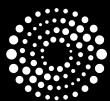


ASIAN LEGAL BUSINESS

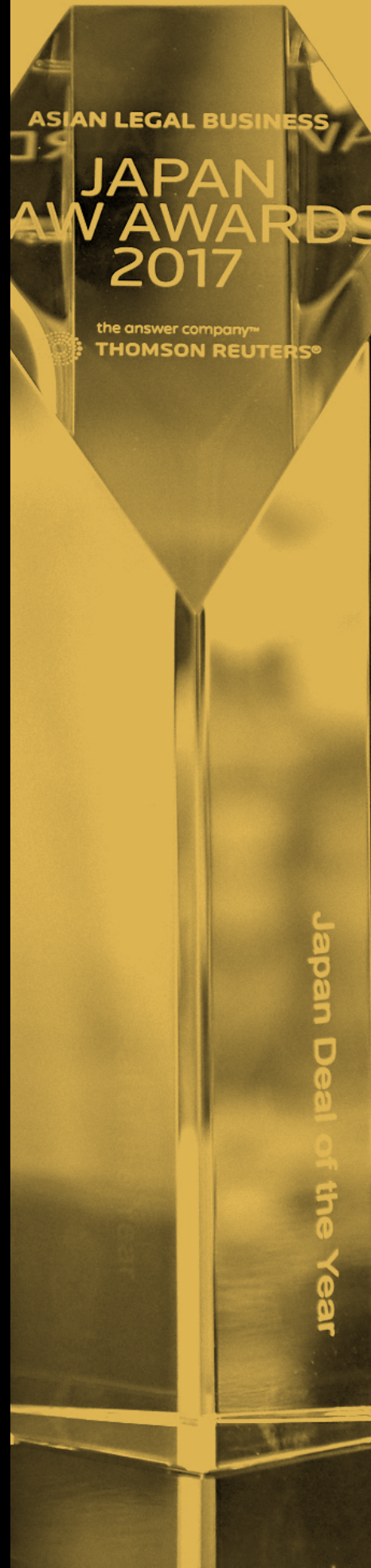
JAPAN LAW AWARDS

RESEARCH
METHODOLOGY
SUMMARY 2018



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PART 1 - IMPORTANT DATES

OPENING OF NOMINATIONS

26 February 2018

DEADLINE OF NOMINATIONS

4 April 2018

Please submit nomination forms to tracy.li@tr.com

ANNOUNCEMENT OF FINALISTS

May 2018

AWARDS CEREMONY - TOKYO

13 June 2018

AWARDS INQUIRIES

Contact Tracy Li at tracy.li@tr.com or call (852) 2847 2046 for further details.

SPONSORSHIP INQUIRIES

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

PART 2 - SUBMISSION INSTRUCTIONS

GENERAL GUIDELINES

- All submissions, whether by self-recommendation or nomination, must be written in the ALB submission form. Otherwise, the same will not be accepted.
- The coverage period for the entries is 1 January - 31 December 2017.
- The contact persons provided in the submission form will be contacted by ALB, as may be necessary.
- No more than three hyperlinks may be incorporated in the submission form to support any information expressly stated therein.
- All categories require the submission of three entries, unless otherwise provided below or in the submission form.
- For frequently asked questions about the awards, please visit the [FAQ page](#).

PART 3 - JUDGING CRITERIA

Breadth - the degree to which a work involved numerous jurisdictions, legal practice areas, parties and industries

Complexity - the degree to which a work and any issues involved require the crucial exercise of legal expertise, business acumen or innovative solutions

Domestic law firm - that which is headquartered in Japan

Firm size - total number of lawyers in a law firm, excluding of counsel, special counsel and the like. For international law firms, it refers to those who are based in Japan.

Impact or significance - the degree to which clients and other stakeholders, the bench and bar, an industry or the Japan region may be affected

Innovativeness - the degree to which a work involves the application of a new concept or creative solution, process, service, program or the like to existing systems and processes, thus improving organisational capabilities and adding more value to output

International law firm - that which is headquartered outside Japan

Japan element - any of the following component of work: (a) one of the counsel representing a party is based in Japan; (b) one of the parties in interest is based in Japan; (c) any contract indispensable to the completion of work was executed in Japan; or (d) the subject matter of the transaction is closely connected to the region

Work - a transaction, case or matter, service, program, initiative or the like, provided to stakeholders

PART 4 - 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**

Specific Guidelines

- a. **Announcement/completion of deals** - Only deals that have been announced or completed between 1 January and 31 December 2017 are eligible for submission. Deals that have been announced but are pending completion during this period may be submitted but will no longer be eligible for submission next year or when the same shall have been completed.

- b. Japan - The submission of deals with significant Japan element is strongly encouraged.
- c. Midsize and Premium categories - An organisation may submit a total of three deals for each categories, provided that no more than two deals are submitted for either Midsize or Premium category.
- d. Deal size - The following deal size requirements should be complied with:
 1. **Debt Market Deal of the Year:** Each deal submitted must have a minimum financial value (MFV) of USD 1 billion.
 2. **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.
 3. **Equity Market Deal of the Year; Projects, Energy and Infrastructure Deal of the Year; Real Estate Deal of the Year and Technology, Media and Telecommunications Deal of the Year:** Each deal submitted for these categories must have a MFV of USD 750 million.
- e. 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 submissions.

Criteria

The judges will take into account the following factors: breadth, complexity, innovativeness and impact or significance of deals.

INDIVIDUAL CATEGORIES

9. **Dealmaker of the Year**
10. **Dispute Resolution Lawyer of the Year**
11. **Foreign Lawyer of the Year**
12. **In-House Lawyer of the Year**
13. **Managing Partner of the Year**
14. **Woman Lawyer of the Year**

Specific Guidelines

- a. Number of nominees - An organisation may put forward only one of its members for every category.
- b. Nomination - A third-party submission for any category may only be considered when the nominee's team has not nominated anyone of its members for the same category.
- c. Residence - A candidate must be a resident of the region.
- d. Dealmaker of the Year - The deals submitted must exhibit the candidate's expertise in deal making across various deal types.
- e. Dispute Resolution Lawyer of the Year - The key works must show the candidate's expertise in at least two modes of dispute resolution.
- f. Foreign Lawyer of the Year - This is open to all registered foreign lawyers.

- g. Woman Lawyer of the Year - This is open to all woman lawyers, whether from a law firm or in-house team of a public or private entity.

Criteria

The judges will take into account the following factors: the entrants or nominees' leadership, professional accomplishments (in terms of the breadth, complexity, innovativeness and significance) and social contribution.

IN-HOUSE CATEGORIES

15. **Banking and Financial Services In-House Team of the Year**
16. **Construction and Heavy Industries In-House Team of the Year**
17. **Innovative In-House Team of the Year**
18. **Manufacturing and Retail In-House Team of the Year**
19. **Technology, Media and Telecommunications In-House Team of the Year**
20. **Japan In-House Team of the Year**

Specific Guidelines

- a. Physical office - All in-house teams with physical office in Japan are qualified to join the contest.
- b. Composition of in-house team - To join the submissions for any in-house category, the team should consist of at least two lawyers.
- c. Innovative In-House Team of the Year - This is 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 improving organisational capabilities and adding more value to output. An in-house team may submit a maximum of three innovative works.
- d. Japan In-House Team of the Year - This is open to all in-house teams regardless of industry. The works submitted must exhibit an exemplary spectrum of the in-house team's capabilities and achievements.

Criteria

The judges will take into account the following factors: the entrants or nominees' professional accomplishments (in terms of the breadth, complexity, innovativeness and impact or significance), innovation, development and social contribution.

FIRM CATEGORIES

21. **Banking and Financial Services Law Firm of the Year**
22. **Boutique Law Firm of the Year**
23. **Healthcare and Life Sciences Law Firm of the Year**
24. **Insolvency Law Firm of the Year**
25. **International Arbitration Law Firm of the Year**
26. **International Deal Firm of the Year**
27. **International Intellectual Property Law Firm of the Year**
28. **Investment Fund Law Firm of the Year**
29. **Japan Deal Firm of the Year**

30. **Japan Intellectual Property Law Firm of the Year**
31. **Japan Practice Foreign Law Firm of the Year**
32. **Labour and Employment Law Firm of the Year**
33. **Litigation Law Firm of the Year**
34. **Maritime Law Firm of the Year**
35. **Overseas Practice Law Firm of the Year**
36. **Projects, Energy and Infrastructure Law Firm of the Year**
37. **Real Estate Law Firm of the Year**
38. **Regulatory and Compliance Law Firm of the Year**
39. **Space Law Firm of the Year**
40. **Tax and Trusts Law Firm of the Year**
41. **Japan Law Firm of the Year**

Specific Guidelines

- a. **Physical office** - All law firms holding an office in Japan are qualified to submit for any of the categories, except Japan Practice Foreign Law Firm of the Year
- b. **Boutique Law Firm of the Year** - This category is open for submissions to law firms that specialize in limited areas of legal practice with no more than 15 partners.
- c. **Japan Intellectual Property Law Firm of the Year** - Law firms headquartered in Japan are qualified to submit for Japan Intellectual Property Law Firm of the Year.
- d. **International Intellectual Property Law Firm of the Year** - Law firms headquartered outside of Japan are qualified to submit for International Intellectual Property Law Firm of the Year.
- e. **Japan Practice Foreign Law Firm of the Year** - The category is open for submissions to law firms that do not have office in Japan. Each keyword submitted for these categories must have a "Japan element" as defined above.
- f. **Overseas Practice of the Year** - The category is open for submissions to domestic law firms headquartered in Japan.
- g. **Deals as entries** - No minimum financial value is required of deals submitted in any firm category, except as may be provided below.
- h. **Japan Deal Firm of the Year** - Only law firms headquartered in Japan that have completed at least five deals may join this contest. Each deal must be at least USD200 million in size. The deals should show the expertise of the law firm across various deal types.
- i. **International Deal Firm of the Year** - Only international law firms that have completed at least five deals may join the submissions for this category. Each deal must have a size of at least USD200 million. The deals should show the expertise of the law firm across various deal types. Each

deal submitted for these categories must have a "Japan element" as defined above.

- j. **Japan Law Firm of the Year** - This is open for submission to all law firms holding an office in Japan. The category requires the submission of key works showing the firm's expertise in various areas of legal practice, the firm's initiatives for the engagement and development of its people, its CSR strategy and its most significant contribution to the legal community.

Criteria

The judges will take into account the following factors: professional accomplishments (in terms of the breadth, complexity, innovativeness and impact or significance), innovation, development and social contribution.

PART 5 - JUDGING PANEL

The panel of judges will be composed of at least 30 reputable members from the legal academe, in-house teams, law firms, legal associations and non-profit organisations in the region. Each judge will evaluate only the categories assigned to him and with which he does not have any conflict of interest.

The judges will rank the nominees according to the above-mentioned parameters and only the top finalists will be included in the shortlist.

The finalist with the highest rank in every category wins the award.

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