

ASIAN LEGAL BUSINESS
JAPAN LAW AWARDS 2017
7 JUNE - TOKYO



ALB JAPAN LAW AWARDS 2017

METHODOLOGY GUIDELINES

Part I

IMPORTANT DATES

1 March 2017	Opening of nominations
7 April 2017	Deadline for nominations (Please submit nomination forms to yvonne.lau@thomsonreuters.com)
April 2017	Announcement of finalists
7 June 2017	Awards ceremony (Tokyo)

Awards Inquiries

Contact Yvonne.Lau@thomsonreuters.com or call (+852) 2843 6547 for any queries regarding the nomination process.

Sponsorship Inquiries

Contact Amantha.Chia@thomsonreuters.com or (+65) 6870 3917 for further details regarding sponsorship.

Part II

GENERAL GUIDELINES

- A. All nominations must be written in the ALB nomination form provided, and ALB will not accept entries in any other format.
- B. ALB accepts self-nominations in addition to third-party nominations.
- C. Every work entry submitted in the nomination forms must be completed within the timeframe of 1 January 2016 and 31 December 2016.
- D. For queries regarding eligibility, confidentiality and the nomination and assessment processes, please visit our [FAQ Page](#).

Part III

DEFINITION OF TERMS

The work highlights provided in the nomination forms will be judged based on the following criteria.

Breadth - the degree to which the work spanned different jurisdictions, practice areas, parties and industries;

Complexity - the degree to which the work requires intricate legal principles or advanced techniques and structures;

Impact or significance - the degree to which clients and other stakeholders, the bench and bar or the Japan legal/business community at large is affected;

Improvement - the degree to which the work involved improved techniques and structures;

Innovation - the degree to which the work involved the application of a new concept or creative solution, process, service, program or the like to existing systems and processes, thus adding more value to output;

Japan element - any or all of the following: (a) one of the law firms involved must be based in Japan; (b) one of the parties to the deal must be based in Japan; (c) the contract/deal was executed/completed in Japan; or (d) the contract/deal must, in any way, be related to Japan;

Third-party award or recognition (if applicable) - that which is given by any award-giving organisation, public or private, other than ALB; and

Work - any transactions, cases or matters handled, and other legal services provided within the organisation or otherwise.

Part IV

AWARD CATEGORIES

Deal Categories

1. Debt Market Deal of the Year
2. Equity Market Deal of the Year
3. M&A Deal of the Year (Midsize)
4. M&A Deal of the Year (Premium)
5. Projects, Energy and Infrastructure Deal of the Year
6. Real Estate Deal of the Year
7. Technology, Media and Telecommunications Deal of the Year

8. Japan Deal of the Year*

(1) Specific Guidelines

- a. **Japan Element** Every entry submitted in the deal categories must have a Japan element as defined in Part III.
- b. **Date of Deal Completion** Each deal submitted must be completed within the stipulated timeframe (1 January 2016 to 31 December 2016). If the deal was submitted in 2016, it is not eligible for re-submission in the ALB Japan Law Awards 2017.
- c. **Number of Deals** Every organization may submit up to a total of three (3) deals for all of the deal categories, except Japan Deal of the Year (which is not open for nomination).
- d. **Debt Market Deal of the Year** Each deal submitted must have a minimum financial value (MFV) of USD 1 billion.
- e. **M&A Deal of the Year (Midsize/Premium)** For the premium category, each deal must have a MFV of USD 1 billion; for the midsize category, each deal must have a MFV of USD 500 million but must not exceed USD 1 billion.
- f. **Equity Market Deal of the Year; Projects, Energy and Infrastructure Deal of the Year; Real Estate Deal of the Year and TMT Deal of the Year** Each deal submitted for these categories must have a MFV of USD 750 million.
- g. **Japan Deal of the Year** The winners from the other deal categories will automatically become finalists for Deal of the Year. Therefore, this category is not open for nomination.

(2) Criteria. The evaluation of deals will be based on the following factors:

- a. Complexity
- b. Innovation/improvement
- c. Breadth;
- d. Impact/significance; and
- e. Third-party awards/recognition.

Team Categories

(i) Firm Categories

9. Banking and Financial Services Law Firm of the Year
10. Boutique Law Firm of the Year
11. China Practice Law Firm of the Year

12. Deal Firm of the Year (Japan)
13. Deal Firm of the Year (International)
14. Employment Law Firm of the Year
15. Insolvency Law Firm of the Year
16. Intellectual Property Law Firm of the Year (Japan)
17. Intellectual Property Law Firm of the Year (International)
18. International Arbitration Law Firm of the Year
19. Litigation Law Firm of the Year
20. Projects, Energy and Infrastructure Law Firm of the Year
21. Real Estate Law Firm of the Year
22. Regulatory and Compliance Law Firm of the Year
23. SE Asia Practice Law Firm of the Year
24. Shipping Law Firm of the Year
25. Tax and Trusts Law Firm of the Year
26. Japan Law Firm of the Year*

(1) Specific Guidelines

- a. **Physical office** All law firms based in Japan (have a physical office located in Japan) are qualified to nominate for the firm categories, except as may be provided as below.
- b. **Minimum Financial Value (MFV)** No MFV is required for deals or works submitted for the firm categories, except as may be provided below.
- c. **Boutique Law Firm of the Year** This category is open to Japanese law firms headquartered in Japan; the firm must have less than fifteen (15) partners and have a specific/niche practice area. It is not open to full-service law firms.
- d. **Deal Firm of the Year (Japan/International)** Japanese law firms headquartered in Japan are qualified to submit for Deal Firm of the Year (Japan); law firms headquartered outside of Japan are qualified to submit for Deal Firm of the Year (International). Each deal submitted for these categories must have a “Japan element” as defined above. Only law firms that have completed at least ten (10) cross-border deals may join the nomination for these categories.
- e. **Intellectual Property Law Firm of the Year (Japan/International)** Japanese law firms headquartered in Japan are qualified to submit for Intellectual Property Law Firm of the Year (Japan); law firms headquartered outside of Japan are qualified to submit for Intellectual Property Law Firm of the Year (International). Each deal submitted for these categories must have a “Japan element” as defined above.

f. **China Practice Law Firm of the Year and SE Asia Practice Law Firm of the Year** Only domestic law firms headquartered in Japan may join the nomination for these categories.

g. **Japan Law Firm of the Year** The winners from the other firm categories will automatically become finalists for Japan Law Firm of the Year. Therefore, this category is not open for nomination.

(2) **Criteria.** The evaluation of entries for the firm categories will be based on the following factors:

- a. Complexity;
- b. Innovation/improvement;
- c. Breadth;
- d. Impact/significance; and
- e. Third-party awards/recognition (when applicable)
- f. No. of completed transactions (when applicable); and
- g. Volume of completed transactions in USD (when applicable).

(ii) In-House Categories

27. Banking and Financial Services In-House Team of the Year

28. Innovative In-House Team of the Year

29. Technology, Media and Telecommunications In-House Team of the Year

30. Japan In-House Team of the Year

(1) **Specific Guidelines**

a. **Physical office** All in-house teams with a physical office in Japan are qualified to join the nominations for the in-house categories.

b. **Banking and Financial Services In-House Team of the Year** Investment banks, commercial banks, insurance companies, accounting firms, stock brokerages and other entities in the finance industry may join the nominations for this category.

c. **Innovative In-House Team of the Year** Open to in-house teams that have applied a new concept or creative solution, process, service, program or the like to existing systems and processes; thus adding more value to output and improving organizational capabilities.

d. **Japan In-House Team of the Year** In-house teams from all industries are qualified to submit for this category. This award will be evaluated on the standard criteria for evaluation (see below); in addition to illustration of industry expertise, employment engagement and development, corporate responsibility, diversity and

inclusion initiatives, and any other works highlighting why the in-house team is outstanding in the market.

(3) Criteria. The evaluation of entries for in-house categories will be based on the following factors:

- a. Complexity;
- b. Innovation/improvement;
- c. Breadth;
- d. Impact/significance;
- e. Third-party awards/recognition (when applicable)
- f. No. of completed transactions (when applicable); and
- g. Volume of completed transactions in USD (when applicable).

Individual Categories

31. Dealmaker of the Year
32. In-House Lawyer of the Year
33. Managing Partner of the Year
34. Woman Lawyer of the Year

(1) Specific Guidelines

- a. **Number of nominees** An organization may nominate only one of its lawyers per each individual category, but the lawyer can be nominated for more than one individual category. An organization can also choose to nominate lawyers from other organizations.
- b. **Woman Lawyer of the Year** Open to all female lawyers whether from private practice law firms or in-house counsel from corporations.

(2) Criteria. The evaluation of entries for in-house categories will be based on the following factors:

- a. Complexity;
- b. Innovation/improvement;
- c. Breadth;
- d. Impact/significance;
- e. Third-party awards/recognition (when applicable)
- f. No. of completed transactions (when applicable); and
- g. Volume of completed transactions in USD (when applicable).

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