



ASIAN LEGAL BUSINESS

# MALAYSIA LAW AWARDS

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RESEARCH  
METHODOLOGY  
SUMMARY 2018

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**WE STRONGLY ENCOURAGE** you to read the submission instructions and methodology guidelines before filling out the submission form.

## PART 1 - IMPORTANT DATES

### OPENING OF NOMINATIONS

20 December 2017

### DEADLINE OF NOMINATIONS

5 February 2018

Please submit nomination forms to [yvonne.lau@tr.com](mailto:yvonne.lau@tr.com)

### ANNOUNCEMENT OF FINALISTS

Mid-February 2018

### AWARDS CEREMONY - KUALA LUMPUR

22 March 2018

### AWARDS INQUIRIES

Contact Yvonne Lau at [yvonne.lau@tr.com](mailto:yvonne.lau@tr.com) or call (852) 2843 6547 for further details.

### SPONSORSHIP INQUIRIES

Contact Amantha Chia at [amantha.chia@tr.com](mailto:amantha.chia@tr.com) or call (65) 6870 3917 for further details.

## PART 2 - SUBMISSION INSTRUCTIONS

### GENERAL GUIDELINES

- All nominations must be written in the ALB nomination form provided. ALB will not accept entries in any other format (no PDF files, etc).
- ALB accepts self-nominations and/or third-party nominations.
- For queries regarding eligibility, confidentiality and the nomination/assessment processes, visit our [FAQ Page](#).

### THE SUBMISSION FORM

- The key works refers to a transaction, case or matter, service, program, initiative or the like, provided to stakeholders.
- Every work entry submitted in the nomination forms must be completed within the timeframe of 1 December 2016 to 31 December 2017.
- The key works and third-party awards/recognition given must be relevant to the award category in question – and the outstanding performance in the provision of legal services to the firm/company's stakeholders and the community at large; the individual's demonstrated

leadership in achieving the goals of the organization; or any other valuable contribution to law, society and other advocacies.

## PART 3 - JUDGING CRITERIA

Works 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 Malaysia legal/business community at large is affected;

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;

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

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

## PART 4 - AWARD CATEGORIES

### DEAL CATEGORIES

- 1 Debt Market Deal of the Year
- 2 Equity Market Deal of the Year
- 3 Islamic Finance Deal of the Year
- 4 M&A Deal of the Year
- 5 Projects, Energy and Infrastructure Deal of the Year
- 6 Technology, Media and Telecommunications Deal of the Year
- 7 Malaysia Deal of the Year

### Specific Guidelines

- a. Debt Market Deal of the Year; Equity Market Deal of the Year; Islamic Finance Deal of the Year; Projects, Energy and Infrastructure Deal of the Year - Each deal submitted must have a minimum financial value (MFV) of USD 300 million.
- b. M&A Deal of the Year - Each deal submitted must have a minimum financial value (MFV) of USD 350 million.

- c. Technology, Media and Telecommunications Deal of the Year - Each deal submitted for these categories must have a MFV of USD 200 million.
- d. Malaysia 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.

#### TEAM CATEGORIES: FIRMS

- 8 Arbitration Law Firm of the Year
- 9 Aviation Law Firm of the Year
- 10 Banking and Financial Services Law Firm of the Year
- 11 Boutique Law Firm of the Year
- 12 East Malaysia Law Firm of the Year
- 13 Intellectual Property Law Firm of the Year
- 14 International Deal Firm of the Year
- 15 Islamic Finance Law Firm of the Year
- 16 Labour and Employment Law Firm of the Year
- 17 Litigation Law Firm of the Year
- 18 Malaysia Deal Firm of the Year
- 19 Maritime Law Firm of the Year
- 20 Matrimonial and Family Law Firm of the Year
- 21 Overseas Practice Law Firm of the Year
- 22 Projects, Energy and Infrastructure Law Firm of the Year
- 23 Real Estate Law Firm of the Year
- 24 Rising Law Firm of the Year
- 25 Sports Law Firm of the Year
- 26 Technology, Media and Telecommunications Law Firm of the Year
- 27 West Malaysia Law Firm of the Year
- 28 Malaysia Law Firm of the Year

#### Specific Guidelines

- a. Physical office - All law firms based in Malaysia (have a physical office located in Malaysia) are qualified to nominate for the firm categories, except as may be provided as below.
- b. Boutique Law Firm of the Year - This category is open to Malaysian law firms with less than fifteen (15) partners and have a specific/niche practice area; it is not open to full service law firms.
- c. East/West Malaysia Law Firm of the Year - Law firms based in West Malaysia (Kuala Lumpur, Penang, etc) are qualified to submit for West Malaysia Law Firm of the Year; law firms based in East Malaysia (Sabah, Sarawak, etc) are qualified to submit for East Malaysia Law Firm of the Year.
- d. Malaysia/International Deal Firm of the Year - Local law firms are qualified to submit for the former, and law firms headquartered outside of Malaysia are qualified to submit for the latter. Only firms that have completed at least 10 cross-border deals can qualify for this category. Each firm can submit up to 10 deals for review – each deal must have

a MFV (minimum financial value) of USD 500 million or more, and a “Malaysian element” as defined above.

- e. Overseas Practice Law Firm of the Year - Only domestic law firms headquartered in Malaysia is eligible to submit.
- f. Rising Law Firm of the Year - Only law firms that have no more than 10 partners and have been established in Malaysia no earlier than 2012 are eligible for submission.
- g. Sports Law Firm of the Year - Law firms with a sports law practice are qualified to submit for this category.
- h. Malaysia Law Firm of the Year - This award category is open to all Malaysia-based law firms. See nomination form for additional criteria. This award category is open to all law firms headquartered in Malaysia. A minimum of 5 key works is required, with at least 1 key work pertaining to CSR or community-based work.

#### TEAM CATEGORIES: IN-HOUSE

- 29 Banking and Financial Services In-House Team of the Year
- 30 Conglomerate In-House Team of the Year
- 31 Insurance In-House Team of the Year
- 32 Projects, Energy and Infrastructure In-House Team of the Year
- 33 Retail and Manufacturing In-House Team of the Year
- 34 Technology, Media and Telecommunications In-House Team of the Year
- 35 Malaysia In-House Team of the Year

#### Specific Guidelines

- a. Physical office - All in-house teams with a physical office in Malaysia are qualified to join the nominations for the in-house categories.
- b. Malaysia In-House Team of the Year - In-house teams for all industries are qualified to submit for this category.

#### INDIVIDUAL CATEGORIES

- 36 Dealmaker of the Year
- 37 In-House Lawyer of the Year
- 38 Managing Partner of the Year
- 39 Woman Lawyer of the Year (Law Firm)
- 40 Woman Lawyer of the Year (In-House)
- 41 Young Lawyer of the Year

#### Specific Guidelines

- a. Number of nominees - An organization can only nominate one lawyer per each individual category. An organization can also nominate lawyers from other organizations.