

"We are able to underwrite most senior loan amounts from €10m up to €100m equivalent in the local market, and in excess of that depending on transaction parameters and market conditions." **CSOB**

"We operate as a full-service commercial firm, concentrating on three main areas: corporate M&A, banking and finance, and property. We also tackle an increasing amount of dispute resolution work." **Wolf Theiss**

"Our senior financial advisory team specialises in strategic, tactical and financial services within M&A, demergers and divestments, succession planning, listings and delistings." **Atrium**

"The firm has been expanding, establishing a new Russian Desk in August to serve Finnish and international clients looking to invest in Russia." **Borenius & Kempainen**

"We are very diversified in terms of industrial sectors and with a good presence on mid-caps in Private Equity. We pursue an organic growth slightly below 10%." **Roland Berger**

"In the current crisis, our main focus is to offer tax services which will improve the bottom line of the companies. R&D credits and efficient transfer pricing strategies are high priority for all CFO's and tax directors nowadays." **Taj**

"Since opening, we have always placed great emphasis on growing our business only in such a way as will preserve the high quality of the services we offer." **Ashurst**

ACQCOUNTRY AWARDS2008

"The current economic conditions have an impact on the legal market place for JNN and opens other areas of opportunity, which as we speak show signs of being very active." **Jauregui, Navarrete y Nader**

"Our independence and the equal strength of our corporate and tax practice provide us with an edge, especially in the Luxembourg market." **Loyens & Loeff**

"Our tax team has a prominent position in furnishing tax advice in Luxembourg." **Wildgen**

"When tailoring our service, we take into consideration the employer's ethos, and also any financial constraints the employer may have." **The Cavanagh Group**

"We consider a transaction from an investor's point of view, we highlight the key risks and opportunities and formulate bespoke methodologies to overcome or exploit these." **Calash**

"We think strong partner involvement is the best guarantee for good quality. Many of our competitors normally don't have partners involved in major transactions, they leave that down to associates and senior associates. Our teams are always composed with one or two partners." **Delphi**

The year so far ...

has certainly been the year of the crunch; it has also marked the 25th anniversary of the BVCA and now the launch of the ACQ Country Awards.

ACQ's regular readers all know we like to keep you informed on domestic markets as well as what's going on across the water, be it established or emerging.

In 2007, Brazil's banking and finance sector became increasingly active, with strong M&A and equity capital markets activity, and high levels of liquidity in the market.

2008 has heralded India as one of world's largest growing markets alongside China. A string of recent deals and large funds dedicated to the country have put India at the forefront of the merging markets for private equity.

2008 saw the New Zealand M&A market being kept busy by continuing interest from overseas buyers, particularly Australian investors, and is expected to remain buoyant for the foreseeable future.

The Nordic region started out dynamic, highly sophisticated and very competitive, with a stable political and economic climate, but unfortunately due to recent economic turbulence the Nordic market has taken a turn for the worse.

The Irish market has also been busy with a strong deal pipeline, bolstered by foreign investment and a stable economic environment.

2007-8 also proved an excellent year for the Swiss market, according to Michel Jaccard, partner in the TMT and corporate transactions groups of independent business firm BCCC, mostly active in High Tech matters and in venture capital and private equity deals in the IT, luxury, web, energy, and biotech sectors.

"We received many first time instructions from high profile clients – reinforcing the perception by the market that BCCC has in fact



become a credible alternative to big names / full service firms for commercial transactions.

"In the last six months, though, assignments have increasingly become more challenging, in terms of fees, but also because investors start to pull off from projects, reassess their investments, challenge prior valuation and pressure portfolio companies with cost cutting and setting of clear strategic direction. Concretely, we have been asked to advise on bridge loans, down rounds, management change and board guidance, involving our restructuring and employment practices."

The Lake of Geneva region is a privileged location for certain industries, such as luxury (especially watches), biotech, IT, web, software and online services companies (recently, Yahoo! European operations moved to the region;

Numonyx, a world leader in non volatile memory chips, established its HQs between Geneva and Lausanne; other known companies include Cisco, Logitech, Verisign). BCCC has been able to benefit from the attractiveness of the Lake of Geneva region more than more established firms and deals - many of which cross border - continue to flow.

"In 2009, we anticipate clients to seek for more than pure legal skills, ie strategic assistance and guidance in troubled times by knowledgeable partners who understand the client's business and use resources smartly and prudently. We at BCCC see this as an opportunity to show our clients that our statement that we are business partners in their projects is more than a buzzword."

Ladies and Gentlemen please raise your glasses in a toast... the winners are about to be announced... **ACQ**

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Law Firm of the Year

Joint
Winner:



Based in Lausanne, Switzerland, *BMP Partners* advises and represents its clients, whether private or corporate, and defends their interests before ordinary and arbitral courts.

Specialized in the field of business law, the firm is represented by a crafted team of skills that can solve complex issues of tax and commercial law, real estate or intellectual property law. *BMP Partners* also relies on an impressive pool of experience when it comes to drafting and negotiating contracts.

Established in 1953, the firm counts experienced and established specialists, including faculty professors, among its members.

Corporate - *BMP Partners* advises and represents companies throughout their development, on investment as well as restructuring matters. Its Swiss and foreign clients rely on its experience in M&A to guide and advise them in their best interests. The firm also assists foreign companies wishing to establish their offices in Switzerland.

Contract - *BMP Partners* drafts and negotiates commercial contracts for its clients, including employment and services contracts. The firm further benefits from a wide expertise on any legal issue within company law, for instance shareholders' agreements, or distribution, licensing and franchising deals.

Tax - *BMP Partners* assists its clients in all tax issues and integrates all tax law aspects in the field of business law to find the most suitable and practical solution. Whether on merger, national and international taxation, or real estate matters, among others, the firm helps its clients analyse and optimize their tax situation, notably on cross-border operations, international employment matters and VAT issues.

Private clients - *BMP Partners* advises its private clients throughout their establishment in

Switzerland. For tax and inheritance planning purposes, its experience secures the interests of its clients. The firm also advises on the setting up of trusts.

Innovation - *BMP Partners* is active on all aspects of intellectual property law: patents, trademarks, designs and models, copyrights, domain names, unfair competition. Its lawyers rely on a particularly vast experience on transfer of technology as well as on competition issues.

Real Estate - *BMP Partners* protects the interests of its clients on all real estate matters, from construction to sale: contracts, regulations, litigation, construction contracts and lease agreements. The firm advises its clients in public construction law and procurement matters and safeguards their interests before the authorities; it also conducts civil, administrative and criminal procedures.

Litigation - *BMP Partners* assists its clients in defining their rights and obligations. Thus it helps companies select their strategies, measure the risks and prevent litigation. It stands as counsel to companies, to their managers or to individuals and represents them in court or before arbitral tribunals. The firm also acts in out-of-court dispute resolution.

Healthcare - *BMP Partners* offers tailored skills on healthcare law. The firm advises companies in this field on compliance matters and represents the interests of hospitals and doctors on liability issues. It also guides healthcare professionals through their contacts with insurance companies.

Art and entertainment - *BMP Partners* masters every aspect of copyrights law in order to secure the interests of its clients, producers, artists or other players on the art market. The firm also offers a vast expertise in sports law and is routinely representing clients before the Court of Arbitration for Sport.

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DETAILS

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