

IFLR 1000

The guide to the world's leading financial law firms

*research information
2011/2012*



“ *In this increasingly globalised world it is important to be able to identify quickly the real specialists in any remote corner and the IFLR1000's work is an*

important asset ”

Stephen Taylor
Managing Director
AlixPartners

What is the *IFLR1000*?

The *IFLR1000* is the guide to the world's leading financial law firms. Compiled by a team of specialist legal journalists based in offices in New York, London and Hong Kong, the *IFLR1000* is the only publication of its kind to focus on the leading law firms for corporate finance around the world. The guide is now in its 22nd edition, and has grown to cover more than 110 jurisdictions.

The *IFLR1000* includes only the very best corporate and financial law firms, selected after extensive research among their peers and clients, making it the leading resource in its field.

We have:

- In-depth coverage of the financial law markets in more than 110 jurisdictions and five regions.
- More than 20 years of experience in the financial law sector.
- A unique team of full-time, specialist legal journalists.
- Unrivalled global reach, with offices in New York, London and Hong Kong.
- Distribution among many of the world's leading financial institutions, bluechip companies and private practice law firms.
- A searchable, free-to-access website with the guide's full rankings, editorial and listings.
- Access to the resources and market penetration of all Legal Media Group's leading publications, including the *International Financial Law Review* and *China Law and Practice*.



“As an airline with more than 100 offices in more than 80 countries, we have to find respectable law firms from all around the world from time to time to get legal assistance and the guide is an excellent resource to look for candidate law firms. It is an objective and an impartial guide.”

Selcuk Cogen, Legal Counsel,
An international airline

An authoritative read

The *IFLR1000* offers in-depth coverage of the financial law markets in more than 110 jurisdictions.

Each country chapter contains:

- A legislation guide, with an insight into local legal developments provided by a leading practitioner based in that jurisdiction.
- Tier-by-tier rankings of the leading firms in all aspects of financial law, including capital markets, M&A, banking, project finance, and restructuring and insolvency. These rankings are based on extensive research, including face-to-face and telephone interviews with leading private practitioners and their clients.
- Editorial coverage of the leading financial law firms, including their most important deals, partner hires, areas of specialisations, and their capacity to advise on international financial law.
- The names of the leading lawyers in each market.
- Paid law firm listings, containing full contact details, profile and areas of practice.



The website

All information contained in the print version of the guide is also available on our free-to-view, fully searchable website.

IFLR1000.com in the last year has received logged website visits* from:

- Over 300 banks and accountancy firms worldwide;
- More than 80 private-equity houses and sovereign-wealth funds;
- Over 300 corporate companies, including:
 - More than 50% of FTSE100 companies;
 - Over 75% of Dow Jones Industrial Average companies;
 - More than 45% of Asian-headquartered Fortune 500 companies, and over 35% of companies on the Hang Seng index;
- More than 700 universities worldwide;
- Government departments and cross-border institutions such as the World Bank, IMF and the International Capital Markets association;
- Leading international and domestic leading law firms worldwide; and
- Over 50 financial, legal and general news organisations across the globe.

Website visits made to *IFLR1000.com* between 13 January 2009 – 13 January 2010. Visitors identified by internet service provider. Figures above relate only to those accessing *IFLR1000.com* from service providers which can be accurately identified (approx. 11.7% of total visitors to *IFLR1000.com*).

Website features include:

Bonus editorial – view *IFLR1000* firm editorials about all firms which submitted questionnaires and were ranked in the 2011 edition.

Firm summary pages – each firm featured in the guide has its rankings, editorial coverage and listings for each jurisdiction appear in summary on one single, expandable page.

Rankings analysis and featured articles – Our researchers examine the *IFLR1000*'s historical rankings data to pick out trends in the local and international legal markets.

Archived rankings – each jurisdiction's rankings are available to view in PDF format dating back to 2005.

“*The IFLR1000 provides me with a really good overview of the markets [Africa and Middle East] I operate in. I find the information easy to find and not too complicated. It is simple to use and gets me to the information I need.*”

Christoph Ewers, Counsel, Africa and the Middle East, Daimler

The *IFLR1000* can also be consulted free of charge at:

www.iflr1000.com

you can also follow us on  Facebook and  Twitter

How we research the guide

The *IFLR1000* is based on extensive consultation with the market. Our research material comes from a combination of sources:

Questionnaires

We invite all of the law firms featured in each edition – and even those that are not – to complete a set of questionnaires telling us about their activities over the previous year. We ask for descriptions of the firm's most important deals in each practice area, as well as information about key contacts, personnel moves and client details.

Which questionnaires your firm receives depends on which practice areas we cover in the relevant section(s) of the *IFLR1000*.

All of these questionnaires are to be returned to the researcher who contacted you by April 15 2011, unless you have arranged otherwise. All firms which are ranked and return the questionnaires will receive an editorial.

Follow-up questionnaire

We will also be sending a questionnaire entitled "additional deals". This will contain space for late-breaking deal information in all practice areas, and can be returned at any time up to June 30 2011. 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.

Partner interviews

Nobody knows the financial law market as well as the people who made 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 trends and their effect on their jurisdiction's legal market.

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

Client interviews

To achieve the most objective coverage possible, the *IFLR1000* conducts telephone interviews with in-house counsel, and other buyers of financial legal services, throughout the year. Most of these are provided to us by the law firms themselves, using the questionnaires. We ask clients about their experiences with each firm they use, as well as their feedback on specific lawyers.

The information given by clients is a key factor in deciding the rankings, and we often include their comments, without attribution, in the editorial.

We interview many senior in-house lawyers at leading financial institutions and international corporates. Here are just a few of the organisations we interviewed for our 2011 edition:

Abbott	Bank of New Zealand	FujiFilm	Pearson
ABN Amro	Barclays Bank	Gazprom	Pepsi Co
Absa Capital	Barclays Capital	General Motors	PetroChina Company
Accenture	BASF	GlaxoSmithKline	Pfizer
Adidas	BG Group	Goldman Sachs	PricewaterhouseCoopers
ADM Capital Europe	BHP Billiton	Hewlett-Packard	Procter & Gamble
AerCap	Black Rock	Hitachi, Ltd.	Prudential
Affinity Equity Partners	BNP Paribas	Hong Kong and China Gas Company	Qatar Investment Authority
Air New Zealand	Bank of New York Mellon	HSBC	Rabobank
Airbus China	BP	IBM	Royal Bank of Scotland
Allianz General Insurance Company	Bridge Capital	Industrial and Commercial Bank of China	Rio Tinto Group
Alstom	British American Tobacco	ING	Royal Dutch Shell
Altran Technologies	Cadbury	Intel	SABMiller
American Express	Capita	International Power	Sage Group
Anglo Irish Bank Corporation	Caterpillar	Japan Bank for International Cooperation	Samsung
ANZ	Cathay Pacific Airways	Johnson & Johnson	Sanofi-Aventis
Apax capital Partners	Chevron Corporation	JPMorgan Chase	Schroders
Apollo Solar Energy Technology Holdings	China Construction Bank	KPMG	SG Hambros Fund Managers
Asian Development Bank	China Life	Kraft Foods	Siemens
Australia & New Zealand Banking Group	CITIC Pacific	Lafarge	Société Générale
Aviva	Citigroup	Lloyds Banking Group	Standard Chartered
AXA	Coca-Cola	Macquarie	Tesco
Babcock & Brown	Commerzbank	McDonald's	The Carlyle Group
Bacardi Limited	Commonwealth Bank of Australia	Merck	Toshiba Corporation
BAE Systems	COSCO Pacific	Microsoft	Towerbrook Capital Partners
Bain Capital Asia	Credit Suisse	Mitsubishi Corporation	Toyota
Balfour Beatty plc	Daimler	Morgan Stanley	TUI Travel
Banco Comercial Portugues	Danske Bank	MTR Corporation	UBS
Banco Internacional del Peru	Deloitte	NASDAQ OMX Vilnius	Unicredit
Banesto	Deutsche Bank	Nestle	Unilever
Banif-Banco de Investimento	Diageo	New World Development Co.	Vodafone
Bank of America Merrill Lynch	EON	Nomura	Wal-Mart
Bank of Communications	Ernst & Young	Novartis Pharma	WPP Group
	Essar Group		Xstrata
	European Investment Bank		
	ExxonMobil		

Maximize your presence

You can help us to give you the best editorial coverage in the *IFLR1000*. Here's how.

1. Send us deal information

Although we know about the biggest or most important deals in many of the markets, we can't know about every deal done by every firm. So, when you receive the questionnaires from us, make sure you complete all sections in full. Most importantly, give us information about the key deals your firm has advised on over the past year, including:

- the party your firm advised;
- the value and date of the deal;
- a brief description of the deal;
- innovative or complex features of the deal (for example, it was first of its kind in your jurisdiction); and
- the names of the partners that worked on the deal.

2. Make sure deal information is relevant

To make sure we write about your most important work, please only send us the deals of note – the ones that you consider to be your best achievements of the past year. When sending deal information, please make sure you explain a little about why each deal was important. It might be a particularly large deal (which is itself noteworthy in some circumstances) – but it might also be an issue of complexity, or the creation of a ground-breaking structure. All of this information helps us to determine which are the truly leading firms in each market.

Please note: the fewer deals your submission includes, the more likely we are to cover them all. Lists of 10 deals or more may be disregarded..

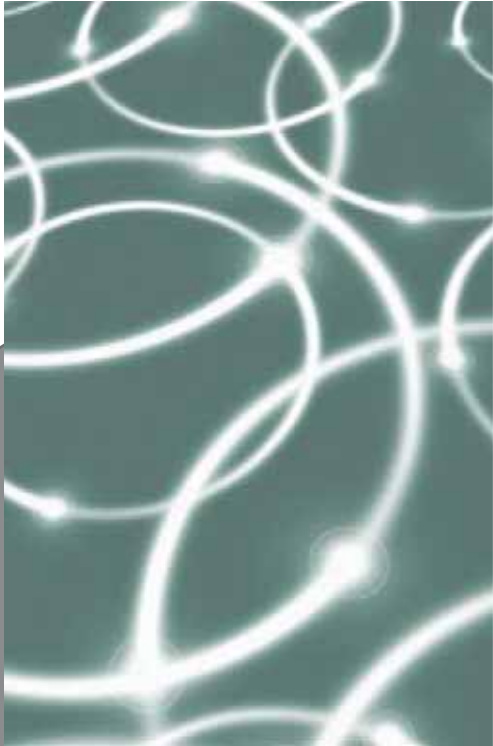
4. Be available for face-to-face or telephone interviews

Questionnaires are useful, but they can't tell us everything. 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.

5. Keep us updated

Got big news? Let us know. Feel free to add our researchers to your press distribution list, or notify them directly about changes and developments at your firm. These might include:

- roles in groundbreaking deals;
- new hires and personnel changes;
- opening of new offices; and
- membership of legal networks and other alliances.



“ *We refer to the IFLR1000 because of the breadth of jurisdictions it covers, the succinct clear layout and leading lawyer recommendations. We use the guide in particular where we are taking security in unknown or little-known jurisdictions.* **”**

Hannah Ayodele, Legal Counsel, Loan Syndications,
Danske Bank (London)

Our research schedule

Below is the timetable for the *IFLR1000* research programme.

2011

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.

February 15 – February 19

Distribution of questionnaires. Please note that in some jurisdictions the questionnaires will be distributed shortly before this date. If you haven't received your questionnaires by February 19, please contact the relevant researcher.

April 15

Deadline for questionnaires. All questionnaires (except "additional deals") are to be returned by this date, 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.

April – June

Interviews. During this time we will interview partners from the leading law firms 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.

June 30

Deadline for follow-up questionnaire and partner interviews. We

will not be sending reminders leading up to this deadline. Please note there is no guarantee that we will consider any information submitted after this date.

Early October

Publication of the *IFLR1000*. 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.

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