



JC CONSULTING THOMSON REUTERS ALB CHINA LAW  
AWARDS 2018

# RESEARCH METHODOLOGY SUMMARY



JC CONSULTING

**ASIAN LEGAL BUSINESS**



the answer company™  
**THOMSON REUTERS®**

## **PART I:**

### **GENERAL GUIDELINES**

- All nominations must be written in the ALB nomination form. The same must be submitted not later than **31 January 2018**. ALB will not accept entries written in any other forms.
- Every work entry must be completed **between 1 January 2017 and 31 December 2017**.
- The contact persons provided in the nomination form will be contacted by ALB, as may be necessary. It is advisable that only contact persons whose consent for this purpose has been obtained are listed in the form.

## **PART II:**

### **DEFINITION OF TERMS**

For purposes of these Awards, unless the context otherwise requires -

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

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

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

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

**Innovation** - 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;

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

**Third-party award or recognition** - that which is given by any award-giving organization, public or private, other than ALB; and

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

## PART III: CATEGORIES

### DEAL CATEGORIES

- Debt Market Deal of the Year
- Equity Market Deal of the Year
- Energy & Resources Deal of the Year
- M&A Deal of the Year
- Project Finance Deal of the Year
- Technology, Media and Telecommunications (TMT) Deal of the Year
- China Deal of the Year

#### (1) Specific Guidelines

- **China element**  
Every entry submitted in the deal categories must have a China element as defined in Part II.
- **Equity Market Deal of the Year, Energy & Resources Deal of the Year, Project Finance Deal of the Year and TMT Deal of the Year**  
An organization may submit up to three (3) deals for this category. Each deal must have a minimum financial value (MFV) of USD 1 billion.
- **Debt Market Deal of the Year**  
An organization may submit up to three (3) deals for this category. Each deal must have a minimum financial value (MFV) of USD 1.5 billion.
- **M&A Deal of the Year**  
An organization may submit up to three (3) deals for this category. Each deal must have a minimum financial value (MFV) of USD 2 billion.
- **China Deal of the Year**  
The winners from the other deal categories will automatically become finalists for China Deal of the Year.
- Each deal can **only** be nominated up to two categories of the deal award

#### (2) Criteria

The evaluation of deals will be based on the following factors:

- Complexity
- Innovation/improvement
- Breadth;
- Impact/significance; and
- Third-party awards/recognition.

### IN-HOUSE CATEGORIES

- Banking and Financial Services In-House Team of the Year
- Investment Bank In-House Team of the Year
- Technology, Media and Telecommunications In-House Team of the Year
- MNC In-House Team of the Year
- Chinese Private Owned Company In-House Team of the Year
- SOE In-House Team of the Year
- Innovative In-House Team of the Year

#### (1) Specific Guidelines

- **Physical office**  
All in-house teams with a physical office in China are qualified to join the nominations for any in-house categories.
- **Banking & Financial Services In-House Team of the Year**  
In-house teams from insurance companies, commercial banks, accounting firms, stock brokerages and other entities in the banking & financial industry are qualified to submit for this category.
- **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.

#### (2) Criteria

The evaluation of entries for in-house categories will be based on the following factors:

- Team Size;
- Complexity;
- Innovation/improvement;
- Breadth;
- Impact/significance
- Third-party awards/recognition(when applicable); and
- No. of completed transactions (when applicable); and Volume of completed transactions in USD (when applicable).

## PART III: CATEGORIES

### FIRM CATEGORIES

- **Anti-Trust & Competition Law Firm of the Year**
- **Banking Law Firm of the Year**
- **Regulatory Compliance Law Firm of the Year**
- **Employment Law Firm of the Year**
- **Healthcare Firm of the Year**
- **Insolvency & Restructuring Law Firm of the Year**
- **International Arbitration Law Firm of the Year**
- **IP Law Firm of the Year**
- **Litigation Law Firm of the Year**
- **Private Equity Law Firm of the Year**
- **Offshore Law Firm of the Year**
- **Real Estate Law Firm of the Year**
- **Shipping Law Firm of the Year**
- **Tax Law Firm of the Year**
- **Rising Law Firm of the Year**
- **West China Law Firm of the Year**
- **North China Law Firm of the Year**
- **East and Central China Law Firm of the Year**
- **South China Law Firm of the Year**
- **Shanghai Law Firm of the Year**
- **Beijing Law Firm of the Year**
- **International Law Firm of the Year**
- **China Law Firm of the Year**

#### (1) Specific Guidelines

- **Physical office**  
All law firms with a physical office or based in China are qualified for any firm categories, unless otherwise specified.
- **Offshore Law Firm of the Year**  
"Offshore Law Firm" refers to firms specializing in the law of offshore jurisdictions, eg Cayman Islands, operating in China.
- **Rising Law Firm of the Year**  
This category is open to domestic law firms that have established their offices in China for no more than ten (10) years (between January 2007 and December 2017).
- **West China Law Firm of the Year**  
This award recognizes firms headquartered in Sichuan, Chongqing, Yunnan, Guizhou, Xizang, Ningxia, Xinjiang, Qinghai, Shaanxi, or Gansu.

#### – **North China Law Firm of the Year**

This award recognizes firms headquartered in Liaoning, Jilin, Heilongjiang, Tianjin, Shanxi, Hebei or Inner Mongolia.

#### – **East and Central China Law Firm of the Year**

This award recognizes firms headquartered in Shandong, Jiangsu, Zhejiang, Anhui, Fujian, Hubei, Hunan, Henan, and Jiangxi.

#### – **South China Law Firm of the Year**

This award recognizes firms headquartered in Guangdong, Guangxi, or Hainan.

#### – **Shanghai Law Firm of the Year**

Applicable only to domestic law firms that are either headquartered in Shanghai or whose original office was based in Shanghai.

#### – **Beijing Law Firm of the Year**

Applicable only to domestic law firms that are either headquartered in Beijing or whose original office was based in Beijing.

#### – **International Law Firm of the Year**

Applicable only to law firms not headquartered, but with physical offices in Mainland China.

#### – **China Law Firm of the Year**

Applicable only to domestic law firms.

#### (2) Criteria

The evaluation of entries for firm categories will be based on the following factors:

- Key hires/departures;
- Complexity;
- Innovation/improvement;
- Breadth;
- Impact/significance; and
- Third-party awards/recognition (when applicable)
- No. of completed transactions (when applicable); and
- Volume of completed transactions in USD (when applicable).

## **PART III:**

### **CATEGORIES**

#### **INDIVIDUAL CATEGORIES**

- **Dealmaker of the Year - two divisions: China and International**
- **Managing Partner of the Year**

#### **(1) Specific Guidelines**

##### **– Dealmaker of the Year- two divisions: China and International**

This category will be split into China and International divisions. The lawyers nominated must be based in Mainland China. An organization may only nominate one of its lawyers for this category.

##### **– Managing Partner of the Year**

Applicable only to managing partners from domestic law firms, who are based in Mainland China. An organization may only nominate one of its lawyers for this category, but may nominate more than one lawyer for any third-party nominations.

#### **(2) Criteria**

The evaluation of entries for individual categories will be based on the following factors:

- Key work highlights; and
- Third-party awards/recognition (when applicable)
- No. of completed transactions (when applicable); and
- Volume of completed transactions in USD (when applicable).

## **PART IV:**

### **JUDGING PANEL**

The judging panel consists of approximately 40 reputable members from the legal community, whose identities are kept confidential prior to the awarding ceremony.

The ALB team passes the nomination data to the external panel of judges, who examine the information and vote. The panel of judges will be given two weeks to review, score and evaluate the submission entries. The judges' votes are aggregated to calculate the winner in each category. The judges' votes are independent of the ALB.

We do our best to ensure no conflict of interest in the judging process. Therefore, any score allocated by a judge to a finalist with whom he/she has an apparent conflict of interest is considered void.

## PART V: FURTHER INFORMATION

### IMPORTANT DATES

3 January 2018	Opening of nominations
31 January 2018	Deadline for nominations <i>(Please submit nomination forms to <a href="mailto:LawAwards@thomsonreuters.com">LawAwards@thomsonreuters.com</a>)</i>
14 March 2018	Online announcement of finalists
19 April 2018	Awards ceremony

### CONTACT PERSON

For enquiries about the event, you may contact:

**Jin Wang**

T: +86 10 6627 1323

E: [jin.wang@thomsonreuters.com](mailto:jin.wang@thomsonreuters.com)

For enquiries about the submission, you may contact:

**Ranking research team**

T: +86 10 6627 1330; +86 10 6627 1323

E: [LawAwards@thomsonreuters.com](mailto:LawAwards@thomsonreuters.com)

---

### EVENT PARTNER



JC CONSULTING

### AWARD SPONSORS



### ALB SUPPORTS



### PROUDLY PRESENTED BY

ASIAN LEGAL  
BUSINESS

