also having an input into a number of legacy product liability suits launched against Monsanto regarding its Roundup herbicide and wider products. Partridge's career before arriving at Monsanto includes over 25 years in private practice, first at Lemle & Kelleher and then at his own firm Frlot Partridge.





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## Marco Santori, Blockchain

Marco Santori was appointed president and chief legal officer of bitcoin services business Blockchain in 2018, having already forged a reputation as one of the pioneers of the ascendant cryptocurrency and blockchain technology sector. Santori has played a key part in the development of the field, being one of the first legal minds on the scene advising digital currency start-ups on commercial and regulatory issues. Santori, whose private practice career has included stints at Cooley, Pillsbury and Nesenoff & Miltenberg, is currently the sole in-house lawyer at Blockchain and is tasked with navigating the start-up through an as yet uncertain regulatory landscape governing the actions of early-stage cryptocurrency businesses. In that capacity, he can draw upon a wealth of experience aiding legislative and regulatory bodies on public policy issues related to blockchain and cryptocurrencies, having been named as a Blockchain Legal Ambassador to the State of Delaware and serving on the IMF's advisory group on fintech.

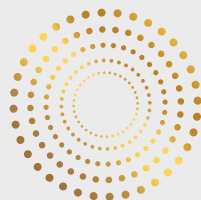




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## Brian Brooks, Coinbase

The news in late 2018 that Fannie Mae general counsel Brian Brooks was to depart the august institution for the much smaller, but rapidly growing, Coinbase was met with some surprise, given the difference in scope and operations between the two. Those with closer knowledge of Brooks's professional demeanour, however, reveal it was perfectly in character, reporting: *"He's always been interested in solving sophisticated problems and has always wanted to work in areas characterised by extreme innovation."* His move to Coinbase, which was founded just seven years ago, presents a challenging next chapter in his career, where he is tasked with steering the digital currency exchange's legal, compliance and public affairs operations in a period of increasing scrutiny by global regulators, with US agencies such as the SEC and CFTC showing greater interest in the affairs of cryptocurrency and blockchain-based platforms. Nevertheless, Brooks can call upon a wealth of experience in charting a path through the thicket of financial services regulatory issues, having held senior roles at the aforementioned Fannie Mae and also at OneWest Bank, alongside almost two decades in the financial services group at law firm O'Melveny & Myers. Sources note that his ability to *"approach legal problems with a business mindset"* will stand him in good stead at the digital currency exchange start-up, alongside his *"sophisticated understanding of how the political and regulatory landscapes work."*

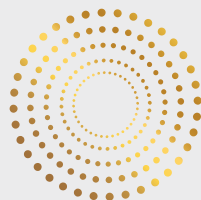




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## Alan Braverman, The Walt Disney Company

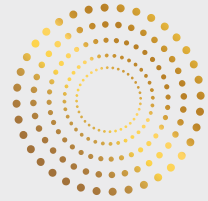
Alan Braverman was appointed general counsel to The Walt Disney Company in 2003, transferring to the company after Disney merged with his previous employer Capital Cities/ABC in 1995. Over his long career with the company, he has watched Disney blossom into one of the world's leading media and entertainment businesses in the digital age, with Braverman and the legal team demonstrating their well-honed transactional prowess in advising on 2009's acquisition of Marvel Entertainment for USD4.2 billion, the purchase of Lucasfilm for USD4 billion in 2012 and, most impressively, the USD71.3 billion purchase of 21st Century Fox last year. Braverman is also responsible for the company's wider legal affairs, including litigation, labour and employment law, commercial contracts and management of Disney's veritable intellectual property gold mine, filled with much-loved Disney characters, scenes and storylines. Braverman also garners accolades for his commitment to diversity and inclusion efforts at the company, having received the American Bar Association's Spirit of Excellence Award for his role supporting the advancement of gender and ethnic minority lawyers within Disney's legal department and for supporting scholarships and mentoring schemes for diverse lawyers.





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## William (Bill) Deckelman, DXC Technology

Bill Deckelman assumed the general counsel role at DXC Technology after the company's creation through the merger of his former employer, Computer Sciences Corp, and the enterprise services division of Hewlett Packard Enterprise in 2017, creating a global IT services business with over 6,000 clients spanning a range of major businesses and national governments. Among Deckelman's more pressing tasks included the integration and management of both companies' legal teams and their vast array of service contracts with external parties, a challenge to which Deckelman responded by negotiating an unprecedented and transformational managed services arrangement with enterprise legal services provider UnitedLex. The innovative deal, which saw DXC rebadge over 200 legal, commercial and contract management staff to UnitedLex, sees the company outsourcing a large part of its legal function to the third party provider and leverage its automated contract management platform, cutting its legal spend by 30% in the process.

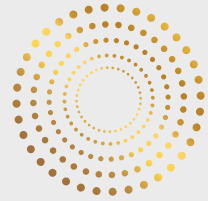




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## Colin Stretch, Facebook

Despite initially announcing that he would leave Facebook at the end of 2018, general counsel Colin Stretch has extended his time at the company as it grapples with a series of high-profile legal and political challenges. The social media giant faces regulatory investigations into data privacy arising out of the Cambridge Analytica scandal and is also dealing with the fallout of alleged Russian interference through the 2016 US presidential election upon the company's sites, with Stretch leading the investigation into the latter and testifying before the US Senate on the topic. Stretch can, however, rely on his excellent track record in dealing with major threats to the company's operations, having played key roles in Facebook's successful resolution of its highly publicised dispute with Cameron and Tyler Winklevoss in 2011 and having negotiated a settlement in a dispute with the FTC over its privacy policies the same year. Stretch arrived at Facebook in 2010 and was promoted to general counsel in 2013, having previously spent over a decade at Washington, DC firm Kellogg Huber.



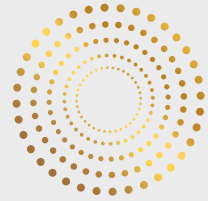




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## Craig Glidden, General Motors

Craig Glidden arrived as General Motors' new general counsel in 2015, after having built a strong reputation for his legal acumen in the industrials sector through roles as chief legal officer at LyondellBasell and general counsel at Chevron Phillips Chemical. His arrival came as the manufacturing company faced sustained pressure from politicians and regulators and a storm of civil litigation concerning the recall of millions of vehicles equipped with allegedly defective ignition switches, with Glidden and his team eventually aiding in a settlement and deferred prosecution agreement with the US Department of Justice. In addition to leading his 350-strong legal department, Glidden also heads the company's public policy and corporate sustainability efforts, which looks to address environmental and social challenges through a drive towards electric and fuel-efficient vehicles, advance autonomous driving technology and improve workforce diversity. Glidden was also elected onto the board of the Minority Corporate Counsel Association, in recognition of his role championing diversity and inclusion within General Motors' legal team.

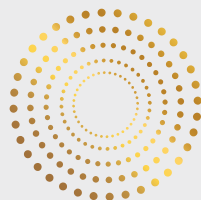




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## Anne Madden, Honeywell

Anne Madden is a transactional expert, with her deal-making credentials and commercial nous amply demonstrated by her experience executing around 170 acquisitions and divestitures, with an accumulated value of USD23.5 billion, in her time as Honeywell's corporate development and M&A chief. She rose to the general counsel position in 2017 after over 20 years at the company, having honed her craft as an associate in Shearman & Sterling's corporate practice before moving in-house to the software and industrials company. In her current role, she has overseen a technical revolution within the legal department, with a significant take-up of artificial intelligence tools to improve efficiency and speed workflow. Madden also steers a legal team which is highly regarded for its commitment to fostering an inclusive environment, particularly with regard to gender diversity, and features a significant number of female lawyers.

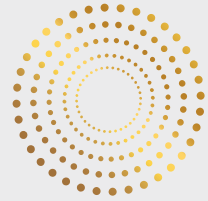




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## Kim Rivera, Hewlett-Packard

Hewlett-Packard (HP) chief legal officer Kim Rivera's unwavering commitment to improving diversity within the legal profession was on full display when she announced the implementation of HP's 'diversity holdback' initiative, requiring external law firms meet minimum staffing requirements for lawyers from diverse backgrounds or face losing up to 10% of their fees. Commentators say that her actions *"revolutionised the legal industry,"* laying the groundwork for greater awareness of the role general counsel play in promoting diversity and inclusion within the legal market. She presides over a large, global legal team, of whom over half are female, and forms part of an executive suite at the technology company which is remarkable for its significant number of gender and ethnic minority individuals in senior leadership positions. In addition to her legal function, Rivera also boasts a strong commercial and business understanding, as evidenced by her recent appointment as the company's president for strategy and business management. While some may struggle to adapt to this expanded role, Rivera has the confidence of a number of legal insiders, with one commentator noting: *"Kim is an amazing human being, in addition to being an extraordinarily gifted lawyer and business leader. I don't know how she keeps on top of everything, but she really does. She's a very, very quick study and can learn anything in a short period of time, and learn it very well."*

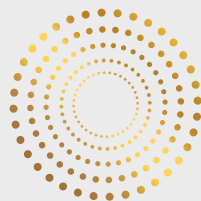




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## Michael Ullmann, Johnson & Johnson

Michael Ullmann's position as the general counsel of Johnson & Johnson has seen him demonstrate his excellent pedigree in highly charged disputes, as he leads the charge in the company's defence against sprawling product liability claims and wider civil suits concerning the manufacture and marketing of its talc-based baby powder, its vaginal mesh implant devices and its marketing of pain-relieving medication, with Ullmann earning respect for his ability to oversee and coordinate its national litigation strategy. Johnson's legal team have also played a key role in the company's attempts to apply technological advances to the healthcare field, having advised on issues including Johnson & Johnson's partnership with Apple to study cardiovascular health using the Apple Watch's echocardiogram feature, its joint venture with Google to form digital surgery platform Verb Surgical and its acquisitions of medical device and biotechnology companies Auris Health and Actelion for USD5.75 billion and USD30 billion, respectively. Ullmann also earns plaudits for the *"impressive and astonishing"* level of diversity within his legal department, with legal insiders commending his efforts to provide opportunities to a diverse range of legal professionals, and for fostering an inclusive working environment.

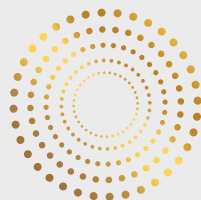




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## Stacey Friedman, JPMorgan Chase

Stacey Friedman's position as general counsel to JPMorgan Chase places her as one of the most powerful female executives in the financial services market, charged with overseeing a considerable legal team of almost 2,000 professionals based across the globe. She is held in particularly high esteem for her role as a leader in promoting diversity and inclusion within the legal and banking sectors, having helped to launch JPMorgan Chase's LGBT Executive Council and setting targets for external legal teams designed to increase the presence and responsibilities of female lawyers. Her commitment to social justice is also demonstrated by her role serving on the board of the National Centre for Law and Economic Justice, an organisation dedicated to securing the rights of low-income families and individuals, and her role in challenging legislation implemented by the State of Arkansas preventing cohabiting unmarried couples from attaining custody of a child while in her prior position at Sullivan & Cromwell. She arrived at JPMorgan in 2012 as the general counsel for its corporate and investment banking division and was appointed the general counsel of JPMorgan Chase in 2015.

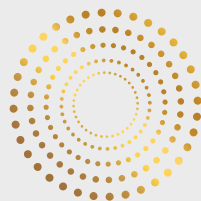




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## Dev Stahlkopf, Microsoft

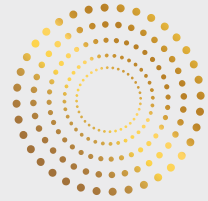
Dev Stahlkopf was appointed as Microsoft's general counsel in early 2018, after having spent over a decade at the world-renowned software and technology company. She, chief legal officer Brad Smith and Microsoft's team of over 1,000 legal and corporate affairs professionals oversee a vast portfolio of legal matters which encompasses the company's IP assets, government affairs issues, disputes and commercial work. The team is particularly well regarded for its pioneering work in legal diversity issues, boasting one of the longest-running diversity initiatives for outside law firms which has seen a significant increase in the amount of work handled by minority attorneys. Stahlkopf also recently announced that the company will require that external suppliers, including law firms, offer employees a minimum of 12 weeks of paid parental leave in an effort to support new parents. The legal department at Microsoft has also revised its working relationship with outside counsel, recently announcing its Strategic Partner Programme which will see the company build a closer relationship with a number of law firms on retainer, while also moving away from fees paid through billable hours and into greater use of alternative fee arrangements. Commentators are full of praise for Stahlkopf's leadership and legal credentials, reporting: *"In terms of her key strengths, strategic vision is very high on the list. She is very thoughtful about the long-term, strategic interests of her company and how to position it in the best possible way. Secondly, it's her straight-up analytical horsepower - she grasps concepts quickly and reaches a strategic decision."*





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## Eric Grossman, Morgan Stanley

Few lawyers with a remit as broad as Eric Grossman's would have time to moonlight as the founder of a new political party, yet the Morgan Stanley chief legal officer combines his professional duties with helping to set up and manage the Serve America Movement, a centrist party which recently contested the 2018 New York gubernatorial election. Grossman's unconventional career has also included a stint acting as an agent to Major League Baseball star Darryl Strawberry, before settling upon a more orthodox track that saw him practise at Davis Polk before joining the bank in 2006 and rising up to his current position in 2012. He benefits from an excellent reputation in the financial services sector through his prior role serving as the bank's head of litigation and global head of legal during the height of the financial crisis, with the esteem in which he is held by the bank's executive team demonstrated by his position on its operating committee. Grossman also earns the respect of a number of wider legal insiders, with one commentator noting: *"Not only is he extremely intelligent and knowledgeable, but his greatest gift is his judgement. It's spot-on; sometimes he can spot an issue or come up with an approach that no one else has seen. He knows when to fight and when to resolve, it's an innate ability."*

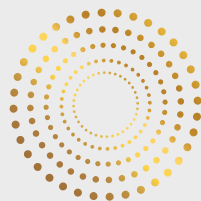




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## Hilary Dessouky, Patagonia Works

Few companies take their corporate social responsibilities as seriously as Patagonia, and few embody that dedication better than the publishing, food and retail company's general counsel, Hilary Dessouky. She and the legal department have committed significant resources into litigation seeking to block efforts by President Trump to reduce the size of the Bears Ears National Monument in southern Utah by up to 85%, after playing a key role in the establishment of the 1.9 million acre region under the Obama administration. Her and the company's actions draw praise from the wider market, with one source reporting: *"It's a bold stance for a US company to take a position against the federal government in connection with preserving public lands, it's a rare commodity. Patagonia has been instrumental, and Hilary has been a leader."* Dessouky is also a dedicated environmentalist outside of her professional role, demonstrated by her position on the board of 1% for the Planet – a non-profit which encourages businesses to give 1% of their sales and individuals to give 1% of their salaries to environmental groups. Dessouky joined the company in 2012 after prior in-house positions with Levi Strauss & Co and Razorfish, having previously practised within the corporate teams at King & Spalding and Alston & Bird.



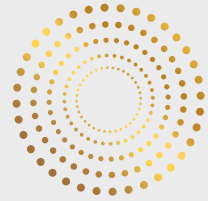




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## Amy Weaver, Salesforce

Salesforce general counsel Amy Weaver faced a considerable challenge in 2018 upon the implementation of the European Union's General Data Protection Regulation, with the software giant particularly exposed due to its market-leading CRM software. In addition to ensuring Salesforce itself remained compliant with the initiative, Weaver and the wider company dedicated a considerable amount of time to educating its 150,000-strong customer base through face-to-face meetings and the provision of educational resources to aid their own compliance efforts. In keeping with the company's 1-1-1 model, whereby it provides 1% each of its product, equity and time to philanthropic causes, Weaver is also dedicated to issues of corporate social responsibility and leads a legal team that is committed to pro bono work. She played a key role in the company's response to efforts in the states of Indiana and Georgia to pass legislation which allegedly condoned discrimination based on sexual orientation, while also taking part in the company's drive towards gender pay equality.

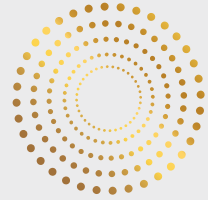




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## Jamal Haughton, Samsung Electronics America

Jamal Haughton arrived at Samsung Electronics in 2016 after a decade at Cablevision Systems, having previously been an associate in Cravath's market-leading corporate practice. He serves as general counsel to the technology company in the USA and oversees the substantial body of legal issues facing the business across the region, including litigation, transactional work, employment law issues and wider risk management and compliance matters. Haughton and the legal team have demonstrated significant expertise in disputes work in recent years, including high-profile, international intellectual property litigation against a number of its competitors. Most recently, the legal team secured a settlement with Apple in a patent dispute over the design of smartphones, bringing an almost decade-long dispute to a close which featured multiple courtroom battles and an appeal before the US Supreme Court.

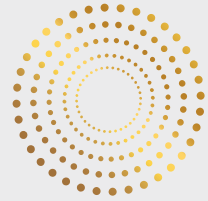




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## Horacio Gutierrez, Spotify Group

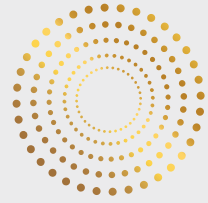
In a 17-year career with Microsoft, Horacio Gutierrez advised on corporate and commercial matters in Latin America and the EMEA region, took control of its global innovation, intellectual property and licensing teams and finally assumed the position of general counsel in 2015. His combination of international experience, solid grounding in licensing and intellectual property law and his approach to innovation stand him in good stead in his latest role at Spotify, where he assumed the dual position as both general counsel and head of global licensing in 2016. He arrived as the music company geared up for its transition into a public company, with Gutierrez and the legal team bucking expectations of an orthodox IPO process and instead initiating the first ever direct listing on the New York Stock Exchange for a company of its size, attracting a valuation of over USD26 billion. His licensing credentials were called to the fore in Spotify's defence against a suit filed by Wixen Music Publishing, seeking USD1.6 billion in damages over allegations Spotify used songs without licence or adequate compensation, with Gutierrez advising on an amicable settlement of the claims.





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## Jon Zieger, Stripe

Jon Zieger joined fintech start-up Stripe as its general counsel in January 2012, less than two years after its inception, after having risen to the position of associate general counsel at Microsoft. In the time since, he has led a legal team which has seen the rapidly growing payments platform receive over USD780 million in funding over six financing rounds, boasting a USD22.5 billion valuation after the completion of its Series E round in early 2019. Zieger handles a broad spectrum of legal, compliance and governmental affairs issues for the company, including oversight over litigation, transactional work, regulatory issues and its broad spectrum of commercial agreements, with vendors such as Amazon, Google, Uber, Slack and Deliveroo having signed deals to use its payments technology platform. Zieger also leads a team aiding the company in its global expansion plans, to add to its existing operations in Western Europe, Northern America, Brazil, India, Japan, Malaysia and Singapore.

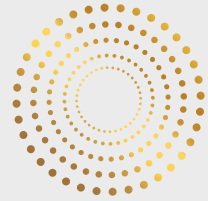




# GC Influencer

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GLOBAL 100 - USA



## Scott Dresser, Veon

Scott Dresser was appointed as general counsel to Vimpelcom in 2014 and has played a key role in the transformation of the company from a wide-ranging telecoms operator into a leading technology business with a particular strength in emerging markets. The company, which rebranded as Veon in 2017, has made good use of Dresser and the legal team's expertise in transactional and corporate matters, having advised on a secondary listing on Euronext Amsterdam, the EUR2.5 billion sale of its interest in its Italian joint venture Wind Tre to CK Hutchinson and its acquisition of Global Telecom Holding's assets in Pakistan and Bangladesh. Dresser's ability to handle significant litigation and regulatory issues has also been called upon. Shortly after his arrival, he was tasked with defending the company after allegations by US and Dutch authorities that the company obtained licences to operate in Uzbekistan through corrupt means, with Dresser receiving plaudits for his role in negotiating the settlement of the claims and instituting a renewed focus on compliance and accountability programmes throughout the company. Outside of his professional role, Dresser is also a dedicated conservationist, having previously worked for both Conservation International and BirdLife International while continuing to serve on the advisory board of the latter. His legal career also included roles at Virgin Media and White Mountains Capital and several years in private practice at Morgan Lewis.

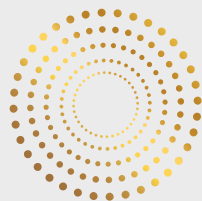




# GC Influencer

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GLOBAL 100 - USA



## David Detweiler, Volkswagen Group of America

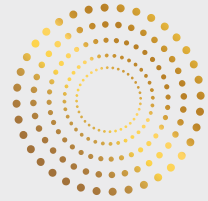
David Detweiler, who heads Volkswagen's legal department for its US operations, is labelled *"a tremendous asset to the company"* by legal commentators, who recognise his outstanding representation of Volkswagen's interests as it dealt with its diesel emissions scandal and the subsequent recriminations. Sources report: *"It's always stressful to have a big, bet-the-company legal matter, but he doesn't shy away - he steps up to the plate."* Detweiler, who was appointed to the role after almost 20 years at Clifford Chance, played a key role in the settlement of regulatory actions brought against the automotive company and continues to advise on ongoing emissions-related matters, alongside the company's day-to-day legal issues. Commentators also note his ability to weave between the intricacies of the American market and Volkswagen's Germanic roots, noting: *"He's fluent in both English and German and is very attuned to the different cultures. He's got both angles and it shows; he's equally comfortable with both and can bridge the gap."*





# GC Influencer

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GLOBAL 100 - USA

## Jim Meza, Warnermedia

Jim Meza is no stranger to integrating new business lines following major M&A transactions, with his prior role in AT&T's legal department requiring him to handle legal issues for the company's entertainment group following the USD67 billion purchase of DIRECTV. His current position, as general counsel to AT&T subsidiary WarnerMedia, sees him handle its broad spectrum of transactional, IP and disputes work, in addition to handling the company's assimilation into the broader AT&T family after their USD85 billion merger. Meza also played a key role in defending the transaction against antitrust proceedings launched by the US Department of Justice seeking to enjoin the deal, playing a key role in a legal team which secured victories over the regulatory authorities both at trial and upon appeal. Meza's actions win him the approval of market commentators, with one source reporting: *"He's tireless and he's a visionary. He worked incredibly hard and really thought strategically every step of the way in terms of the team's structure and what to prioritise."*

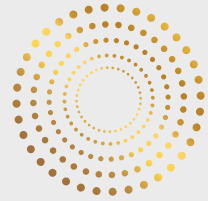




# GC Influencer

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GLOBAL 100 - USA



## Allen Parker, Wells Fargo

In its quest to revitalise its legal department and revamp its compliance procedures following controversy over sales practices, Wells Fargo turned to Cravath's Allen Parker, a titan of the legal industry and a veteran practitioner in the financial services sector. His role at the bank sees him lead a legal department of almost 1,000 professionals to handle a plethora of regulatory investigations and enforcement actions, class actions from customers and claims brought by disaffected employees, while also reinvigorating internal ethical and legal controls to mitigate risks going forward. Parker can count upon a tremendous wealth of experience gained in his 27 years at Cravath, where he practised within its storied corporate and banking teams and served as presiding partner between 2013 and 2016. Legal insiders are in no doubt that Parker will be a resounding success at the bank, reporting: *"He brings a lot of credibility to Wells Fargo and he's been a real benefit in that way. He's been a force of stability, wisdom and unquestionable integrity; Allen Parker makes everyone around him a better lawyer."*



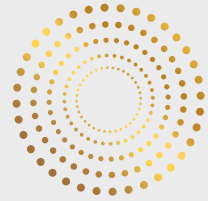




# GC Influencer

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GLOBAL 100 - UK



## James Ford, GlaxoSmithKline

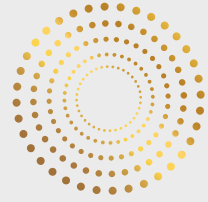
In mid-2018, James Ford ascended to the lead role in GlaxoSmithKline's (GSK) legal department after over two decades with the pharmaceutical giant, taking charge of a team of over 600 lawyers across over 50 countries. His route to the top, through the company's transactional team, consumer healthcare division, compliance group and international legal operations team, endows him with the wide-ranging skill set needed to handle issues posed across the company's various divisions, with his role encompassing a broad spectrum of M&A, litigation, intellectual property and wider regulatory and risk management issues. His elevation to general counsel comes at a pivotal time for the company, which in late 2018 announced a transformational restructuring programme which will see it spin off its consumer healthcare division into a joint venture with Pfizer and focus on pharmaceuticals and vaccines. Commentators are sure that Ford will make a success of the role, revealing: *"He's a true generalist and he's adept at all elements of his portfolio. He's a great appointment."*





# GC Influencer

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GLOBAL 100 - UK

## Richard Price, Anglo American

There are few lawyers who can match the international credentials of Richard Price, with the Anglo American general counsel offering a wealth of multi-jurisdictional expertise across a host of commercial and regulatory issues. Price joined the mining company in 2017 after almost 20 years at Shearman & Sterling, where he led the firm's South East Asia and India capital markets teams from Singapore and chaired its EMEA capital market practice from London, having also worked in the firm's Toronto offices at the beginning of his career. Price's expertise in the African market also draws praise, with one commentator revealing: *"He's one of the most impressive in-house lawyers I've ever seen. He has a way of keeping his ear to the ground with what's happening in Africa in terms of legislative and regulatory matters, and he's often on top of the issues."* At Anglo American, he leads a multinational team of 70 lawyers who advise the company on its heavily regulated mining operations, disputes work and wider commercial and transactional issues, while also focusing on improving gender and racial diversity both internally and in external legal counsel.

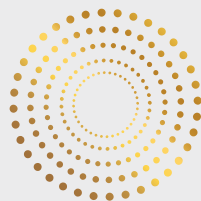




# GC Influencer

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GLOBAL 100 - UK



## Paul Lister, Associated British Foods

Paul Lister serves as company secretary and director of legal services at Associated British Foods (ABF), where he takes charge of legal issues arising from the conglomerate's broad array of food processing and retail operations, which include leading brands in areas spanning food production, biotechnology, agriculture and fashion. His remit also includes taking charge of the company's corporate social responsibility policies and heading the ethical trade and environmental sustainability team at ABF subsidiary Primark, with Lister attracting considerable praise for his role leading the response to the Rana Plaza factory collapse in Bangladesh. Primark has to date contributed over USD14 million in aid and compensation to families of the deceased, while also embarking on a longer-term initiative to improve safety and working conditions in the nation. Commentators also offer praise for his pragmatism, noting: *"He's got a very clear intellectual focus and a brain that cuts to the quick very quickly. He's also just a very nice guy."*

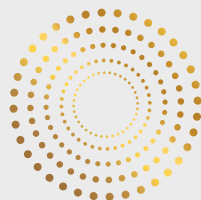




# GC Influencer

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GLOBAL 100 - UK



## Eric Nitcher, BP

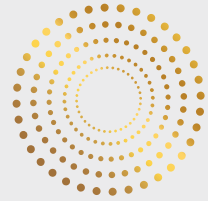
Eric Nitcher ascended to BP's group general counsel role in 2017 after playing a leading part in perhaps one of the most challenging episodes in the oil giant's history, having performed a key role in the settlement of government claims relating to the 2010 Deepwater Horizon oil spill in the Gulf of Mexico. Nitcher has a deep legal history within the oil industry, having joined Amoco in 1990 and held roles advising on transactional issues and disputes work at BP, including advising on the TNK-BP joint venture for oil production in Russia. Among Nitcher's first tasks upon assuming the top legal position was to begin a panel review of BP's panel of external legal counsel, with the company advising law firms that they would be required to pitch for mandates valued at more than USD1 million in an effort to increase cost-efficiency. Nitcher wins many admirers in the legal market for his *"very strategic thinking"* and *"detail-oriented"* approach, with one commentator reporting: *"Eric is one of the most businesslike general counsel that I've worked with - it's more like working with a CEO than a general counsel."*





# GC Influencer

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GLOBAL 100 - UK

## Sabine Chalmers, BT Group

Sabine Chalmers is one of the most experienced and well-credentialed in-house lawyers in the market, with a distinguished career which encompasses general counsel roles at Diageo, InBev and AB InBev and her current position as group general counsel at BT. Chalmers boasts a superlative track record in market-changing M&A deals, including advising on InterBrew's merger with AmBev to form InBev, InBev's USD52 billion acquisition of Anheuser-Busch to form AB InBev and, subsequently, AB InBev's USD107 billion acquisition of SABMiller. She joined BT in early 2018 in her first foray into the telecommunications sector, with her immediate challenges including dealing with the fallout of a record fine imposed by communications regulator Ofcom over regulatory breaches at its Openreach division and an investigation into BT's accounting practices in Italy, alongside rising speculation regarding a bid for the company by Deutsche Telekom. Legal insiders, however, are certain of her success, describing her as a *"sophisticated operator"* who *"leads from the front"* and praising her ability to *"generate a lot of loyalty from her team."* Commentators also commend her commitment to both philanthropic endeavours and diversity and inclusion issues, in recognition of her role advocating greater gender diversity in outside counsel and her involvement with organisations such as educational charity Room to Read and female legal rights group Legal Momentum.

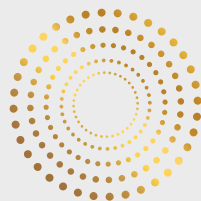




# GC Influencer

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GLOBAL 100 - UK



## Heather Mitchell, The Carlyle Group

Heather Mitchell serves as general counsel for investments at The Carlyle Group, overseeing the investment firm's team of a dozen lawyers who advise on a broad spectrum of transactional matters and wider operational and regulatory issues affecting both it and its portfolio businesses, no mean feat when working for a global investor with USD216 billion of assets under management across over 300 investment vehicles. The legal team's transactional capabilities are well attested, notably demonstrated last year when advising on the firm's joint EUR10.1 billion acquisition alongside CIC of AzkoNobel's speciality chemicals division, with Mitchell's policy of embedding legal professionals within transactional teams serving to strengthen the legal departments expertise and commerciality across the entire investment life-cycle. Market insiders describe Mitchell as a *"delight to work with,"* with one source noting: *"She's impressive all round and the most well-rounded general counsel I've come across. She's an incredibly good technical lawyer and very good commercially."* Mitchell joined Carlyle from Akin Gump in 2002, having also worked in-house at Kaiser Group, and was appointed general counsel for Europe in 2005 and to her current role in 2015.

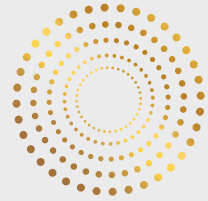




# GC Influencer

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GLOBAL 100 - UK



## Clare Wardle, Coca-Cola European Partners

Coca-Cola European Partners (CCEP), the product of a merger between three Europe-based Coca-Cola bottling businesses, was only two months old when Clare Wardle was appointed general counsel in July 2016. Among her many challenges included the integration and management of the combined legal function, alongside additional regulatory and commercial issues raised by the merger. Wardle, however, is no stranger to complexity, having held general counsel roles at Kingfisher, where she advised on the home improvement retailer's expansion into Romania, and at Tube Lines, the company responsible for GBP28 billion in infrastructure investments into London Underground, alongside senior in-house positions within Royal Mail and the Post Office. Wardle earns added plaudits for her commitment to diversity and inclusion issues, having played a key role in the launch of the Kingfisher Women's Network at her prior employer and serving on the diversity council at CCEP. Outside of her work, Wardle also serves in key leadership positions in the sporting world, having been appointed as chair of Basketball England for a three-year term in 2016 and also serving on the board of Pentathlon GB, the national governing body for the sport in Great Britain.

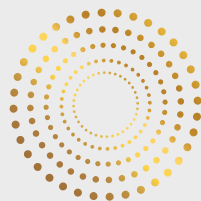




# GC Influencer

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GLOBAL 100 - UK



## Siobhán Moriarty, Diageo

Siobhán Moriarty joined Diageo in 1997 after almost eight years with Clifford Chance and was almost immediately put to the test on a complex, high-stakes engagement serving as legal counsel on the merger between Guinness and Grand Metropolitan, in what was then a record-breaking GBP24 billion transaction in the drinks sector. Since that time, she has swiftly risen up the ladder in Diageo's legal department, via stints serving as M&A counsel, regional counsel for Ireland and general counsel for Europe, to her current position as general counsel, which she has held since 2013. In her two decades at the global drinks company, Moriarty and her team have advised on a broad spectrum of legal issues associated with new and existing products, M&A transactions and disputes work, alongside roles advising on regulatory issues associated with Diageo's expansion in emerging markets. Moriarty also wins praise for her role championing female leaders and addressing gender imbalance in business, with Diageo offering a range of women's networking initiatives and mentorships through its diversity and inclusion programme.

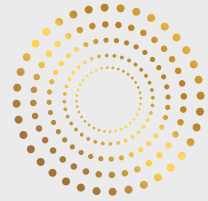






# GC Influencer

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GLOBAL 100 - UK

## Stuart Levey, HSBC Holdings

HSBC's chief legal officer Stuart Levey is one of the most experienced operators in the financial services regulatory space, boasting a highly impressive résumé which includes 11 years as a litigation lawyer in private practice, prosecutorial roles at the US Department of Justice and serving as Under Secretary for Terrorism and Financial Intelligence in the Treasury Department under Presidents Bush and Obama. In the last of these roles he was tasked with protecting the global financial system and developing techniques for its use in the fight against terrorism, making him a perfect choice for HSBC upon his appointment in 2012. The bank faced an array of regulatory issues globally in relation to alleged criminal activity, culminating in an agreement to pay a USD1.9 billion fine shortly after Levey's arrival as part of a deferred prosecution agreement with the US Department of Justice over alleged money laundering in a Mexican affiliate. Levey leads a team of over 500 lawyers in more than 35 nations worldwide, dealing with an array of varying regulatory regimes, disputes and wider commercial issues associated with the bank's operations, where his deep expertise in sanctions issues and regulatory matters comes to the fore.

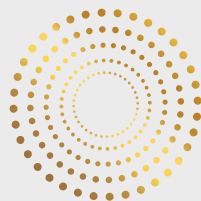




# GC Influencer

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GLOBAL 100 - UK



## Susanna Berger, KKR

Susanna Berger serves as general counsel for Europe at KKR, having arrived at the leading global investment firm in 2009 shortly after its landmark IPO the previous year. Her role exposes her to a diverse range of transactional mandates demanded by her notoriously acquisitive employer, demonstrated last year its highly publicised purchase of Unilever’s global spreads division for EUR6.825 billion. She also draws praise for her adoption of new technological solutions to aid efficiency within her team, with sources revealing that she is “*at the forefront of automation*” for legal issues. Sources also offer commendations for her “*calm approach*” and for “*putting together a really fantastic team around her to deal with regulatory and legal issues.*” Prior to joining KKR, Berger held an in-house position at private equity firm Avenue Capital Management and worked in private practice as an associate at Simpson Thacher and Gibson Dunn.

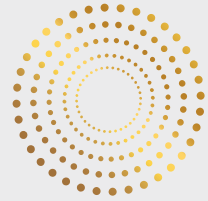




# GC Influencer

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GLOBAL 100 - UK



## Rupert Bondy, Reckitt Benckiser

Rupert Bondy demonstrates outstanding pedigree in defending his company's interests in the face of extremely difficult legal challenges and high levels of public scrutiny, having headed BP's legal team at the height of the fallout surrounding the Deepwater Horizon oil spill. He steered BP's lawyers through initial emergency response matters through to advising on the eventual settlement of claims concerning the spill, in addition to handling the broad spectrum of legal matters and operational issues raised by an international, highly regulated business. Bondy, however, can draw from a wealth of experience handling complex legal matters for household-name businesses, having practised in the corporate teams at Morrison & Foerster and Lovells and held senior in-house positions within GSK and predecessor company SmithKline Beecham. He joined Reckitt Benckiser in 2017 as its general counsel and company secretary and demonstrated his abilities almost immediately when advising on the USD17.9 billion acquisition of Mead Johnson and its potential bid for Pfizer's consumer health unit, which was called off in early 2018. A commentator reports: *"What I admire about Rupert's ability is that he has moved from pharmaceuticals to oil and gas and now to consumer goods, he's made big changes and has always succeeded. His business understanding is unique, while also being a super rigorous lawyer with a poised and calm manner."*

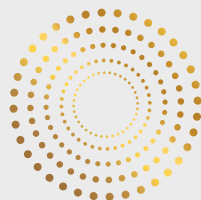




# GC Influencer

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GLOBAL 100 - UK



## Mark Gregory, Rolls-Royce

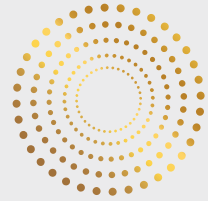
Commentators offer praise for Mark Gregory's strengths under pressure, reporting that the Rolls-Royce general counsel is *"incredibly calm and level-headed, even when things are flying all around him."* This pragmatism was put to the test in recent years following high-profile corruption claims brought by regulators in Brazil's Ministerio Publico Federal, the US Department of Justice and the UK's Serious Fraud Office arising out of alleged bribery in its overseas subsidiaries; however, Gregory and his team demonstrated their excellent quality in securing a settlement with Brazilian and US regulators and negotiating a deferred prosecution agreement in the UK. His approach to resolving the issue earned him the esteem of market insiders, who report: *"He handled it with amazing poise and calmness and he engendered a very collegiate spirit."* Gregory joined Rolls-Royce in 2005 and ascended to the general counsel role ten years later, having previously practised at Lovells in London and Hong Kong.





# GC Influencer

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GLOBAL 100 - UK

## David Fein, Standard Chartered Bank

David Fein draws from a wealth of institutional knowledge of regulatory issues to advise Standard Chartered Bank on a broad spectrum of legal matters, having spent six years as an Assistant US Attorney in New York's famous Southern District, two years as an associate counsel to the President in the Clinton administration and three years as a US Attorney for the District of Connecticut, alongside private practice experience at Debevoise & Plimpton and Wiggin and Dana, where he chaired the white-collar criminal defence practice. His role at the bank includes leading its legal, compliance and secretarial functions and a team of over 600 lawyers spread out across the globe, with his recent challenges including a US Department of Justice investigation into possible sanctions violations involving Iran. He garners considerable praise for his leadership of the legal team, with sources reporting: *"He's incredibly bright and has very good judgement, but he's also very down to earth and very practical in how he considers issues. He applies a private practice and prosecutorial mindset to his work as general counsel."* Fein also devotes time to philanthropic endeavours, serving as chair of blindness prevention charity Seeing is Believing and sitting on the board of directors for guide dog charity Guiding Eyes for the Blind.

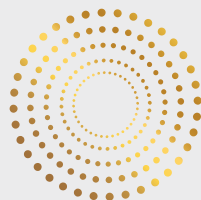




# GC Influencer

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GLOBAL 100 - UK



## Jenifer Swallow, TransferWise

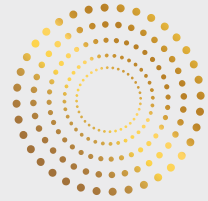
Jenifer Swallow was appointed as the first general counsel at TransferWise in 2015, tasked with building a new legal team for the fast-growing currency transfer service. She arrived with a wealth of experience handling legal issues at innovative and fast-growing technology businesses, having served as general counsel at entertainment companies Mind Candy and Zynga and held senior roles within Yahoo!. Since her arrival, she and the rest of the executive team have seen the company grow from a highly rated start-up to a USD1.6 billion fintech unicorn, with Swallow and her four-person team of lawyers playing a key role in TransferWise's Series D and E financing rounds, raising USD26 million and, most impressively, USD280 million respectively. Swallow's role also includes advising on the company's launch of new products, such as its new borderless bank account service, and its broad array of commercial agreements, with TransferWise signing agreements with a number of new and established financial institutions to provide access to its money transfer service. Outside of her legal function, Swallow is also a founding member of ALL RISE, an international non-profit dedicated to curbing cyber abuse and encouraging greater responsibility and accountability among internet users.





# GC Influencer

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GLOBAL 100 - UK

## Ritva Sotamaa, Unilever

Unilever's chief legal officer Ritva Sotamaa is labelled *"an icon in the in-house community,"* with commentators lauding her *"business-lawyer style"* and describing her as *"technically extremely savvy."* She finds particular favour for her role defending the company in one of the most challenging episodes in its recent history, when she and her legal team aided in successfully fighting off a GBP115 billion hostile takeover attempt by Kraft Heinz. Commentators report: *"We saw her amazing calm in protecting the company and focusing on the business at the same time, getting a brilliant result."* Sotamaa's stewardship of the legal department has also seen an increasing use of legal technology, in areas such as billing and contract management, and improving the learning and development of the legal team, including the launch of an in-house legal academy. Sotamaa arrived at Unilever in 2013, after previously occupying the general counsel position at Siemens Healthcare, GE Healthcare and Instrumentarium Corporation.

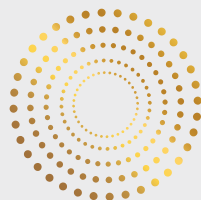




# GC Influencer

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GLOBAL 100 - UK



## Rosemary Martin, Vodafone Group

Rosemary Martin was appointed as Vodafone's general counsel in 2010, having previously served as CEO of the Practical Law Group and general counsel to Reuters, and plays a key part in the telecommunications company's compliance efforts and wider legal issues alongside her 500-strong global legal team. Commentators draw particular attention to her unassuming and pragmatic demeanour, most notably in her role advising on Vodafone's blockbuster GBP130 billion sale of its stake in Verizon Wireless to Verizon Communications in 2013, reporting: *"She talks about that story as if she was talking about a walk in the park – she's very modest but highly effective."* Martin is also labelled *"an ambassador for women general counsel"* and a leader who *"actively promotes women all the time with class and with style."* Martin's leadership in the broader legal community also encompasses advisory positions within the UK's Financial Conduct Authority and the Takeover Panel, while she also promotes rule of law initiatives through Vodafone's active pro bono efforts.



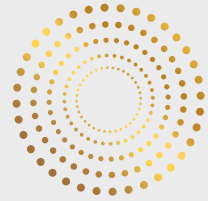




# GC Influencer

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GLOBAL 100 - UK



## David Eveleigh, Serco

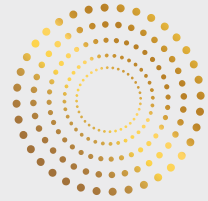
Commentators regularly cite David Eveleigh's "*long-term strategic view*" as a signature strength, and indeed this trait has been a hallmark of his most recent in-house roles at BT and, currently, Serco. In his previous position as general counsel to BT Global Services and his leadership role within the wider BT Group's legal team, Eveleigh was credited with restructuring the legal function into a more streamlined, efficient department through a greater use of technological tools, including contracts with LPO providers and alternative legal services organisations to handle a broad spectrum of legal matters. Upon his arrival at outsourcing giant Serco in 2014, Eveleigh joined an executive team and legal department that sought to reorganise and revitalise the company following a scandal over alleged overcharging on government contracts. Following a GBP1.5 billion write-off and a 30% dip in share value shortly after his appointment, the company began to return to form in 2018 and surpassed its own expectations in terms of financial results, aided in part through Eveleigh and the legal department's role in Serco's GBP550 million rights issue and its wider corporate restructuring plan designed to refocus the company on public sector contracting work. Eveleigh's role includes advising on Serco's broad spectrum of commercial activities and regulatory compliance across its international business lines, which features operations in areas ranging across border security, accommodation services, air traffic control and defence.





# GC Influencer

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GLOBAL 100 - UK

## Jerome Abelman, British American Tobacco

Jerome Abelman was appointed as general counsel and director of legal and external affairs to British American Tobacco (BAT) in 2015, having joined the company in 2002 and steadily risen up the legal ladder in a number of international positions across Europe, Asia and Australia. His role has seen him advise on a slew of significant legal challenges for the tobacco manufacturer, including 2016's landmark USD49 billion acquisition of shares in Reynolds American which it did not already own, an investigation by the UK's Serious Fraud Office into alleged misconduct in Africa and co-ordinating its response to global efforts to introduce plain cigarette packaging. Legal commentators describe Abelman as *"one to watch"* as a leader in the in-house community, while also commending his *"very sensible and level-headed"* approach to resolving BAT's legal issues. Sources add: *"He's a very good example of the breadth of skills you need as a modern general counsel."*

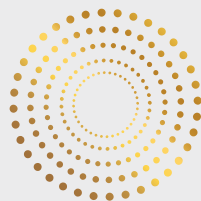




# GC Influencer

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GLOBAL 100 - LATIN AMERICA



## Magda Kiehl, Accor Hotels

São Paulo-based Magda Kiehl currently serves as Senior Vice President Legal, Risk and Compliance South America at Accor Hotels, having joined the company in 2005 after successful stints at Ticket Serviços and Gtech. Kiehl is highlighted for her legal in-house experience and for being a point of reference and a leader in women's equality and diversity in the workplace, which has led her to gain respect and recognition from peers for her efforts in intensively promoting these issues across the region. Some key examples of her impressive work in this field include ensuring that Accor adopted its European Ethics and CSR charter in Latin America, while also leading the Women at Accor Generation programme, which aims to create more female leaders within the company. She also boasts a solid academic track record, with bachelor's degrees in literature and law, as well as a master's degree in the latter from the University of São Paulo. Kiehl additionally holds an Executive MBA from FIA – Fundação Instituto de Administração.

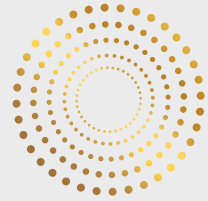




# GC Influencer

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GLOBAL 100 - LATIN AMERICA



## Josie Jardim, Amazon Brazil

Josie Jardim is Amazon Brazil's assistant general counsel, with over two decades of experience as a lawyer in the technology and industrial sector. Prior to joining Amazon, Jardim worked as general counsel for Motorola and General Electric, where she gained experience in matters relating to corporate, regulatory and disputes law, while actively promoting gender equality initiatives, which has made her a visible face and influential figure for women in law. During her time at General Electric, she created 'Juridico de Saias' in Brazil, a business network and online forum where currently over 1,000 in-house female lawyers share their experiences and advice. This also led to the publication of a book under the same name in 2014, which brought together unpublished articles containing both personal and professional experiences from women working as in-house lawyers at Brazil's market-leading companies. Further demonstrating her commitment to being a driver for change within the legal industry, Jardim is a member of the board at the Instituto Pro Bono, promoting universal access to justice as a human right.

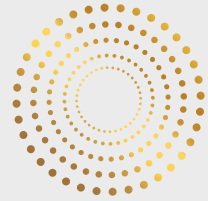




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## Alejandro Cantu Jimenez, America Movil

Based in Mexico City, Alejandro Cantu Jimenez has acted as general counsel at America Movil since 2001. The company is one of the largest telecommunications corporations in terms of number of users and revenue, with subsidiaries across the Americas and Europe offering mobile services. Cantu Jimenez is the leader of a legal team that is constantly facing different challenges, including regulatory and competition issues, as well as day-to-day corporate matters and disputes. He is widely regarded as an influential counsel particularly for his impressive managing of regulatory issues, which included handling a government reform on market dominance that directly affected the business, which then had to set out to reduce its market share in order not to face penalties. Prior to joining America Movil, he worked in private practice at Mexican firm Mijares, Angoitia, Cortes y Fuentes, with a stint at Fried Frank in New York City.

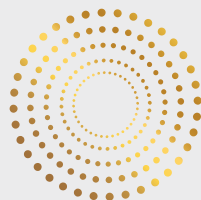




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## Lucineia Possar, Banco Do Brasil

Lucineia Possar is recognised for her impressive work as the head of the legal team of Brazil's largest bank by assets, Banco do Brasil, which is controlled by the government. Possar joined the bank as in-house counsel in 1986, demonstrating stellar capabilities that helped her to rise within the company up to managerial positions, taking up her current role in 2017. Her responsibilities involve dealing with complex corporate issues in a highly regulated industry, with a focus on the areas of competition and antitrust, governance and data protection. She is also active on the bank's cross-border M&A, lately acquiring an additional 21.42% of Banco Patagonia, increasing its stake in the Argentinian bank to over 80%. She additionally maintains a solid academic track record, as a law graduate from Fundação Getulio Vargas, with a master's degree in law from UniCEUB, where she also works as a professor of business law.

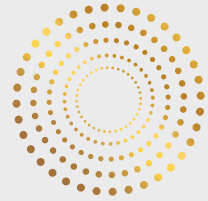




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## Louangela Bianchini, Cielo

Louangela Bianchini is the general counsel at São Paulo-headquartered payment system company Cielo, the sole Brazilian corporate to be on Forbes's list of the world's most innovative firms in 2018. The company is one of the largest credit and debit card operators in Brazil, and as such is subject to strict regulations that require a skilled legal team. Bianchini heads the legal team and is recognised for her stellar regulatory work and experience in the financial services sector. She regularly deals with legal issues relating to the development of new technologies for payment services, which need to be adapted to local laws, and is also active on corporate matters such as strategic partnerships and investments. Prior to joining Cielo, she was a managing director at Citibank Brazil.

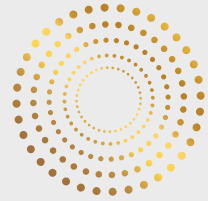




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## Gonzalo Smith Ferrer, Falabella

Gonzalo Smith Ferrer is highlighted for his long-standing experience of over two decades as leading counsel within top corporates. Since December 2015 he has served as legal affairs and governance manager at Falabella, a market-leading retailer with its headquarters in Santiago, Chile. As head of the legal team he is regularly involved in complex M&A transactions, competition and anti-corruption work as well as dealing with compliance and corporate governance matters. Smith Ferrer, a Harvard Law School graduate and MBA from the University of Arkansas, maintains an excellent academic track record and is a regular conference speaker in subjects such as legal technology innovation. Work carried out in 2018 includes the company's USD800 million capital increase and issue of shares, as well as the acquisition of Linio, a popular Chilean online marketplace platform. Prior to joining Falabella, he served Walmart for several years as VP and general counsel for Latin America.



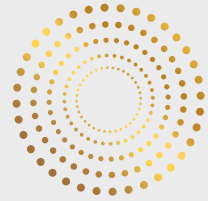




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## Claudia Echavarría Uribe, Grupo Éxito

Claudia Echavarría Uribe currently serves as corporate affairs director and secretary general of Grupo Éxito, a retail corporation based in Medellín, with businesses operating in Colombia, Brazil, Uruguay and Argentina. She is a renowned counsel with responsibility for managing the legal team across four countries in South America, with experience in dealing with complex regulatory and transactional matters, and on anti-corruption initiatives, as a result of which the company was distinguished by a government organisation for its transparency programme. Echavarría Uribe's previous roles include a long stint at Bancolombia, where she gained recognition as a standout counsel acting on corporate governance issues, M&A, restructurings and matters involving local and international law. Having graduated from the Universidad Pontificia Bolivariana, she additionally holds an LLM from Columbia University in New York, where she worked at Sullivan & Cromwell.

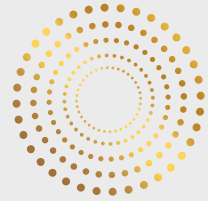




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## Claudia Politanski, Itau Unibanco

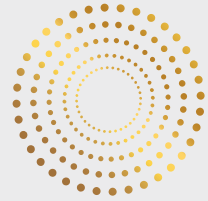
Itau Unibanco's head of people, legal and corporate affairs is Claudia Politanski, who has been with the globally operating Brazilian bank since 1991, when she joined its legal department as an intern. She is credited with having played a key role in the cultural transformation that the bank has been through in recent years, improving the standing and importance of its legal teams and promoting gender equality in the industry. As a consequence, she was named secretary of the board of directors and executive committee of the bank. Her role involves dealing with complex matters such as regulatory issues, capital markets and M&A transactions, investments and all corporate governance affairs arising from the regular operations of the company. Politanski's impressive higher education includes a law degree from the University of São Paulo, an LLM from the University of Virginia and an MBA from Fundação Dom Cabral.





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## **Juan Carlos Menció, Latam Airlines**

Since 2014 Juan Carlos Menció has acted as general counsel to LATAM Airlines Group, which was created following the merger of LAN in Chile and TAM in Brazil in 2012. Menció joined the company in 1998 and, prior to his current role, was general counsel for North America as well as general counsel for its global cargo operations. His vast experience within the airline has made him an expert in all legal affairs relating to the industry, including a host of complex regulatory issues and cross-border transactions. He is additionally well versed in handling labour disputes and negotiations with trade unions. Recent transactions include acting on the sale of its 100% stake in Andes Airport Services, a LATAM subsidiary in charge of ground handling services in Santiago's airport, to Acciona. Menció is a graduate in International Finance and Marketing from the School of Business at the University of Miami and holds a JD from Loyola University, with additional experience in private practice in US law firms.

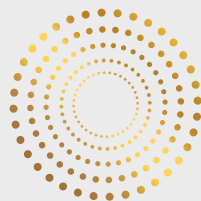




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## Alberto Sepulveda, Walmart Mexico

Alberto Sepulveda joined Walmart Mexico in 2013 in a newly-created role to lead its legal and institutional affairs in that country, later taking up the position of general counsel. He joined the company at a challenging time, following a corruption accusation, and took leading responsibility for handling a large FCPA investigation into alleged bribery to secure construction permits. Following these allegations, he helped to steer Walmart's growth in Mexico, helping the company to establish a CSR and Transparency Committee in order to demonstrate its commitment to prevent any similar issues in the future. Sepulveda's role also involves dealing with all general corporate affairs, asset protection and business development transactions such as mergers and acquisitions. He is additionally in charge of labour issues, which encompass the negotiation of collective agreements, risk assessment and strike avoidance, in a company that employs an ever-growing number of employees who belong to over 50 different trade unions. Before joining the company, he acted as a lawyer in private practice at White & Case in Mexico.



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