

Facts about the Survey & Definitions

		Organisations		Interviews	
		All Tier 1	Tier 1A	Lawyers	CEO/CFO
Interviews	Number	312	99	130	182
	Minimum fee volume commercial law services in Norway past 12 months, MNOK	0,9	7,0	-	-
Response Rate	80 per cent				
Method & Time	Telephone interviews by TNS SIFO Prospera's interviewers, February 14 th – May 27 th 2011				
Overall Performance	Weighted average of 24 criteria such as a law firm's ethics, administration, international competence, large project capacity, tailor-made solutions, project management, skilled lawyers, services and follow up. 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 All Tier 1 category. Asterisk * marks tied ranks. In case the rank is tied only the law firm with the largest market share is included among the Top 5 in All Tier 1 and Tier 1A.				
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 Norwegian market during the last 12 months				

Overall Performance Top 5

	Rank	Mean Value	Law firm	Rank	Market Share
All Tier 1	1	4,40	Thommessen		1
	2	4,39	Wiersholm		2
	*3	4,38	BA-HR		3
	*3	4,38	Schjødt		6
	*5	4,35	Selmer		*4
Tier 1A	1	4,41	Thommessen		1
	2	4,40	Wiersholm		2
	3	4,39	BA-HR		3
	4	4,36	Wikborg Rein		*4
	*5	4,33	Schjødt		6
Lawyers	1	4,46	Wiersholm		-
	*2	4,45	BA-HR		-
	*2	4,45	Schjødt		-
	*2	4,45	Thommessen		-
	5	4,43	Arntzen de Besche		-
CEO/CFO	1	4,37	Haavind		-
	2	4,35	Simonsen		-
	3	4,33	Thommessen		-
	*4	4,32	Schjødt		-
	*4	4,32	Selmer		-