

Legally Israel 100 – IsraelDesks League Tables 2023

IsraelDesks League Tables showcase those law firms that are not only involved in Israeli deals and with Israeli clients, but also with a deep understanding of market trends, of their clients' opportunities, and the challenges to overcome.

Our objectives remain:

(1) **Helping international law firms** to educate the local market which law firms abroad have an Israel desk. This helps build stronger and closer relationships with domestic firms and departments; sharing market and industry information; potential joint ventures, events and networking.

(2) **Helping clients and their GCs** to know who is involved in Israeli deals, potentially improving referral work and leading to greater transactional work for their clients.

How do I submit and when is the deadline?

Free to enter, the process could not be simpler. There is a clear spreadsheet asking for minimal information about completed deals. As you will see in the spreadsheet, we ask for the date completed / ongoing; your firm's role; a short matter description; and a source of validation.

Please send in the completed template by **Thursday January 19th, 2023** to yardenb@legalmarketing.co.il with the publication of the tables expected to be in **April 2023**.

What specifically do you want from us?

We are asking Israel practices to submit work matters from the previous calendar year: **January 2022 to December 2022**, showing which Israeli client you represented. This will highlight your involvement in and understanding of the Israeli market, legally, commercially and culturally.

What do you mean by an Israeli client?

The client must be headquartered in Israel or outside of Israel, as long as the client has Israeli owners. This can be verified by ourselves, often through the client's website. The goal is to showcase to the Israeli audience which international law firms have the knowledge and experience of working with Israeli clients (based in Israel or Israeli-owned).

NOTE: Businesses founded by Israelis **more than 5 years ago** but today owned by non-Israelis or headquartered in a country outside of Israel will not count.

NOTE: If the matter is aborted but can be verified as Israel-related, then it can be counted as part of volume table. The reason for this is that we are trying to showcase to an international audience which law firms are still entrusted with Israeli matters, no matter the outcome. Obviously, aborted matters will not, however, feature in any relevant value table.

Ranking of Leading, Recommended and Elite Individuals

We also ask law firms to nominate their lead lawyers on the matters submitted so we can position leading individuals as market leaders. We then review the matters and collect feedback and votes from the highest profile lawyers in Israel. This allows us to identify those Leading Individuals with

the most prominent reputations and those who are recommended for their work for Israeli clients.

We have also introduced the new “Elite” rankings to showcase those who particularly stood out with the largest number of matters and those with the highest value matters in what is becoming a much more competitive and vibrant market.

Are you ranking firms for each category or is the ranking a composite for all information?

Each category in the template will have a separate league table and be dependent on the number of firms entering that category. The categories are set out below.

What is your process for the categories?

Law firms are free to choose which practice areas or sectors to submit content for, and having done so, they enter this content into an Excel spreadsheet template and email the submission to IsraelDesks.

We collect, collate and review the information received by firms. All the entries by law firms will be checked to see if they represent an Israeli client; and the deal will be checked to have been completed in the timeframe.

We then filter by volume of instructions to create a Volume League Table and by Value to create a Value League Table in M&A and Capital Markets. The League tables will be decided on (1) number of completed deals to create a **Volume League Table** and (2) total value to create a separate **Value League Table**.

What are the categories included and how do you define them?

Practice Areas researched

***M&A:** this category includes representing Israeli buyer, seller or target, as well as Israeli private equity firms in M&A transactions - all public bids and acquisitions, including LBOs, MBOs, reverse buyouts, as well as partial takeovers and share transfers, Spin-offs, Joint ventures. (* we will also generate value table).

*** Capital Markets:** this category includes both debt and equity capital markets - bond/note issuances, IPOs, secondary offerings and private placements for Israeli issuers. (* we will also generate value table). This table will be focused on specific issuances and transactions that can be verified and confirmed. Generic advice would need to be verified to be considered. In capital markets, we are focused on IPOs, debt and equity transactions, and count each of these matters once.

Employment: this category includes representing Israeli businesses in relation to contentious and non-contentious employment matters, such as employment litigation related to sex, race, age discrimination, as well as redundancies and employment issues related to COVID-19, as well as the merger of two companies. Generic advice may need to be verified to be considered. In this category, we count by clients, not by mandates, where this is relevant.

Litigation/Arbitration: this category includes commercial disputes for Israeli clients before courts outside of Israel, as well as arbitrations for Israeli clients abroad.

Patents and Trademarks: these categories include representing Israeli companies filing or prosecuting a patent or a trademark before the relevant authorities. Managing a portfolio for an Israeli client today is also included.

IP: Transactional and Contentious: Intellectual Property covers disputes related to patent, copyright and trademark infringement. Litigation concerning trade secrets also features. We also feature related issues such as licensing and IP commercialization.

Tax: This category includes transactional matters – such as advice on direct and indirect taxes, tax aspects of M&A transactions, and others, as well as tax disputes, investigations and more.

Sectors researched

High-Tech: this category includes transactional matters for Israeli businesses operating in the full range of tech sectors (such as biotech, fintech, medtech, cybersecurity, AI, agtech, software, IoT, etc). These transactions will include M&A, financing, employment law, strategic alliances and joint ventures, stock exchange listings, and corporate governance issues. There is an expected overlap with the above practice area categories. In this category, we count by clients, not by mandates, where this is relevant.

Energy & Infrastructure: this category includes representing Israeli parties in relation to the finance and development of projects in the energy and renewable energy sector, as well as infrastructure matters, such as rail and light rail systems, roads and bridge financing; water desalination plants, hospitals, schools, and prisons.

Banking & Finance: a broad-based definition of banking transactions, which include advice to both Israeli borrowers and lenders. This includes **acquisition finance** (transactions involving arranging finance for acquisitions acting for either the lender or the borrower); **general bank lending** (syndicated lending, structured finance, leveraged finance); and **refinancing** (refinancing and restructuring of existing loans and debtor in possession financing), as well as **regulatory** advice.

Real Estate: this category includes advising global real estate developers involved in projects in real estate in Israel and Israeli real estate developers in such projects, where relevant. Israeli buyers and sellers of real estate abroad and foreign buyers and sellers of Israeli real estate are also included. Real estate projects span the residential and urban renewals field, as well as commercial, office, retail and hotel sectors. There is no separate table for real estate litigation but strengths in this area would be brought out in editorial. In this category, we count by clients, not by mandates, where this is relevant.

A word on confidential information

Will be treated as such 100% and will not be shared or published in any editorial. If the matter is confidential, a short call with the lawyer or email to the client merely to verify that the matter took place would be sufficient for its inclusion. A law firm's submission is stored securely on a private secure internal drive accessible only to management.

Tables and Editorial - how will the league tables look?

The firms will appear in order from position 1 downwards, according to total number of deals (and total value in M&A). The league tables will be accompanied by supporting editorial showcasing the ranked law firms' expertise (derived from submission, press releases, Nishlis Legal Marketing intelligence and other sources).

How will you draw out the differences between law firms who undertake a large number but low value, and those who do fewer deals but higher value?

As that is akin to comparing apples with oranges, to an extent, we would showcase the difference in the league tables themselves. The editorial itself will draw out the Israeli flavour of the firm's offering and describe the focus of the firm's Israel expertise.

Where will this appear?

The league tables will be published on the IsraelDesks website, in the US/Israel guide; Israeli financial press; leading industry organisations in Israel; via social media and to our extensive distribution list – to be seen by corporate lawyers and GCs.

Any further questions, please email Lee at lee@legalmarketing.co.il