



What advice would you give to your younger self?

To always be passionate in your goals and challenge yourself, yet be flexible in your strategy and allow yourself to think outside the box and be creative. Like any other industry, the legal profession is always evolving, discipline in staying updated and creativity are important elements in adapting to new trends and innovative emerging business types.

Passion will encourage you to perfect your craft and deliver comprehensive yet easy to understand solutions while enjoying the daily challenges of the job. Creative thinking will help you adapt and respond to the rapidly changing legal and commercial developments.

Can you give me a practical example of how you helped a client add value to the business?

Lin & Partners provides high value-added legal services to clients, every time. We are a one-stop solution provider for the clients' legal matters by leveraging our full-service and multidisciplinary advantage to quickly grasp the essence of every clients' business needs and objectives, and integrate cross-practice and cross-disciplinary perspectives and assessments into the advice we provide to them, from pre-transaction to dispute resolution.

A good example of our high-value added legal services is our recent engagement with a multinational corporation in medical device and pharmaceutical products where, in addition to providing traditional legal and regulatory advice, we also delivered policy, stakeholder engagement and lobbying risk assessment to the client, successfully assisting the client to identify the relevant legal, regulatory and political risks in the proposed transaction.

Within your sector, what do you think will be the biggest challenge for clients over the next 12 months?

Financial regulation and de-regulation would remain a hot topic. This would apply to FinTech/blockchain, offshore/online platform trading and sharing-economy cross-border payment issues, as well as currency control and exchange policy matters.

Taiwan has relatively well-managed COVID-19 pandemic and therefore the local currency, New Taiwan Dollars, is becoming a safe-harbour currency for hedging currency exchange risks, making the government to adapt a stricter interpretation of the law and enforcement of monetary policies to prevent drastic monetary fluctuation. Accordingly, bankers should avoid being seen as manipulating currency exchange and businesses should refrain from currency speculation.

Other challenges for clients over the next 12 months would be the adjustment of the business due to the global impact of the COVID-19 pandemic. Particularly, the renegotiation of contractual obligations and/or its ensuing dispute resolution or settlement would be expected to rise in the next 12 months. Furthermore, corporate restructuring and the slowing down of M&A transactions may also play an important part in clients potential challenges.

Are clients looking for stability and strategic direction from their law firms – where do you see the firm in three years' time?

At Lin & Partners, we strive to become clients' long-term strategic legal advisors. We do so by providing high value-added legal services and maintaining our firm at the front end of developments in the legal industry.

In the next 3 years, we expect to continue to maintain our independent law firm position while excelling in our services to expand our international presence. Because very few international law firms have a physical presence in Taiwan, we are keen in building up professional relationships with international law firms to form strategic partnerships and collaboration based on our strengths and position ourselves as their best strategic choice in Taiwan.

Interview with:
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