

Law Firm of the Year



Anna Tipping, Head Asia insurance practice,
Singapore, Norton Rose Fulbright

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A key strength of Norton Rose Fulbright’s Asia insurance law practice is its full range of services for M&A, joint ventures, new business licensing and restructuring, distribution and sales, technology, regulatory compliance and investigations.

The firm acts for a wide variety of market participants, including the important international insurance companies in the region – many of whom are long-standing clients that consult the firm regularly.

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The firm is also cognisant of escalating cybersecurity and data privacy risks. Norton Rose has a longstanding history as a cyber breach counsel and it has been engaged on multiple occasions to guide clients through the first 72 hours post-data incident occurrence.

Some of the firm’s notable insurtech engagements have involved advising HSBC on their investment into a regional AI-powered health and wellness insurtech platform, as well as counselling AIG and Standard Chartered on insurance regulation on the use of blockchain in their recent trade finance platform.

Further on the M&A front, the firm advises Allianz on the Asian aspects of its acquisition of certain business assets from Aetna. Norton Rose also counselled a global insurance company on its proposed joint venture with a China-based global technology group to establish a regional insurtech JV – once established, it will be one of the largest globally.

A key initiative of the firm is its Horizon Scanner – a tailored service tracking regions and topics specific to businesses with all relevant changes in law and regulation.

A large global insurer client uses Horizon Scanner to ensure proactive notification of key regulations, based on regular input from the firm’s offices and local counsel in different jurisdictions, loaded through a central portal with scheduled updates.

Further, NRF Transform, the firm’s legal ops unit, played a vital role in supporting a multinational professional services client in navigating a complex M&A transaction. This involved managing numerous stakeholders across different regions and a substantial contract volume for transfer and termination provisions.

Specifically, the streamlined process allowed senior lawyers to provide analyses and automate crucial contractual data, ultimately enhancing efficiency.