

AUSTRALASIAN 2010



ALB

LAW AWARDS

▶ LEADING FINALISTS

Firm	No.	Law firm awards	Deal awards
Freehills	23	CSR, Managing Partner	M&A, Energy & Resources, Debt Market, Equity Market, Insolvency & Restructuring, Project Finance, Australian Dealmaker, Australian Deal Team
Mallesons Stephen Jaques	21	Corporate Citizen, CSR, Innovative Use of Technology Award	Insolvency & Restructuring, Equity Market, Energy & Resources, M&A, Project Finance, Debt Market, Australian Deal Team
Allens Arthur Robinson	18		Debt Market, Insolvency & Restructuring, Energy & Resources, M&A, Project Finance, Equity Market, Australian Dealmaker, Australian Deal Team
Blake Dawson	11	Enhancement of the NSW Legal Profession	Insolvency & Restructuring, Equity Market, Energy & Resources, M&A, Project Finance, Australian Dealmaker, Australian Deal Team
Clayton Utz	11	Managing Partner	Insolvency & Restructuring, Equity Market, Energy & Resources, Project Finance, Australian Dealmaker, Australian Deal Team
Corrs Chambers Westgarth	11		Insolvency & Restructuring, Energy & Resources, M&A, Project Finance, Debt Market, Australian Deal Team
Sidley Austin	9	International Law Firm	Equity Market, Debt Market, M&A
Baker & McKenzie	8	CSR, International Law Firm	Energy & Resources, M&A, Project Finance, Insolvency & Restructuring
Minter Ellison	8		Insolvency & Restructuring, Debt Market, M&A, Energy & Resources, Project Finance
Sullivan & Cromwell	8	International Law Firm	Equity Market, M&A, Project Finance
Russell McVeagh	6	Corporate Citizen, Managing Partner	New Zealand Dealmaker, New Zealand Deal Team, Insolvency & Restructuring, M&A
Gilbert + Tobin	6	Corporate Citizen, Enhancement of the NSW Legal Profession, Managing Partner, Sydney Law Firm	Insolvency & Restructuring
Henry Davis York	4	Managing Partner, Sydney Law Firm	Insolvency & Restructuring
McCullough Robertson	4	Brisbane Law Firm, Corporate Citizen	M&A, Energy & Resources
Bell Gully	3	Managing Partner	New Zealand Dealmaker, New Zealand Deal Team
Chang Pistilli & Simmons	3	Sydney Law Firm	Debt Market, Insolvency & Restructuring
Cooper Grace Ward	3	Brisbane Law Firm, Employment Specialist Firm, Insurance Specialist Firm	
Hall & Wilcox	3	Employment Specialist Firm, Insurance Specialist Firm, Melbourne Law Firm	
Simpson Grierson	3		Insolvency & Restructuring, M&A, New Zealand Deal Team
Skadden Arps Slate Meagher & Flom	3	International Law Firm	Debt Market, Equity Market



This, the eighth consecutive year that the ALB Australasian Law Awards have been held, has perhaps been the most challenging for the 500 or so senior lawyers and in-house counsel that will gather together at the Westin Sydney on 13 May.

But amid the layoffs, salary freezes and general tales of woe lie glittering jewels of legal work on the transactional front that are the equal of those from any year past. A glance at the finalists for any of the Deal of the Year awards reveals many transactions that are not only larger than one would expect from generally subdued markets but also packed with

innovative features, complex in their structures and notable for the number of jurisdictions and practice areas that they involve.

So what has been an unremarkable year in terms of general economic performance has nevertheless been a remarkable one for the legal profession.

And while the mega-deals are largely the domain of the top-tier powerhouses, this year's spread of finalists, all of whom should be congratulated, also evidences the continuing strengthening of many mid-tier and state-based firms. All the finalists in categories such as Employment Firm and IP Specialist Firm present their own strong cases for taking home the trophy. ALB

▶ ASSESSMENT OF DEALS

Short-listed transactions must have reached financial close during the calendar year of 2009 to be eligible for consideration. While many transactions will involve multiple legal jurisdictions, each deal will be allocated to a specific ALB event – governed by where the majority of the legal work was completed.

The ALB editorial and management team defined four criteria for judging the overall excellence of any given deal. These are as follows:

- **Size** – the financial value of the deal and the quantity of legal work involved
- **Complexity** – the degree to which advanced legal and financial techniques and structures have been applied to the deal
- **Breadth** – the degree to which the deal spanned jurisdictions, practice areas, parties and industries
- **Innovation** – the degree to which the deal involved groundbreaking, original legal techniques and structures

▶ THE ALB LAW AWARDS SERIES – GLOBAL RECOGNITION FOR ASIA'S LEGAL EXCELLENCE

ALB China Law Awards

SHANGHAI

16 April 2010

ALB Australasian Law Awards

SYDNEY

13 May 2010

ALB Japan Law Awards

TOKYO

28 May 2010

ALB SE Asia Law Awards

SINGAPORE

4 June 2010

ALB Hong Kong Law Awards

HONG KONG

10 September 2010

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BOOK YOUR TABLE NOW!

In order to be there at the fabulous Westin Hotel in Sydney on 13 May, book a table for the Macquarie Bank ALB Australasian Law Awards 2010 online at www.albawards.com or contact Stephanie Sudzina. Phone: +61 2 8437 4727, fax: +61 2 8437 4599, e-mail: stephanie.sudzina@keymedia.com.au

► **MORAY & AGNEW**

Why:

- Well-respected name in insurance field
- Strong fee earner (20%) and revenue (11%) growth last year

► **TURKS LEGAL**

Why:

- 22% revenue growth in this area last year
- Has commenced documenting one of the largest insurance transactions in Australia, worth over A\$600m in premiums over three years
- Has embraced the use of new technologies and client interfaces which enhance effective management and communication

► **WOTTON + KEARNEY**

Why:

- Won this category last year. Had a superb 2009, recording 37% organic growth and being named as the fastest organically growing firm in Australia in the ALB Fast 10 survey
- Highlights in 2009 included being appointed to join three new insurer panels – Allianz Global Risks, Dual and Liberty International – and being the only specialist insurance firm appointed to the prestigious Westpac panel. Number of fee earners increased by nearly 10%

IP SPECIALIST FIRM OF YEAR

FINALISTS

► **DAVIES COLLISON CAVE**

Why:

- One of Australia's largest IP specialist firms; winner of this award in 2009
- Well regarded by market and has several representatives on industry bodies relating to IP and technology issues

► **FB RICE & CO**

Why:

- Highly respected name in the patents and trademarks space
- Partners have strong reputation in their specialist fields which is recognised globally

► **GRIFFITH HACK**

Why:

- Has impressive list of blue chip clients, and advised on a number of high profile matters
- Known for an ambitious national expansion strategy and has recently added six new IP lawyers to the team
- Comprehensive depth of service offering

► **SLATERS INTELLECTUAL PROPERTY LAWYERS**

Why:

- Principal Anny Slater won the 2009-2011 (biannual) NSW Woman Lawyer of the Year
- Firm is active mentor in the NSW Law Society's "shadowing" program for indigenous students, and Women in Film and TV's annual mentoring program

► **TRUMAN HOYLE**

Why:

- Reputation for innovation and advice on cutting edge aspects of technology and law
- New marquee clients for 2009 include Microsoft, Vodafone and KMPG
- Industry "thought leadership" on key emerging issues

CORPORATE CITIZEN FIRM OF THE YEAR

FINALISTS

► **DLA PHILLIPS FOX**

Why:

- Committed and currently on track to deliver about A\$7m in free pro bono work this year
- In the past 12 months, over 80% of partners and staff have contributed more than 27,000 hours to community

► **GILBERT + TOBIN**

Why:

- Won this category last year
- In the last financial year G+T provided over 13,000 hours of pro bono work, an average of well over 60 hours per lawyer. Value of that work is conservatively estimated at A\$4.8m

► **MALLESONS STEPHEN JAQUES**

Why:

- Firm-wide program facilitates an annual A\$5m contribution to the community by the firm and its staff through pro bono legal work, volunteering and charitable giving
- Through the program, more than 631 staff volunteer to help Mallesons charity partners in an array of initiatives, which last year included assistance to Victorian bushfire relief programmes and promotion of fair-trade products
- Rated Gold Employer of Choice in 2010 ALB Employer of Choice survey

► **LANDER & ROGERS**

Why:

- During 2009, provided over A\$1.1m worth of assistance, an impressive result given the size of the firm (159 lawyers)
- Strong commitment to environmentally sustainable policies and practices in the office

► **MCCULLOUGH ROBERTSON**

Why:

- Has signed onto the National Pro Bono Aspirational Target of 35 pro bono hours per lawyer, per year, to increase commitment to pro bono legal work
- Organisations assisted include Hear and Say Centre, Amnesty International Australia, Cystic Fibrosis Queensland, Alzheimer's Associations of Queensland and also a commitment to assisting "start-up" community organisations

► **RUSSELL MCVEAGH**

Why:

- A landmark pro bono project by this firm is the Visitor Centre Project for the Karori Wildlife Sanctuary, a not-for-profit organisation dedicated to urban ecological restoration with a 500-year vision to restore native flora, fauna and wildlife to the New Zealand mainland. The project is the biggest project of its kind in Wellington in ten years
- Has provided pro bono legal advice to a range of other organisations from charities including Curekids and the SPCA to sports organisations such as Auckland Cricket and Wellington Hockey
- Rated Gold Employer of Choice (NZ) in the 2010 ALB Employer of Choice survey

► **LAVAN LEGAL**

Why:

- Donated more than A\$130,000 to the community
- Supported over 23 charities, participated in seven major community events, and gave a Toyota van to Salvation Army for Christmas 2009
- Assisted with over 1,000 claims from members of the WA Stolen Generation, and is developing a fund to help finance education for indigenous students

CSR FIRM OF THE YEAR

FINALISTS

► **BAKER & MCKENZIE**

Why:

- Has consistently been a leading advisor in climate change and environmental markets for more than a decade
- Solid track record in advising on policy development and research, education and training and emissions reduction strategies which the firm has also adopted for its own operations

► **FREEHILLS**

Why:

- Has developed strong expertise in identifying operational

structures to help clients fulfil their own cultural values and needs – for example using employment structures that give Indigenous employees greater flexibility to participate in traditional customary activities

- Has expertise in identifying and managing the legal and commercial issues associated with the development of renewable energy resources such as wind farms and hydro-electric power stations

► **MALLESONS STEPHEN JAQUES**

Why:

- Another firm which has been pro-active in identifying issues and opportunities which the proposed ETS and alternative measures will present for clients
- Last year, 50 lawyers from the Mallesons Human Rights Law Group (HRLG) prepared a comprehensive submission to the Federal Government's National Human Rights Consultation. Community and workplace engagement remains a key part of firm culture

INNOVATIVE USE OF TECHNOLOGY

FINALISTS

► **HOLLEY NETHERCOTE COMMERCIAL LAWYERS**

Why:

- Creative use of technology, including blogs and social media, to enhance engagement with clients
- Strong web presence and online strategy aimed at providing targeted, rather than generic, advice and information

► **MALLESONS STEPHEN JAQUES**

Why:

- Shows strong leadership in constant improvement of technology offering for clients
- MallesonsConnect web tool allows clients to check on availability of Mallesons' team members, review the progress of projects, analyse financial status of a project (including all paid/unpaid invoices), track fee estimate compliance, give instant feedback and access project-related correspondence and documents

► **NORTON ROSE**

Why:

- Introduced new electronic filing system which brings together all matter related content relevant for legal professionals to manage their client files, allowing lawyers to work in any office, at home or on-site
- System aggregates content from the traditional legal applications including Aderant Expert, WorkSite, and InterAction as well as web-based services like Google Maps. Telephony services are also fully integrated and are closely coupled with instant messaging and presence

► **FCB WORKPLACE LAWYERS**

Why:

- FCB Technology arm was innovative web-based technology to support industrial relations legal compliance
- Developed unique platform to deliver a best-practice workplace relations system to Australian Retailers Association; achieved 1,000 registered users within the first two months

ENHANCEMENT OF THE NSW LEGAL PROFESSION

FINALISTS

► **BLAKE DAWSON**

Why:

- Uses professional ethics as the fundamental context for various professional development programs at all levels up to and including partner
- Formal mentoring programs enable graduates to accelerate their learning and development by sharing experiences in a career-oriented and supportive environment; women lawyers are encouraged to reach full potential through individual and group mentoring

► MILLS OAKLEY

Why:

- Firm made the ALB List 10 list for the third consecutive year in 2009 – its sixth year of double digit growth, much of which was achieved organically
- Last year won appointments to several highly-coveted ASX200 legal panels, including Telstra, Suncorp and GPT
- Has embraced alternative billing strategies and service guarantees as well as offering clients far greater certainty on their legal costs

SYDNEY FIRM OF THE YEAR

FINALISTS

► CHANG, PISTILLI & SIMMONS

Why:

- Has a very distinctive boutique model primarily engaged in high profile work for clients in the top tier space
- Recent matters include the A\$6bn Wainman JV; the A\$3bn Babcock & Brown refinancing; the Manchester Unity merger with HCF and delisting proposal of Everest Babcock & Brown

► GILBERT + TOBIN

Why:

- Has continued to service its top tier client base and has made some shrewd lateral recruitments, including most recently Peter Cook of Mallesons
- Brought on six new partners in 2009, increasing partnership size by 6%

► HENRY DAVIS YORK

Why:

- Very strong brand which has come to the fore with the recent emphasis on litigation and insolvency work
- Involved in some very high profile insolvencies including ABC Learning Centres, Timbercorp and Octavia

► TRUMAN HOYLE

Why:

- Grew staff numbers and revenue by 20% in 2009
- Widely regarded as a leader in the IP telecommunications/media space and has won several new blue chip clients of late

► COLIN BIGGERS & PAISLEY

Why:

- Only Australian law firm that can litigate and arbitrate in the United Arab Emirates, Colin Biggers & Paisley played a pivotal role in assisting clients ride the construction boom in Dubai and more recently assisting clients to establish themselves in Abu Dhabi which is fast becoming the cultural capital of the Middle East
- Invested in improved client service delivery strategies during the GFC

MANAGING PARTNER OF THE YEAR

FINALISTS

► DANNY GILBERT, GILBERT + TOBIN

Why:

- Winner of this category in 2008
- Gilbert + Tobin has an excellent market reputation for its top-tier client base and Gilbert's personal commitment to sustainability and social responsibility objectives

► DAVID FAGAN, CLAYTON UTZ

Why:

- Has favourably impressed clients by implementing a strong firmwide client relationship strategy which is described as a genuinely effective step to enhance relationships
- Clayton Utz continues to demonstrate superior revenue growth and profitability against comparable rivals

► GARY McDIARMID, RUSSELL McVEAGH

Why:

- Leader of one of Australasia's most consistently profitable and efficient firms – however, this has not stopped Russell McVeagh from also being rated as a Gold Employer of Choice in 2010
- Invested heavily in training and development in 2009 and protected jobs during the GFC

► GAVIN BELL, FREEHILLS

Why:

- led the only large law firm that avoided legal redundancies while continuing to employ graduates, maintain business and innovate
- also sits on the board of the Australian Graduate School of Management, the education committee of the Business Council of Australia and the Chairman's panel of the Great Barrier Reef Foundation

► ROGER PARTRIDGE, BELL GULLY

Why:

- Bell Gully achieved Gold Employer of Choice status
- Partridge is a strongly respected leader of a highly respected firm which last year continued to build its talent base in spite of the GFC
- Has led firm-wide initiatives on client service and staff engagement and continued to show strong leadership

► SHARON COOK, HENRY DAVIS YORK

Why:

- HDY was one of Australia's fastest growing firms in 2009, recording very strong organic growth
- Cook continues to be well regarded by the market, particularly for her commitment to employee engagement and CSR principles and creating a collegiate, transparent work environment

DEAL CATEGORIES

DEBT MARKET DEAL OF THE YEAR

FINALISTS

► TABCORP RETAIL BOND ISSUE

Firms: Allens Arthur Robinson, Freehills, Mallesons

Stephen Jaques

Accountants: Ernst & Young

Banks: UBS

Why:

- Tabcorp's A\$284m issue of corporate bonds on ASX described as "most significant retail bond offering by an ASX-listed company in the past 20-years"
- Lack of recent comparable bond deals increased the legal complexity of the issue, particularly in relation to the level and nature of disclosure to investors

- Importance of deal and need for deals like it demonstrated by subsequent high-level of discussion between market leaders as to how to facilitate more issues of this kind

► WOODSIDE DEBT FINANCING

Firms: Allen & Overy, Clifford Chance, Corrs Chambers Westgarth, Freehills

Why:

- US\$1bn syndicated loan facility involved 26 banks was largest of its kind by an Australian company and completed at height of financial crisis
- Success and size of transaction helped establish initial momentum for Asia-Pacific loan market in Q1 2009, a period of intense uncertainty
- Largest Asian syndication for an Australian corporation at time of completion; set benchmark for Asian targeted transactions in terms of facility structure and distribution approach



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