

Facts about the Survey & Definitions

		Large	Small	All
Interviews	Number of organisations	36	40	76
	Minimum fees commercial law services past year, MEUR	1	0,1	0,1
Interviewees	Chief/corporate lawyer, the CEO or person responsible for M&As			
Response Rate	86 per cent			
Method	Telephone interviews by TNS Prospera's interviewers			
Time Period	October 16 2008 till January 21 2009			
Overall Performance	<p>Weighted average of 20 criteria such as the law firm's ethics, experience, administration, lawyers skills, project management, execution, capacity, client understanding and pricing. Scale 1-5. Each criterion is weighted by its importance.</p> <p>In all 12 locally and 4 internationally based firms are covered by the survey. However, firms of which less than 8 interviewees have an opinion are excluded. Only firms included in the Large and Small categories constitute the base for the ranks in the All category.</p> <p>In the top list the order of firms with an equal overall performance score is decided by the market penetration.</p>			
Rank Market Penetration	Market penetration is measured by the percentage of organisations mentioning a certain firm as a supplier of commercial law services the past 12 months.			

Overall Performance – Top List

	Rank	Mean value		Rank Market Penetration
Large				
Industry mean value 4,0	1	4,3	Roschier	1
	2	4,2	White & Case	4
	3	4,1	Hannes Snellman	3
	*4	4,0	Borenus & Kempainen	5
	*4	4,0	Bird & Bird	*8
Small				
Industry mean value 4,1	1	4,3	Roschier	2
	2	4,2	Borenus & Kempainen	4
	3	4,1	Castrén & Snellman	3
	4	3,9	Hannes Snellman	1
All Interviewees				
Industry mean value 4,1	1	4,3	Roschier	1
	2	4,1	Borenus & Kempainen	4
	*3	4,0	Hannes Snellman	2
	*3	4,0	Castrén & Snellman	3