

Facts about the Survey & Definitions

		Organisations		Interviews	
		All Tier 1	Tier 1A	Lawyers	CEO/CFO
Interviews	Number	101	42	77	24
	Minimum fee volume commercial law services in Finland past 12 months, MEUR	0,1	1,0	-	-
Response Rate	83 per cent				
Method & Time	Telephone interviews by TNS SIFO Prospera's interviewers, January 14 th until February 23 rd , 2011				
Overall Performance	Weighted average of 18 criteria such as a law firm's ethics, administration, large project capacity, project management, lawyers' competence, creativity and pricing. The interviewees have been asked to evaluate the law firms on each of the criteria (scale 1-5, where 5 is the highest score). Each criterion is weighted by its importance. Only firms included in all categories constitute the base for the ranks in the Tier 1 category. Asterisk * marks tied ranks.				
Rank Market Share	The market shares are the aggregated estimations of the interviewees on the distribution of the fees to their law firms. The fees concern all commercial law services executed in the Finnish market during the past year				

Overall Performance Top list

	Rank	Mean Value	Law firm	Rank	Market Share
All Tier 1	1	4,29	Roschier		2
	2	4,16	Castrén & Snellman		3
	3	4,15	Hannes Snellman		1
	4	3,98	Borenium & Kempainen		4
Tier 1A	1	4,30	White & Case		*4
	2	4,26	Roschier		2
	3	4,17	Castrén & Snellman		*4
	4	4,15	Hannes Snellman		1
	5	3,98	Krogerus		6
Lawyers	1	4,25	Roschier		-
	2	4,15	Castrén & Snellman		-
	3	4,14	Hannes Snellman		-
	4	3,99	Bird & Bird		-
	5	3,97	Borenium & Kempainen		-
CEO/CFO	*1	4,39	Roschier		-
	*1	4,39	White & Case		-
	3	4,22	Castrén & Snellman		-
	4	4,16	Hannes Snellman		-
	5	4,00	Borenium & Kempainen		-