



## Practice area definitions:

**Banking and finance** – Any work related to banking and finance such as acting for either the lender or the borrower on general bank lending, syndicated loan, structured finance, asset finance and leveraged finance.

Types of work we cover: acquisition financing, corporate financing, mezzanine financing, revolving credit, real estate, asset and trade financing etc., Islamic finance (*sukuk, ijarah, murabaha and tawarruq*) and refinancing and debt restructuring and project financing.

**Capital markets** – Any work related to raising finance through ECM or DCM in general. The areas include Debt/Equity Capital Markets, High yield, Derivatives, Structured finance and securitisation.

Debt Capital markets include bond/note issuances, convertible and hybrid securities, Islamic finance and high-yield bonds.

High yield include all non-investment grade debt issuances.

Derivatives include swaps, futures and options and all other non-standard tradable instruments not covered by the debt, equity and structured finance categories.

Equity Capital markets include IPOs, secondary offerings, private placements, GDRs, ADRs, etc.

Structured finance and securitisation include cross-border financing structures, asset-backed securities, CDOs, CLOs, CFOs, etc. and establishment of SPVs.

**Competition/antitrust** – Regulatory advice related to competition law to prevent anti-competitive conduct and unfair business acts and representation before competition authorities, investigations and court actions relating to competition law. Four main areas of advice are abuse of dominance, cartels, merger control and state aid. It covers both contentious and non-contentious work.

**Construction** – Any work relating to construction and engineering from project structuring, obtaining approvals and permits, contract administration and interpretation, bidding, contractual work (concession contracts, construction contracts, subcontracts and license agreements), construction disputes and regulatory issues. It covers both contentious and non-contentious work.

**Corporate and M&A** – Any work relating to corporate acquisitions, divestments, corporate reorganisation, partnership agreements, local and cross-border joint ventures, corporate governance and entity selection and formation.

M&A include all public bids and acquisitions, including LBOs, MBOs, reverse buyouts, partial takeovers and share transfers, spin-offs, joint ventures.

Private equity include private-equity M&A and portfolio management.

**Dispute resolution** – Include any sorts of dispute resolution however mainly focus on litigation and alternative dispute resolution proceedings such as arbitration. The work covers from pre-litigation process, negotiations, documentation and preparation for trial, trials to investigation, judicial reviews, appeals and enforcement proceedings. It covers disputes over all practice areas and sectors.

**Intellectual property** – Any work related to IP rights including patent and trademark prosecution, copyrights, designs, unfair competition, IP litigation and enforcement, licensing and trade secrets. It covers both contentious and non-contentious work.

**Investment funds** – Any work relating to structuring and establishment of hedge funds, QIFs, CCFs, mutual funds, Ucits, REITs, Unit trusts etc.

**Labour and employment** – Advice on full spectrum of employment laws, labour relations, employment policies, agreements, compensation and benefits, transfer of employees, administrative proceedings and litigation and internal investigations. It covers both contentious and non-contentious work.

**Private equity** – The practice area which we call private equity (PE) is effectively for private equity M&A, a specific part of M&A. PE players include: private equity firms, venture capital and angel investors. The financing that we recognise under PE are the various funding rounds.

**Regulatory** – Any work related to regulation advice on all aspects of internal governance and compliance, mergers and acquisitions, registration of business and products, financial regulation and compliance, interpretation of different regulations, sanctions and audit by regulatory bodies. It covers all industry sectors both contentious and non-contentious matters. Sectors sensitive to regulations include usually energy, environment, pharmaceuticals, and technology and telecommunications.

**Restructuring and insolvency** – Any work related to corporate restructuring, corporate rescue, insolvency proceedings, representation of distressed companies, shareholders, creditors, and administrators/receivers. We cover both contentious and non-contentious work.

**Tax** – Any work related to general corporate tax, tax controversy, tax planning, spin-offs, tax structuring and transfer pricing matters.

## **Sector definitions:**

**Aviation and shipping** – Any work relating to the aviation and shipping industries including leasing and acquisitions, financings, disputes and regulatory matters. Shipping work include financing and licensing, breach of charter party disputes, cargo and bills claims, arrest of vessels, insurance claims, collision, environment responsibilities and P&I and defence work.

**Banking and financial services** – Any work relating to banks and other financial services providers including loans and capital markets issues, financial regulatory advice, restructurings, loan portfolio acquisitions and disputes.

**Consumer goods and services** – Any work completed for clients including retailers, restaurants and bars, fashion and consumer brands and hotels.

**Energy** – Any work relating to energy generation and distribution, including traditional and renewable power project development and M&A, PPAs, EPC contracts, regulatory issues, trading, concessions, financing and permitting projects, facilities management, licensing and operation, taxation and so on. Energy covers from electricity/utilities, oil and gas, natural resources to renewable energy and nuclear.

**Industrials and manufacturing** – Any work completed for clients involved in manufacturing and heavy industries including machinery, cement, chemical and metal producers.

**Infrastructure** – Any work related to the realisation of infrastructure projects (ports, airports, roads and highways, rail and light rail) including project development, PPP, PFI, public law, land acquisitions, construction law, regulatory advice and concessions.

**Insurance** – Any work for insurers and reinsurers, including work related to policies and claims, licensing, disputes, regulatory and M&A.

**Materials** – Any work for clients in the discovery, development and processing of raw materials that includes the mining and refining of metals, chemical products and forestry products.

**Media and entertainment** – Any work for clients in the music, TV, film, music, broadcasting and publishing, theatre, gaming and sports sectors including contracts, advertising standards, IP matters, disputes and M&A.

**Mining** – Any work relating to mining operations including licensing, land acquisitions, concessions, environmental impact assessments, regulatory and project development.

**Oil and gas** – Any work related to upstream and downstream oil, natural gas and LNG projects including exploration, extraction, refining, transportation and trading.

**Pharmaceuticals and life sciences** – Any work for clients in the biotechnology, pharmaceutical, medical device and agritech sectors, including regulatory advice, IP, disputes, M&A and financing.

**Real estate** – Any work related to commercial and residential real estate projects including acquisitions, financing, rental contracts, new project development and portfolio management including REITs and funds.

**Technology and telecommunications** – Any work for clients operating in the technology and telecommunications sectors including M&A, financing, disputes, outsourcing, regulatory work and data protection and privacy issues.