

# IFLR1000

## 2023 RESEARCH WEBINAR

Research process and  
firm participation



# IFLR1000

# Agenda

---

1. What is the IFLR1000?
2. How to participate
3. Benefits of participating
4. Research forms
5. Research methodology
6. Research timetable
7. Regional rankings
8. Women Leaders
9. IFLR1000 China Awards
10. Deal Data
11. What's next?
12. Q&A



# IFLR1000

## What is the IFLR1000?

---

- Launched **33 years** ago
- **Qualitative** research into law firms and lawyers
- Firm rankings, lawyer ratings, editorial content and domestic awards
- **5000** law firm rankings, **+21,000** lawyer ratings across **+250** jurisdictions
- Rank firms and lawyers by **practice area** and **jurisdiction** (national and regional)
- Focus on **financial and corporate transactional** and **regulatory** work



## Practice area rankings

Focused on seven core areas:

- Banking and finance
- Capital markets
- Investment funds
- M&A/transactional private equity
- Project development
- Real estate (US only)
- Restructuring and insolvency

### Rankings

#### Banking

PUBLISHED MAY 2022

Tier 1
Allen & Overy
Clifford Chance
Freshfields Bruckhaus Deringer
Hengeler Mueller
Latham & Watkins

[View all tiers](#)

#### Capital markets : Equity

PUBLISHED JUNE 2022

Tier 1
Freshfields Bruckhaus Deringer
Hengeler Mueller
Latham & Watkins
Sullivan & Cromwell

[View all tiers](#)

#### Capital markets : Structured finance and securitisation

PUBLISHED JUNE 2022

Tier 1
Clifford Chance
Hengeler Mueller
Linklaters

[View all tiers](#)

#### Capital markets : Debt

PUBLISHED JUNE 2022

Tier 1
Freshfields Bruckhaus Deringer
Hengeler Mueller
Linklaters

[View all tiers](#)

#### Capital markets : High yield

PUBLISHED JUNE 2022

Tier 1
Latham & Watkins

[View all tiers](#)

#### Financial services regulatory

PUBLISHED MAY 2022

Tier 1
Freshfields Bruckhaus Deringer
Hengeler Mueller
Linklaters

[View all tiers](#)

#### M&A

PUBLISHED AUGUST 2022

Tier 1
Freshfields Bruckhaus Deringer
Hengeler Mueller

# IFLR1000

## Lawyer ratings

### Global rating categories:

- Market Leader
- Highly Regarded
- Women Leader
- Rising Star Partner
- Rising Star
- Notable Practitioner
- Expert Consultant

### Regional rating categories:

- Market Leader
- Highly Regarded
- Rising Star

For details on the criteria for lawyer rating, please refer to our [research guidelines](#)

	<p><b>Denise Grant</b> Jurisdiction: United States, New York Practice area: Banking Industry sector: Energy, Financial services, Social infrastructure Rating: Highly regarded ⚡ Bar admission: New York, District of Columbia <a href="#">Find more about this lawyer...</a></p>	 Leading Lawyers 2022	 31 <sup>st</sup> EDITION
	<p><b>Timothy Graulich</b> Jurisdiction: United States, New York Practice area: Financial restructuring, Restructuring and insolvency Industry sector: Banking Rating: Highly regarded ⚡ Bar admission: New York, New Jersey <a href="#">Find more about this lawyer...</a></p>	 Leading Lawyers 2022	 31 <sup>st</sup> EDITION
	<p><b>Matthew Guest</b> Jurisdiction: United States, New York Practice area: M&amp;A Rating: Highly regarded ⚡ <a href="#">Find more about this lawyer...</a></p>	 Leading Lawyers 2022	 31 <sup>st</sup> EDITION
	<p><b>Germaine Gurr</b> Jurisdiction: United States, New York Practice area: Private equity, M&amp;A Rating: Highly regarded ⚡ Bar admission: New York <a href="#">Find more about this lawyer...</a></p>	 Leading Lawyers 2022	 31 <sup>st</sup> EDITION
	<p><b>Randall Guynn</b> Jurisdiction: United States, New York Practice area: Financial services regulatory Industry sector: Banking, Financial services Rating: Market leader ⚡ Bar admission: New York, District of Columbia <a href="#">Find more about this lawyer...</a></p>	 Leading Lawyers 2022	 31 <sup>st</sup> EDITION
	<p><b>Arlene Hahn</b> Jurisdiction: United States, New York Practice area: M&amp;A Industry sector: Technology and telecommunications Rating: Highly regarded ⚡ Bar admission: New York <a href="#">Find more about this lawyer...</a></p>	 Leading Lawyers 2022	 31 <sup>st</sup> EDITION

# IFLR1000

## Practice area rankings by jurisdictions

---

- We accept submissions from firms based anywhere in the world
- Firm rankings and lawyer ratings will be produced for any jurisdiction where we have sufficient deal evidence for
- Confirm which practice areas you can submit for by viewing our practice area ranking by jurisdiction template: [IFLR1000 Practice area ranking categories by jurisdiction guide](#)



# IFLR1000

## How to participate

---

To be eligible, firms must:

- Have a **physical presence** in jurisdiction
- Be **licensed locally**
- Practice in **one or more core area**  
(financial and corporate or project-related legal work)

**Single submission** for all applicable research for a jurisdiction

**To submit:**

- Download **Word** and **Excel** forms
- Upload forms through **Euromoney Accreditation Portal**
- More detail in **research guidelines**.
- We **do not** accept submissions via email.



## Benefits of participating

---

- Our firm rankings and lawyer ratings help buyers of legal services make informed strategic decisions when hiring external counsel.
- Participating is the best opportunity to achieve recognition your firm and lawyers deserve.
- Accurate and in-depth representation of your firm's activities in a practice area and market.
- Exposure to our global readership at the world's most significant corporations and financial institutions including buyers of legal services.
  - **Over 1.3 million** page views annually
  - **381,000 unique users** in the past 12 months
  - **More than 590,000 page** views focused on firm
  - **13,000 followers** on social media
- **No fee** to participate in the research or to be ranked.

# IFLR1000

## Accreditation Portal

- **Increased efficiency:** single portal and accounts for all Euromoney legal brands
- **Greater data security:** account access
- **Improved reporting:** more detailed submission confirmations
- Long-term strategy to improve user experience
- Create single firm account and gain access to **historical submissions** (from 2021)

Select research brand:

- IFLR1000 Methodology
- BENCHMARK LITIGATION Methodology
- IP STARS Methodology
- ITR WORLD TAX Methodology
- LMG LIFE SCIENCES Methodology
- asialaw Methodology

Click here to select which research brand that you would like to submit to

IFLR1000 IFLR1000

Please select a jurisdiction and a practice area, and click 'Upload File'. You can then upload the relevant documents

Jurisdiction:   
Practice Area:

Upload File

My details Submission Deal Data Logout

Personal details Previous submissions

Brand:  Jurisdiction:  Region:  Practice Area:  File Name:  Created By:

Search

Brand	Jurisdiction	Region	Practice Area	Word File	Excel File	Uploaded By	Upload Date
Benchmark Litigation	United States (National)	District of Columbia	Dispute resolution	2022 Labor & Employment ...		managing.editor@asialaw.com	February 03 17:56

Euromoney Accreditation tool [Privacy policy](#) [Terms&Condition](#) [Modern Slavery Act](#)

## Research form: Part 1

---

- Nominate your lawyers
- **What else is new?**
  - Tables for each rating category
  - Year qualified (relevant for rising star and rising star partner nominations)
  - Region for relevant jurisdictions
  - Reason for nomination (market leaders and highly regarded)
- Provide three deal examples and three referees in support of all nominations

### b) Highly Regarded nominees

Please nominate up to 10 lawyers (partners or experienced counsel) who are **Highly Regarded** by their peers and have records of leading on good quality transactions.

Expand the rows on the table if you would like to nominate more than five lawyers (10 maximum).

Name	Position	Practice area	Reason for nomination	E-mail (confidential)	Currently ranked by IFLR1000 (Y/N)?

### c) Women Leader nominees (OPEN ONLY TO FIRM PARTNERS)

Please nominate up to five women **partners** as **Women Leader**. To be ranked Women Leader, lawyers must meet the criteria for Market Leader (stated above) or must hold high status within their market for their leadership abilities. If the nominee falls into the latter category, please include an explanation for your nomination in the 'Reasoning' column.

Name	Position	Practice area	Reason for nomination	E-mail (confidential)	Currently ranked by IFLR1000 (Y/N)?

## Research form: Part 2

- Provide a holistic view of your firm or practice:
  - Senior staffing changes
  - Specialisations
  - Performance data
  - New client wins
  - Your network: physical or relationships
- Why are we asking about DEI?
  - Recognising those who have made a difference
  - Improving our research

### 2. Practice overview and developments

#### a) Recruitment

Please list the names of any senior lawyers – **partners or counsel** – the firm hired within this practice area since **January 1, 2022**. Please only include lawyers working in areas relevant to our research.

Name	Position	Firm/company hired from	Practice area	Date hired	Currently ranked by IFLR1000 (Y/N)?

#### b) Departures

Please list the names of any senior lawyers – **partners or counsel** – in this practice area who have left the firm since **January 1, 2022**. Please only include lawyers working in areas relevant to our research.

Name	Position	Firm/company moved to	Practice area	Date hired	Currently ranked by IFLR1000 (Y/N)?

## Research form: Part 3

- Your firm and lawyers' work highlights
- **Prioritise your best 20 deals that are:**
  - Complex
  - Impactful
  - Innovative
- Provide as much information on each deal as possible
- **New for 2023:**
  - Partial confidentiality
  - Taxonomies
  - Deal value in local currency and in United States dollars
- **Research period:** January 1, 2022 - Present

Deal highlights	
Deal number: please input a number for each example and order the numbers sequentially.	
Confidentiality: is the deal confidential (No/Yes/Partially)?	
Confidentiality: If only parts of the deal are confidential, please state which parts and highlight the relevant sections of text RED.	
Deal type: please input the deal type using <a href="#">IFLR1000's deal type taxonomy</a> .	
Deal status: please input the status of the deal (Completed/Ongoing)	
Deal value: please input the value (in digits) and currency of the deal value using <a href="#">IFLR1000's currency taxonomy</a> .	
Deal value in local currency:	Deal value in United States dollars:





# IFLR1000

## Excel form: client referees

---

- **Unlimited** number of referees can be submitted
- Provide as **many as possible**
- Client referee survey: **March - April**
- **Ideally three referees** per lawyer nominee
- Techniques for increasing engagement:
  - Confirm referees are happy to be contacted before submitting
  - Notify your referees when we will be contacting them
  - Provide referees the firm has advised on work relevant to our ranking tables



# IFLR1000

## Taxonomy file

---

- One single excel taxonomy file with tabs for:
  - **Currency**
  - **Client role**
  - **Deal type**
  - **Industry sector**
  - **Jurisdiction**
- Encourage firms to use taxonomies when completing the deals sections (on either word or excel).
- Using the taxonomies is not essential when completing the forms. We welcome suggestions on how to expand the current offerings across the taxonomy brackets.
- Ensure firms are submitting **relevant** work
- **Expediate** data upload process



# IFLR1000

## Ranking methodology

---

- Work evidence
- Client feedback
- Peer feedback



# IFLR1000

## Work evidence

---

- **Decisive** factor
- Based on research submissions and other tracked data
- **Quality** is key
- **Complex, innovative** or **impactful** work is given more weight



# IFLR1000

## Client feedback

---

- Used to verify quality of work and service
- **Unlimited volume** can be submitted
- **All referees contacted**, by email initially
- Survey opens early March 2023
- Response options (referees' preference):
  - Online survey
  - Phone interview
- Submit client referees through [Excel](#) form



# IFLR1000

## Peer feedback

---

- Used as guidance
- Constructive feedback backed by clear reasoning is researched and verified
- Sourced through **interviews and online survey**
- **Research interviews:** January – August
- **Lawyer Survey** (March – April) an opportunity for lawyers to self-nominate



## Research timetable

---

### Key dates

- February 1, 2023: submission deadline
- January – August 2023: research interviews
- March – April 2023 : client and lawyer surveys
- Research publication dates: to be announced in coming weeks.
- Research rankings release is changing from practice area release to country release. All firm and lawyer rankings will be released for a country simultaneously.



# IFLR1000

## Regional ranking research

---

- Regional versus national
- No separate research process
- Regional rankings for firms and lawyers in:
  - **China** (nine regions)
  - **Canada** (seven regions)
  - **United States** (all states and DC)
- China research conducted and published in Mandarin and English



# IFLR1000

## Women Leaders

---

- Elite ranking category reserved for the most prominent women lawyers across the world working in the areas of law IFLR1000 researches
- Nominations made on submissions or through Lawyer Survey
- Women Leaders must demonstrate consistently good transactional record or have high market status

IFLR1000

WOMEN  
LEADERS



# IFLR1000

## IFLR1000 China Awards

---

- National awards programmes across **China**
- Recognise work of firms and lawyers working on **domestic** transactions
- Decisions based on 2023 research
- **Research period:**  
**January 1, 2022 – December 31, 2022**



IFLR1000 中国

## Deal Data

- Online legal transaction database, **relaunched in 2022**
- Focused on **highlighting relationships between firms and clients**
- Capture the core information for deals
- Filterable by firm, jurisdiction and deal type
- New **self-serve option** now available – submitted deals published to firm's microsite within 24 hours. Access through the **accreditation portal**

The screenshot shows the 'Deal Data' submission interface. At the top, there is a navigation bar with 'My details', 'Submission', and 'Deal Data' tabs, and a 'Logout' link on the right. Below the navigation bar is the IFLR1000 logo and a sub-header 'DEAL DATA'. The main content area contains instructions: 'Submit your deals to showcase your work and client relationships to the market. This new service allows your deals to be displayed on your firm's microsite within 24 hours. All fields need to be completed. Please select the jurisdiction, the type of deal, the role of your client in the deal, and the date of the most recent update to the deal from the selection boxes. You can enter your client(s) name(s) and the lead lawyer(s) on the deal in the free text boxes.'

The form fields are organized into two rows:

- Row 1:** 'Jurisdiction:' (dropdown menu), 'Deal Type:' (dropdown menu), 'Client Role:' (dropdown menu), 'Deal Date:' (text input with a date picker icon), 'Client Name(s):' (text input), and 'Lawyer Name(s):' (text input).
- Row 2:** The dropdown menus are populated with the following options:
  - Jurisdiction:** Afghanistan, Alabama, Alaska, Albania, Alberta, Algeria, Andorra, Angola, Argentina, Arizona, Arkansas, Armenia
  - Deal Type:** Asset finance, Bond issue, Derivatives, Financing, Fund formation, Fund raising, Insolvency, IPO, Islamic finance, Joint venture, M&A, Project development

Below the form fields is a blue button labeled 'Upload Deal'.

# IFLR1000

## What next?

---

- [Euromoney Accreditation Portal](#)
- [IFLR1000 research guidelines](#)
- On-demand recording will be made available to all attendees

### Contact us:

- [Chynna Lewis](#) – Americas Editor
- [Adam Majeed](#) – Asia-Pacific Editor
- [Danielle Ngwana-Joseph](#) – EMEA Editor
- [Emily Kyriacou](#) – Publisher



# IFLR1000

## Q&A

---

- Your research questions answered
- Pose your questions using the grey 'Questions' button beneath the video player

