

Facts about the Survey & Definitions

		Organisations		Interviews	
		Tier 1	Tier 2	Lawyers	CEO/CFO
Interviews	Number	49	124	112	77
	Minimum fee volume commercial law services in Sweden past 12 months, MSEK	10	1,5	-	-
Response Rate	84 per cent				
Method & Time	Telephone interviews by TNS SIFO Prospera's interviewers, Sept 1 till Nov 12, 2009				
Overall Performance	Weighted average of 22 criteria such as a law firm's ethics, administration, capacity, project management, lawyers' competence, creativity and pricing. Scale 1-5. Each criterion is weighted by its importance. Law firms of which less than 8 interviewees have an opinion are excluded. Only firms included in all categories constitute the base for the ranks in the All Interviewee category. The order of firms with an equal overall performance score is decided by the market penetration, Tier 1 & 2, or knowledge, Lawyers & CEO/CFO. In case the last rank is tied only the firm with the highest market penetration/knowledge will be included in the top 5. Asterisk * marks tied ranks.				
Rank Market Penetration	Market penetration expresses the percentage of organisations mentioning a certain law firm as a supplier of commercial law services in Sweden the past 12 months.				
Rank Knowledge	The Knowledge represents the portion that has an opinion of a certain commercial law firm calculated as an average for the 22 evaluation criteria.				

Overall Performance Top 5

	Rank	Mean Value	Law firm	Rank Market Penetration
All Interviewees				
Industry mean value 4,2	1	4,3	Mannheimer Swartling	2
	*2	4,2	Vinge	1
	*2	4,2	Linklaters	3
	*2	4,2	Gernandt & Danielsson	4
	*2	4,2	Roschier	*8
Tier 1				
Industry mean value 4,2	*1	4,3	Mannheimer Swartling	1
	*1	4,3	Vinge	2
	*1	4,3	Gernandt & Danielsson	4
	*4	4,2	Linklaters	3
	*4	4,2	Hannes Snellman	*8
Tier 2				
Industry mean value 4,2	1	4,4	Roschier	9
	2	4,3	Mannheimer Swartling	2
	*3	4,2	Vinge	1
	*3	4,2	Gernandt & Danielsson	*4
	*3	4,2	Delphi & Co	*7

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Overall Performance Top 5

	Rank	Mean Value	Law firm	Rank Knowledge
Lawyers Industry mean value 4,2	*1	4,3	Mannheimer Swartling	1
	*1	4,3	Gernandt & Danielsson	*4
	*1	4,3	Hammarskiöld & Co	11
	*1	4,3	Hannes Snellman	*12
	*5	4,2	Vinge	2
CEO/CFO Industry mean value 4,1	1	4,3	Roschier	5
	*2	4,2	Vinge	1
	*2	4,2	Mannheimer Swartling	2
	*2	4,2	Gernandt & Danielsson	4
	5	4,1	Linklaters	3