

IFLR 1000

Research guide

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Research guide

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About us

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Schedule for the research of the *IFLR1000* 2013 edition.

Step-by-step guide

Step-by-step guide on how best to fill out each section of the questionnaire.

Practice area definitions

Information about how we categorise different legal transactions.

Interviews

Information about the structure of our interview process with both law firm partners and their clients

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A list of important questions that we get asked every year.

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About us

The *IFLR1000* is an annual guide to the world's leading financial and corporate law firms. Our first edition was published in 1990 and we currently research over 120 jurisdictions worldwide.

Our aim is to provide clients of law firms throughout the world with easy-to-use rankings and profiles of the leading firms in each country organised by practice area, accompanied by analysis of the market trends and business environment.

We base the rankings and analysis on our own extensive independent research, which is conducted by dedicated journalists in offices in New York, London and Hong Kong, and to maintain objectivity we are not influenced by any law firms or institutions - no firm can pay to be part of the guide.

Our goal is to produce the most objective and informative guide possible. Our researchers are trained journalists, so we endeavour not only to bring the reader statistics and news but a balanced analysis of each country and its legal services. Our journalists also visit some of the countries under review, meaning they can bring first-hand knowledge to the guide.

As well as providing breadth we aim to bring depth, making the best use of our 22 years of experience and the resources of our sister publications and its journalists.

Since 2011 we have also been running the **Partner Moves** website, which provides daily news and analysis on lateral partner hires around the world and has a free-to-use searchable database of moves going back to 2009.

You can find this information on our **Partner Moves** website, through our twitter updates and on Facebook.

The contents of the *IFLR1000*

We currently cover over 120 countries worldwide and for each market that we research we provide at least one of the following:

- An overview of the country's corporate finance legislation and latest important local legal developments, written by a leading firm in the jurisdiction.
- Rankings of the leading financial and corporate law firms in the country organised by practice area. In countries where specialisation is not common, the guide recommends firms for their ability to advise on general financial and corporate law.
- An introduction to each country by practice area in which our journalists provide helpful contextual information to the market as well as an analysis of the latest trends, deals and developments, with opinions from local partners and clients.
- A profile and analysis of each highly ranked law firm, including detailed information on its latest deals, clients, leading lawyers and rising stars. Overall, we seek to give a flavour of each firm's practice and strengths and the reputation they hold in the market.
- Contact details for the jurisdiction's bar association and chamber of commerce.

Each jurisdiction's past rankings are available to view for free in PDF format on the website dating back to 2005. The current edition is also free to view on the website.

The hard copy of guide is published in October of each year.

What differentiates us from others

- We focus exclusively on corporate finance and transactional law, which allows us to offer specialised analysis.
- We have dedicated full-time teams in our offices in New York, London and Hong Kong; a setup which keeps us in close proximity to firms and markets around the world.
- Our researchers all have a background in journalism rather than traditional research methods, which means they ask probing questions, follow leads and write in-depth analysis.
- We visit some jurisdictions as part of the research process. Our journalists have visited firms in their offices on every

continent with recent trips taking us as far as Indonesia, Mozambique, Panama and Serbia.

- As well as keeping us connected with our markets, the trips give our researchers first-hand experience of the countries under review.
- The *IFLR1000* shares resources with other Legal Media Group publications such as International Financial Law Review (IFLR) and the Expert Guides, which gives our team a broader perspective on markets and a deep well of knowledge to draw from.

Who reads us

The *IFLR1000* is distributed across the world and in 2010 our website received logged visits from:

428 banks, including:

Industrial & Commercial Bank of China; Santander; Bank of America; BNP Paribas; Barclays Bank; Citigroup; Commerzbank; Crédit Agricole Group; Credit Suisse Group; Deutsche Bank; Fortis Bank; HSBC; ING Bank; JP Morgan Chase; Mitsubishi UFJ Financial Group; Mizuho Financial Group; Société Générale; Sumitomo Mitsui Financial Group; Royal Bank of Scotland; UBS; UniCredit

154 investment / fund managers, including:

Blackrock; Capital Group International; Crédit Agricole; Fidelity Investments; HSBC; Insight Investment; Legal & General Investment Management; Morley Fund Management; Nomura Asset Management; Northern Trust Global Investments; Oppenheimer Funds; Prudential Financial; Putnam Investments; Robeco; Schroders Investment Management; State Street Global Advisors; T. Rowe Price Associates; UBS; Vanguard Group; Wellington Management

49 private equity houses, including:

3i; Advent International; Altor Equity Partners; Apax Partners; Apollo Management; Bain Capital; BC Partners; Blackstone Group; Bridgepoint Capital; Candover; Colony Capital; Delta Partners; First Reserve Corporation; Fortress Investment Group; HarbourVest Partners; Kohlberg Kravis Roberts; Oaktree Capital Management; Permira; TPG Capital; Warburg Pincus

19 accountancy firms, including:

Deloitte; Ernst & Young; Grant Thornton; Haines Watts Group; Kingston Smith; KPMG; Mazars; Moore Stephens; PricewaterhouseCoopers; UHY Hacker Young Group

360 corporations, including:

AT&T; AXA; BP; Carrefour; Chevron; China Mobile Communications; ConocoPhillips; E.ON; Exxon Mobil; General Electric; Hewlett-Packard; Hitachi; Honda Motor; JP Morgan Chase; Panasonic; Samsung Electronics; Sony; Toshiba; Total; Toyota Motor; Volkswagen; Wal-Mart Stores; and many others.

We have registered visits from 49% of FTSE100 companies, 80% of DIJA companies, 42% of the Asia headquartered Fortune 500 and 40% of Hang Seng index companies.

19 stock exchanges, including:

Australian Stock Exchange; Budapest Stock Exchange; Chicago Mercantile Exchange; Deutsche Boerse; Irish Stock Exchange; London Stock Exchange; New York Stock Exchange; Securities & Exchange Board Of India; Singapore Mercantile Exchange; Toronto Stock Exchange
As well as the above, we have seen visits from four rating agencies, 53 government departments, 63 different news agencies and over 700 universities and law schools.

Note: The web traffic summary refers to unique visits made to the site between 1 January 2010 – 31 December 2010. Visitors were identified by internet service provider. The figures only take in those accessing the site from service providers which can be accurately identified (just short of 10% of total users).

Our research method

Each year we send a set of research questionnaires to each of the featured firms in the guide and some that are not featured, asking them to supply:

1. Details of their most important deals over the past 12 months in each of the practice areas we cover;
2. A list of client referees (from current active clients) who we can contact for interview; and
3. Details of developments in their firm, including changes in personnel, new office openings or changes in strategic focus, over the past 12 months.

We then interview partners in the law firms and ask them for their professional opinions on current markets trends, other leading law firms in the market, leading individual practitioners and up and coming lawyers.

At the same time we conduct interviews with clients, which include the law firms' clients, in-house counsel from national and international, private and public institutions, and foreign lawyers that have referred work to local firms. We ask for their opinions on the firms, recommendations of individual lawyers and opinions on doing business in the market.

In addition to the core research above, we also take into account press releases and other third-party resources, including our associated publications including Legal Media Group's flagship magazine International Financial Law Review (IFLR), which has been covering financial market legislation for more than 25 years, and the Expert Guides.

Taking part in the research is free.

The basis for the rankings

The rankings are based primarily on the interviews we conduct with partners of local law firms and with clients (as detailed above) and therefore represent a cross-section of market opinion. The research is qualitative and the rankings reflect the perceived quality of a firm according to the opinions given by practitioners and clients.

We also look at a law firm's record over a period of three years in order to reward consistent high performance.

The editorial team has a strict policy of independence and is not influenced by any firm or institution. No firm can pay to be included or ranked.

We do not use the questionnaires in the ranking process, except to verify facts and reach a decision on rankings where there is no clear consensus among interviewees.

We do not specifically use third party sources (such as statistics of deal values and volumes) in the ranking process. These are only used to verify facts and sometimes provide useful information in the write-ups.

Sister publications

As well as our 20 years of experience, the *IFLR1000* team is able to draw on a deep pool of internal resources which includes our sister publications:

Partner Moves – run by the *IFLR1000* team. We provide daily news and a twitter feed on partner moves and significant lateral hires across the world. We also offer a free-to-view database of moves going back to 2009. The database is fully searchable through a range of criteria.

International Financial Law Review (IFLR) – monthly magazine run by a separate editorial team (although we work closely together), which focuses on financial market legislation and has been running for over 25 years. It also runs the IFLR Awards.

Expert Guides – the guide to the world's leading corporate lawyers. The Expert Guides has been running for 15 years.

Legal Media Group also comprises: *China Law Practice*; *International Tax Review*; and *Managing Intellectual Property (Managing IP)*.

If you have any queries regarding the research or other matters, please do not hesitate to contact us.

Editor: Sam Duke - (sduke@euromoneyplc.com)

EMEA & deputy editor: James Wilson - (jwilson@legalmediagroup.com)

Research schedule

For the best coverage, start preparing your deal and personnel information early. You can also let your firm's partners – and their clients – know they should be ready for an interview if requested.

Please note the new deadlines. The schedule has changed this year with an option to send in client referees ('Client spreadsheet') before the final questionnaires. The earlier the client contacts come in the greater the chance we will have to interview them.

Distribution of questionnaires: February 14th – 15th

Please note that in some jurisdictions the questionnaires will be distributed shortly before this date. If you haven't received your questionnaires by February 15th, please contact us.

Deadline for the return of questionnaires: April 13th

All questionnaires (except 'Additional deals') are to be returned by April 13th, in all jurisdictions. Should you have difficulty meeting this deadline, please let the research team know as soon as possible – we can be very flexible as long as you let us know well in advance.

Interviews: February – June

During this time we will interview partners from law firms within the market and their clients. We will be in contact with you to arrange these, but please feel free to take the initiative if you wish to do so.

Deadline for 'Additional deals' questionnaire: June 30th

Please note: this questionnaire is optional, and we will not be sending reminders. If you would like us to consider deals completed after April 15 2011 do not forget to send this questionnaire in good time, as we cannot guarantee that information received after the deadline will be considered.

Publication of the IFLR1000 : October

Please note that the guide's rankings and editorial are finalised well before this date. Information provided to us in August and September will not be included in this year's guide.

Step by step: how to fill out the questionnaire

The rankings in the *IFLR1000* are based purely on feedback from interviews with law firm partners and their clients.

BUT submitting a questionnaire means:

- We will endeavour to write an accurate and up-to-date profile of your firm, with recent firm developments and the most important deals you have been working on.
- In case of ambiguous market feedback we are able check facts we receive against the questionnaire.

Below is a guide to the different sections of the questionnaire and what should be included in each.

‘Recruitment’

Please include the full name of any significant partner hires or departures between the time of completing the questionnaire and May the previous year.

We only focus on partner moves and in rare cases senior associate moves.

It is useful for us to know which firm or company a lawyer joined from OR which firm or company a lawyer has moved to. Please feel free to add any notes, for example indicating whether someone has retired etc.

Significant hires are also covered by our editorial team on the **Partner Moves** news website.

Please send relevant press releases and additional information to Sam Duke (sduke@euromoneyplc.com).

‘Deals’

In order to maximise the impact of your information, please try to stick to the number of deals asked for and show us your real transactional highlights. A long list of deals will make it more difficult for us to pick out the standout mandates. Fewer deals which are well described will give a better impression of the work you have been doing.

Filling in every category and making a few simple things clear to us will greatly help and minimise confusion.

If any of the information is confidential please state it clearly and **highlight it in red**. We will keep it confidential.

a) Brief description of deal:

Please clearly state the name of the client and the type of deal. For example: *“We advised X on its acquisition of a 40% share in Y”*.

b) Why was the deal important?

What we look for in a deal is not only the value of the transaction or the name of the client. We value a deal’s complexity, cross-border elements, difficulties that had to be overcome, a complex legislative framework, financial obstacles etc. Please explain clearly what was important / ground-breaking about the deal mentioned.

Please also ensure that you state clearly on which aspect of the deal you advised your client. For example: *“We advised X as the lead manager of the banking syndicate.”*

c) Party/parties advised:

Please state the name of the client(s) you acted for.

d) Lawyers from your firm involved:

Please list at the top the lawyer(s) from your firm who took the lead on the deal / the partner responsible for the deal. You may also include the names of any supporting lawyers: other partners and/or associates.

Please make it clear which lawyer led the transaction.

e) Other party/parties and their legal advisers:

Please state whether your firm acted as lead counsel in the deal or whether you worked as local counsel alongside a global law firm. If the latter, please state who acted as lead counsel.

Please also include opposing counsel or/and any other firms involved in the deal. It is important for us to know which other firms had significant roles in the transaction, either as counsel to the counterparty or as counsel to other parties involved, as it helps us cross-check all the claims by firms and get a clear understanding of the role your firm played.

‘Synopsis’

Please use this section to highlight developments and additional information about your firm or individual lawyers. This can help to enhance your editorial profile.

What we find useful here is information on strategic developments:

- New practices / departments;
- Changes in management systems;
- New offices;
- Billing practices;
- Appointments to panels;
- New associations or partnerships with firms or networks etc.

Be aware that we handle a lot of questionnaires; so highlighting key issues may be more effective than including pages and pages of information.

Client spreadsheet

Along with the questionnaires you will also receive our ‘**Client spreadsheet**’. In this you should include the contact details of clients that you have worked with in the last 18 months that we can contact for feedback about the firm’s work.

Clients can be included from all sectors and industries and you can also include other lawyers from referral firms. However please ensure that all contacts are made aware of the process and are happy to be contacted for the research.

The researcher will contact all clients by e-mail initially and in most cases will attempt to set up brief phone interviews (no more than 10-15 minutes) to receive feedback about the firm’s work.

Please note: The ‘Client spreadsheet’ can be sent in advance of your questionnaire submissions. The earlier we receive the contact information the more chance we have of contacting your clients.

Primary and additional clients

The ‘**Client spreadsheet**’ is split between **primary clients** (usually ten per practice area) and **additional clients** (unlimited number).

Primary clients - In this list you should include those contacts who can provide the most in-depth view of your firm’s practice. The researchers will prioritise setting up phone interviews with these contacts.

Additional clients - In this list you should include all other clients that can provide a view on your practice. The researchers will attempt to speak to as many of these as possible on the phone, all others will be sent a link to the online ‘**Client feedback survey**’.

Client feedback survey.

This is an online form which measures the same attributes as the phone interviews and also includes space for clients to include specific commentary about different aspects of the firm’s practice, including individual lawyer recommendations.

Practice area definitions

Please note: All practice areas below come under the bracket of financial and corporate and are covered by the 'Financial and corporate' questionnaire if you do not receive questionnaires for individual practice areas.

The questionnaires you receive will depend on how we cover your jurisdiction editorially. No firm should receive all of the questionnaires.

If you receive a questionnaire for one of the broader categories (i.e. 'Capital markets') you should include work from all the sub categories listed below it.

Capital markets

Equity capital markets

- IPOs
- Secondary offerings
- Private placements
- GDRs, ADRs, etc.
- Not public M&A or share transfers (these are M&A)

Debt capital markets

- Note / Bond issuances
- Convertible and hybrid securities; corporate bonds, CoCo bonds and covered bonds
- Islamic finance
- High-yield bonds (unless you have received the high-yield investment questionnaire)

High-yield investment

- All non-investment grade debt issuances

Derivatives

- Swaps, futures and options
- ISDA agreements
- All other non-standard tradable instruments not covered by the debt, equity and structured finance questionnaires

Structured finance and securitisation

- Cross-border financing structures
- Asset-backed securities
- CDOs, CLOs, CFOs, etc.
- Establishment of SPVs
- Derivatives (unless you have received the derivatives questionnaire)

Banking

Bank lending

- Acquisition financing
- Mezzanine financing
- Revolving credit financing
- Syndicated financing
- Leverage financing
- Refinancing and debt restructuring

Financial services regulatory

- Advice on regulatory issues in the establishment of new financial products, branches and entities
- Regulatory advice relating to financial sector M&A
- Fund formation (unless you have received the private equity questionnaire)

Investment funds

- Structuring and establishment of hedge funds, QIFs, CCFs, mutual funds, Ucits, property funds, etc.
- Fund acquisitions

Mergers and acquisitions (M&A)

M&A

- All public takeover bids and acquisitions, including LBOs, MBOs and reverse buyouts (representation of targets and non-winning bidders is also acceptable)
- Partial takeovers and share transfers
- Private acquisitions
- Spin-offs
- Joint ventures
- Black Economic Empowerment (BEE) – for South Africa only

Private equity (PE)

- Private-equity transactions
- Structuring and establishment of investment funds (unless you have received the investment funds questionnaire)

Restructuring and insolvency (R&I)

- Corporate restructuring
- Corporate rescue
- Insolvency proceedings
- Representation of distressed companies, shareholders, creditors, and administrators/receivers
- Receivership / court appointed receivers

Competition

- Competition law
- Regulatory advice relating to competition law
- Representation before competition authorities
- Investigations and court actions relating to competition law
- Merger control
- Cartel
- State Aid

Project finance

- Financing work related to:
 - Infrastructure projects
 - Energy and natural resources projects (including LNG)
 - Non-commercial construction (prisons etc.) including hospital financing
 - PFI/PPP
 - Project bonds
 - BOT, BOOT, etc.

- If you have received a 'Financial and corporate' questionnaire, it replaces all of the questionnaires listed above and covers all the deal types listed.
- The 'Additional deals' questionnaire will be supplied separately, with a later submission deadline. It can include any of the deal types listed above.
- We recognise that some deals fall into more than one practice area. In such cases, please feel free to include the deal in more than one of the questionnaires, e.g. a deal which combines debt issuance with syndicated finance may appear in both the debt capital markets and bank lending questionnaires.
- Similarly, deals involving several countries may appear in the submissions for more than one office.
- Please only include deals which have closed or required significant work since May 1st the previous year. Any deals not meeting this criterion will be disregarded.
- We do not accept submissions for practice areas not included above, e.g. litigation, tax, intellectual property.
- We do not accept submissions for sector- or industry-specific work, e.g. real estate, energy, insurance. Deals in these sectors should be included in the above practice area.

Interviews

Clients

To achieve the most objective coverage possible the *IFLR1000* conducts telephone interviews with in-house counsel and other buyers of financial legal services. Most of these are provided to us by the law firms themselves using the ‘**Client spreadsheet**’.

When you receive the ‘**Client spreadsheet**’ please highlight ten key client contacts for each practice area. These should be contacts that you believe can provide the most in-depth feedback on your practice, who have a very well established reputation in the market, or those who you have worked with on a large number of transactions.

These are the contacts that the researcher for your country will prioritise when they are setting up interviews so please ensure the client is fully aware of the process and is willing to take part in a short phone interview.

There is also space on the ‘**Client spreadsheet**’ for you to include as many additional clients as you wish. These clients will also be invited to take part in the research process.

We will attempt to contact all clients provided to us in the ‘**Client spreadsheet**’.

The information given by clients is a key factor in deciding the rankings, and we often include their comments, without attribution, in the editorial. All interviews we conduct with clients are non-attributable.

A few hints that will maximise the impact of your client contacts list:

- Please make sure you have worked with the client in the past 18 months.
- Check that the client contact details are up date.
- In our experience clients are much happier to give a considered reference if they have been warned that we may be contacting them.

We will contact the clients initially by email asking if we can arrange a quick phone call. We will then ask them about their experiences with each firm they use, as well as for their feedback on specific lawyers.

Partners

Nobody knows the financial law market as well as the people who work within it. For this reason, we interview a large number of the leading lawyers from a range of disciplines in each jurisdiction, both by telephone and face-to-face. We ask them their opinions on our previous year’s rankings, their competitors’ specific strengths, and their jurisdiction’s leading lawyers. In addition, we discuss recent legal and economic trends and their effect on their jurisdiction’s legal market.

The partner interviews tend to last about 20-30 minutes maximum. The three broad topics we ask about are:

1. **Anything that is missing or unclear from the questionnaire submissions.**
2. **The important trends in the market at the moment; the impact on the legal market; areas of activity and other developments such as new legislation.**
3. **The rankings and leading lawyers in the jurisdiction and any rising stars.**

Many partners’ comments are included, without attribution, in the editorial.

Interviews are extremely important when working out the rankings. The more people we are able to interview about each market, the more accurate a picture we get of the leading law firms in that jurisdiction.

Partner Moves (www.iflr1000.com/partnermoves)

Partner Moves is a new website which provides a global digest of all the latest news on partner moves and lateral hires within the legal sector written by the *IFLR1000* team daily.

Our global digest offers you:

- All the latest lateral hires from around the globe and across all practice areas.
- Major firm news including mergers and office openings.
- Features on market trends.
- Fully searchable database of historic moves.

If you have any news please contact the editorial team for your region:

UK and general enquiries

Sam Duke (sduke@euromoneyplc.com)

North and Latin America

Michael Washburn (mwashburn@euromoney.com)

Asia/Pacific

Faye McCarthy (faye.mccarthy@euromoneyasia.com)

Continental Europe, Middle East and Africa

James Wilson (jwilson@legalmediagroup.com)

Feel free to add these contacts and our researchers to your press distribution list or notify them directly about changes and developments at your firm.

You can also receive daily updates on Twitter: www.twitter.com/iflr1000

IFLR 1000 PARTNER MOVES

Welcome to **IFLR1000 - Partner Moves**. The team behind the IFLR1000 - brings you a global digest of all the latest news regarding lateral partner moves and promotions. You can also search our database for historic moves since 2009.

Home | News and Analysis | Features | Monthly Updates | EMEA | Asia/Pacific | Americas | Contact Us | **IFLR1000** [f] [t] [in]

Choose Region

- EUROPE MIDDLE EAST AFRICA
- AMERICAS
- ASIA PACIFIC

News and Analysis

- PARTNER MOVES** Minter Ellison launches in Mongolia
Australian firm follows compatriot Allens Arthur Robinson into Ulaanbaatar *February 2012*
- PARTNER MOVES** WEEKLY ROUND-UP: 23rd-27th Jan 2012
Paris is the centre of European moves while big hitters transfer in New York *January 2012*
- PARTNER MOVES** DLA loses leading Istanbul M&A partner
Google pinches head of DLA Piper's Turkish M&A group *January 2012*
- PARTNER MOVES** Mourant Ozannes caters to Asia-Pacific clients
Offshore firm expands in Hong Kong as it makes the push into Asia *January 2012*
- PARTNER MOVES** RJW is acquired under new UK legal act
Australia's Slater & Gordon acquires UK personal injury lawyers Russell Jones & Walker *January 2012*
- PARTNER MOVES** HWL Ebsworth expands financial services team
Firm takes financial services and regulatory partner from Norton Rose in Sydney *January 2012*

[Read more articles]

Twitter Feed

- IFLR1000: <http://t.co/KR9FW42U> Minter Ellison launches in Mongolia #asiaFN #firmnews 01 Feb 2012
- IFLR1000: <http://t.co/imQI2jk5> Our weekly round-up of the last week in partner moves #americasPM #asiaPM #emeaPM #partnermoves 31 Jan 2012
- IFLR1000: Expedia's European general counsel Keith Krasny has left the travel company #emeaPM #partnermoves 31 Jan 2012
- IFLR1000: <http://t.co/2Gocrvgo> DLA loses head of Turkish M&A to Google #emeaPM #partnermoves 31 Jan 2012
- IFLR1000: <http://t.co/uVcdvFn4> Mourant Ozannes enhances Asia practice #asiaPM #partnermoves 31 Jan 2012
- IFLR1000: RT @lawandmore: DAC Beachcroft bolsters Bristol real estate team: <http://t.co/3AdG08IC> 30 Jan 2012

Monthly Updates

- MONTHLY UPDATE - December 2011
Global lateral hire summary - December 2011 *January 2012*
- MONTHLY UPDATE - November 2011
Global lateral hire summary - November 2011 *December 2011*

Features

- CML: How will partner retention rates fare in 2012?**
CML looks at partner retention rates in Asia heading into 2012 *December 2011*

CML's brand new website helps you stay one step ahead in 2012

www.iflr1000.com

Frequently asked questions (FAQ)

Can law firms pay to be considered or ranked?

No. We practise a very strict policy of editorial independence and are not influenced by any law firms or any institutions in any countries.

The content of the guide reflects purely and faithfully the results of the research as gathered by our journalists and we only include law firms that are consistently recommended by clients and competitors.

The *IFLR1000* does include paid advertising, but this is clearly indicated.

Why not use the questionnaires to rank the firms?

We feel our approach is more objective – the rankings do not give an unfair advantage to those with more marketing resources. It also allows us to accurately rank any firms that do not provide us with much information.

What does the *IFLR1000* look out for in a law firm?

We ask interviewees to comment on firms according to the following criteria:

- Quality of service: includes communication, responsiveness, client care, relationship management, billing practices and value for money, added value services etc.
- Complexity of deals: includes among other things a deal's impact on the market, number of parties involved, cross-border elements, the profile of client etc.
- Technical expertise: includes ability to innovate, creativity, depth and breadth of legal knowledge, depth of the team as well as the individual etc.
- Cross-border ability: includes knowledge of the region, the ability to lead deals in different jurisdictions, strength of network etc.
- Ability to act as lead counsel / the scope of the role played on a deal.

A firm I work with has a higher deal value/volume and more lawyers than its competitors. Why isn't it ranked higher?

The *IFLR1000* is a qualitative survey. We do keep track of statistics (value and volume of deals, number of lawyers etc) for research purposes and to check facts throughout the research, but the rankings are based purely on the opinions gathered through the interviews with clients and law firms.

A firm I work with has had an exceptional year, but this is not reflected in your rankings. Have your researchers failed to notice?

No. We try to look at a firm's performance over a period of three years – we do not just seek to reflect the fortunes of the previous 12 months. If the success is sustained, it is likely to be reflected in a higher ranking in forthcoming editions. Likewise, a poor year does not necessarily mean a lower ranking immediately.

A firm's prospects for forthcoming editions are often indicated in the editorial.

This approach is intended to give a fairer and more accurate picture of each market we cover.

Why don't you cover real estate, energy, TMT, etc.?

We do. All of the above – and other industry sectors – are included in our existing categories. That is, we consider sectors within practice areas, not vice versa.

While we acknowledge that particular expertise is usually required in sector-specific work, we do not treat sectors separately since we only focus on financial and corporate transactions. Also, one of the outstanding features of the *IFLR1000* is its simplicity – this would be lost if we covered every sector separately.

What are the "leading lawyers"?

These are the lawyers most frequently named by interviewees as the leaders in their field. We do not accept firms' own recommendations of leading lawyers.

Where can I obtain a hard copy?

The *IFLR1000*'s print edition is distributed for free at selected events, including a dedicated launch party and the IBA annual conference. We also send a large number of complimentary copies to selected in-house counsel at financial institutions and corporates.

If you would like to purchase a copy directly, please contact Tatiana Hlivka - (thlivka@euromoneyplc.com)

How is the *IFLR1000* different from IFLR?

The *IFLR1000* is a directory of financial and corporate law firms around the world published annually.

International Financial Law Review (IFLR) is a magazine for in-house counsel and practitioners in the financial markets focusing on legislation published monthly. The IFLR also runs the IFLR Awards.

The two publications have different editorial staff, although they work in close proximity.

I represent a law firm. How can my firm enter the IFLR Awards?

These are organised by International Financial Law Review, and not by the *IFLR1000*.

How can my firm be included in your rankings?

Firms are added to the rankings on the basis of independent recommendation only. However, we welcome submissions from all firms that wish to receive full consideration.

We endeavour to include editorial coverage of all firms who take the time to submit information to us.

My firm's primary jurisdiction is not covered by the guide, how can we take part in the research?

We are always looking for opportunities to expand the guide. If your country is not already covered it may be being considered for the next edition. Please contact the editor (**Sam Duke** - sduke@euromoneyplc.com) for more information.

You can also take the opportunity to become the exclusive author of a legislation guide in your jurisdiction. These guides are included online and in print at the front of each chapter. Please contact the business development team for more details.

Business development

If you would like to find out more about listing your firm and advertising in the guide or online, please contact our sales team:

William Lo (Asia/Pacific/Middle East/Africa)

Telephone: +852 2842 6970
Fax: +852 2521 8900
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