

The gods of law

The Reactions Legal Survey 2011 reveals the law firms that our readers believe are doing the best job.

It seems law firms are keeping their clients happy, according to the results of the *Reactions Legal Survey 2011*. When the more than 170 respondents to the survey were asked how satisfied they were with the service they receive from their primary law firm, an impressive 100% said they were either satisfied (72%) or very satisfied (28%).

When respondents to the survey were asked which qualities they valued in the law firms with which they have relationships (respondents could choose more than one answer), 92% of respondents listed client service, reliability and communication, 89% listed comprehensive understanding of the insurance and reinsurance industry, 40% listed a successful track record, 40% listed long-standing relationships, 32% listed costs/billings processes, 30% listed speed of instruction, 23% listed offices in multiple jurisdictions, and 6% listed other qualities.

This is not to say that law firms could not do more in clients' eyes. When asked which areas law firms could improve their services (respondents could choose more than one answer), 69% listed the costs/billing process, 61% listed client service, reliability and communication, 43% listed better understanding of the insurance and reinsurance industry, 31% listed speed of instruction, 11% listed offices in multiple jurisdictions and 9% listed other areas.

Among some of the ways that lawyers could improve, one respondent said: "Get to know us as clients and understand needs."

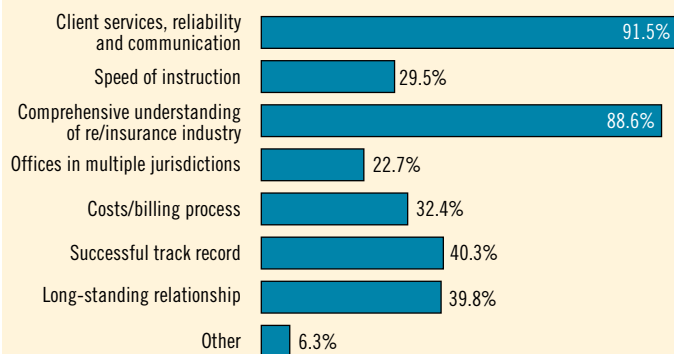
Another suggested: "Stay more focused on our issues and less multi-tasking on our time."

A different respondent said: "Share risk with clients with alternative billing structures."

It seems most insurers and reinsurers feel like they have safety in numbers. Some 92% of respondents said they have relationships with multiple law firms. Of those that said they used multiple law firms, 51% said this was because they need multiple-jurisdictional expertise, 21% said that they seek firms that specialise in particular areas and 29% gave other reasons.

Respondents to the *Reactions Legal Survey 2011* revealed mixed pressures on firms. Of the respondents, 28% said that the volume of litigation/arbitration that their company faced in 2010 relative to 2009 increased, 17% said it decreased while 55% said it had stayed the same. Of those who reported an increase, the changing regulatory environment, tough economic climate and emerging risks featured prominently as reasons.

What qualities do you value in the law firms you have established relationships with?



Source: *Reactions Legal Survey 2011*

"The economic cycle and reduced profits/margins mean potential claims are more aggressively pursued," said one respondent from a UK insurer.

One European insurer noted that litigation was increasing because of "the impact of the economic cycle (crisis) resulting in the suspension of payments of many of our insureds."

The tough economic climate appears to be making some companies take a more aggressive approach, especially among reinsurers.

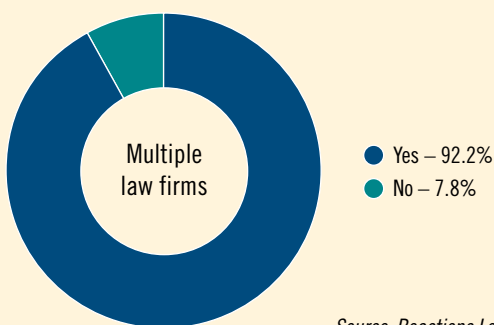
One Swedish respondent noted litigation had increased "because a changed behaviour among reinsurers which probably has to do with unrealistic ROE demands."

A South American respondent noted: "Reinsurers are less willing to pay, more willing to spend money in litigation."

The situation does not seem set to improve. Of the survey's respondents, 24% expected litigation/arbitration to increase in 2011, 11% expected it to decrease, and 65% expected it to stay the same.

When asked the reason for using law firms in 2010 (respondents could list more than one reason), 76% said they used them for litigation/dispute management, 70% for regulatory matters, 54% for reinsurance contracts, 54% for corporate contracts, 21% for insurance-linked securities, 6% for insolvencies and 16% listed other reasons. Among the other reasons given, tax was by far the most popular choice.

Does your reinsurance firm currently have relationships with multiple law firms?



Source: *Reactions Legal Survey 2011*

Do you have multiple relationships with law firms because:

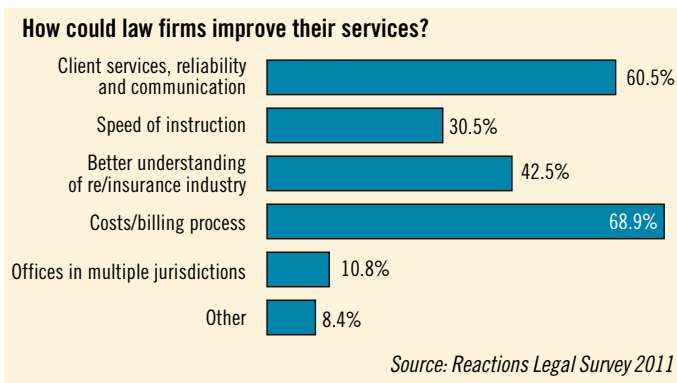


Source: *Reactions Legal Survey 2011*

Reactions Legal Survey 2011 Results

OVERALL	CORPORATE CONTRACTS	LITIGATION -DISPUTE MANAGEMENT	REGULATORY
US	US	US	US
1 Dewey & LeBoeuf	1 Dewey & LeBoeuf	1 Dewey & LeBoeuf	1 Dewey & LeBoeuf
2 DLA Piper	2 Sidley Austin	2 DLA Piper	2 DLA Piper
2 Sidley Austin	3 Colodny, Fass, Talenfeld, Karlinsky & Abate	3 Freeborn & Peters	3 Hogan Lovells
3 Colodny, Fass, Talenfeld, Karlinsky & Abate	3 DLA Piper	4 Choate Hall & Stewart	3 Sidley Austin
3 Cozen O'Connor	4 Cozen O'Connor	4 Colodny, Fass, Talenfeld, Karlinsky & Abate	4 Cozen O'Connor
3 Hogan Lovells	4 Cravath, Swaine & Moore	4 Cozen O'Connor	5 Colodny, Fass, Talenfeld, Karlinsky & Abate
	4 Skadden, Arps, Slate, Meagher & Flom		
CANADA	CANADA	CANADA	CANADA
1 Cassels Brock & Blackwell	1 Cassels Brock & Blackwell	1 McCague Borlack	1 Cassels Brock & Blackwell
2 McCague Borlack		1 McMillan	2 McMillan
BERMUDA	BERMUDA	BERMUDA	BERMUDA
1 Conyers Dill & Pearman	1 Conyers Dill & Pearman	1 Conyers Dill & Pearman	1 Conyers Dill & Pearman
2 Appleby	2 Appleby	2 Appleby	2 Appleby
EUROPEAN UNION (EU)	EUROPEAN UNION (EU)	EUROPEAN UNION (EU)	EUROPEAN UNION (EU)
1 Hogan Lovells	1 Hogan Lovells	1 Hogan Lovells	1 Hogan Lovells
2 DLA Piper	2 Sidley Austin	2 Berwin Leighton Paisner	2 Sidley Austin
2 Sidley Austin	3 Dewey & LeBoeuf	2 Chadbourne & Parke	3 Dewey & LeBoeuf
3 Chadbourne & Parke	3 Norton Rose	2 Norton Rose	3 DLA Piper
3 Norton Rose		3 Barlow Lyde & Gilbert	4 Clyde & Co
		3 Clyde & Co	4 Norton Rose
		3 DLA Piper	
JAPAN			JAPAN
1 Hogan Lovells			1 Nishimura & Asahi
1 Nishimura & Asahi			
AUSTRALIA/NEW ZEALAND		AUSTRALIA/NEW ZEALAND	AUSTRALIA/NEW ZEALAND
1 DLA Piper		1 DLA Piper	1 DLA Piper
BRAZIL	BRAZIL	BRAZIL	BRAZIL
1 Pellon & Associados	1 Demarest & Almeida	1 Pellon & Associados	1 Demarest & Almeida
2 Demarest & Almeida	2 Mattos Filho	2 Mattos Filho	2 Mattos Filho
2 Mattos Filho			
LATIN AMERICA (EXCLUDING BRAZIL)	LATIN AMERICA (EXCLUDING BRAZIL)	LATIN AMERICA (EXCLUDING BRAZIL)	LATIN AMERICA (EXCLUDING BRAZIL)
1 Allende & Brea	1 Allende & Brea	1 Allende & Brea	1 Allende & Brea

Source: Reactions Legal Survey 2011



The survey's respondents may seem pretty content with their law firms overall, but not all law firms are created equal. Some clear winners emerge from the results of the survey.

Now in its 10th year, *Reactions Legal Survey* is an online poll of our readership. With regulatory change occurring around the globe and the constant threat of lawsuits against insurers and insureds, the question of who insurance and reinsurance companies receive legal advice from is more important than ever. To find out which are considered the world's best law firms in the insurance industry,

Reactions conducted an extensive online poll of our readership. Replies came from insurers, reinsurers and brokers from around the globe. More than 100 law firms received nominations.

US
The clear winner from the survey in the US is Dewey & LeBoeuf, which scooped all four categories of corporate contracts, litigation/dispute management, regulatory and overall. The firm has traditionally been a strong performer in the survey and continued its impressive run of form.

DLA Piper was the second-most successful in the US categories. It was ranked second in three of the categories: litigation/dispute management, regulatory and overall.

Another firm that impressed was Sidley Austin, which came second in corporate contracts, joint second overall and featured prominently in the regulatory category.

Cozen O'Connor and Colodny, Fass, Talenfeld, Karlinsky & Abate were also popular choices in the US categories.

Europe
One law firm dominated the categories in the European Union. Hogan Lovells came top in all four categories of corporate contracts, litigation/dispute management, regulatory and overall.

Reactions Legal Survey Star Performer: Dewey & LeBoeuf

Dewey & LeBoeuf has a long-established reputation for its practice in the insurance industry. It represents all sectors of the industry, including life, non-life and health insurers and reinsurers, intermediaries, bankers and capital providers.

The insurance practice has a team of more than 200 lawyers that advises on a diverse range of issues including mergers and acquisitions, securities offerings, securitisations, demutualisations, insolvencies and restructurings, regulatory matters, corporate governance, compliance, taxation, and governmental investigations. In addition, it also advises legislators, regulators and other policymakers. Its dispute resolution team handles a wide range of matters, including arbitrations, mediations and litigation.

Dewey & LeBoeuf's corporate insurance team has been involved in many of the largest insurance mergers and acquisitions transactions, both friendly and hostile. It is also active in debt and equity offerings for the industry and has been responsible for many of the creative capital-raising and financing vehicles that are specific to the insurance industry, including XXX securitisations, catastrophe bonds and sidecars.

Dewey & LeBoeuf's insurance practice is led by its co-heads Michael Groll in its New York office, William Marcoux in its London office and James Woods in Silicon Valley.

Reactions Legal Survey Star Performer: Sidley Austin

Sidley Austin brands itself as one of only a few global law firms to have a substantial, multidisciplinary practice group devoted to the insurance and financial services industry. This is reflected in its success in this year's survey, with strong showings in both North America and Europe.

Sidley Austin has more than 35 years of experience and an expanding team of more than 90 lawyers dedicated primarily to providing transactional and regulatory advice to the insurance industry and financial institutions that transact with insurance companies.

Sidley's experience includes the handling of traditional corporate and financing transactions for the insurance industry, such as mergers, acquisitions, divestitures, joint ventures, corporate reorganisations including demutualisations, formation and capitalisation of new insurance companies, public and private debt and equity financings and complex insurance company investment transactions.

In addition, the firm is a prominent player in some of the most innovative transactions being conducted in the industry today, such as redundant life reserve (XXX and AXXX), embedded value securitisations, catastrophe and catastrophic motility-linked bonds and derivatives, sidecars and other forms of risk securitisation/finance.

There was a good mix of law firms featuring in these categories, however. Sidley Austin performed well, coming second for regulatory, corporate contracts and joint second overall.

Chadbourne & Parke, DLA Piper, Norton Rose were also among the firms that featured highly.

Rest of world

Outside of the US and European Union there was a wide spread of law firms doing well depending on geography.

In Bermuda, Conyers Dill & Pearman was the clear favourite. It won each of the three categories for which **Reactions** received enough votes to decide a meaningful winner: corporate contracts, regulatory and overall. Appleby also had a strong showing on the island.

In Canada, Cassels Brock & Blackwell was the most popular choice, scooping three of the four categories.

In Japan, Nishimura & Partners was a prominent choice.

In Australia, DLA Piper was the most popular choice. It will be interesting to see if the firm can cement this high standing in next year's survey because the firm, previously known as DLA Phillips Fox, has recently been fully integrated into the international law firm and renamed DLA Piper.

Reactions Legal Survey Star Performer: Hogan Lovells

Hogan Lovells is justifiably proud of its multi-jurisdictional capabilities. This undoubtedly played a big part in its extremely strong showing in the European Union results. Hogan Lovells boasts 43 offices and associated offices worldwide.

Its litigation team, for example, is equipped to act effectively in complex, cross-border disputes over insurance and reinsurance issues. The firm represents clients with all dispute-resolution procedures, including litigation, arbitration and alternative dispute resolution mechanisms. It has been involved in some of the most significant events to affect the insurance industry. It was involved in disputes over the losses associated with September 11, APH policies, and laddering issues, along with those related to the PA and LMX spirals, D&O coverage, brokers' contingent commissions, the mis-selling of financial products, and Fortress Re's collapse.

The firm has a strong grasp of all the latest regulatory developments and how they may affect clients. It shares the latest updates through its regular Global Insurance and Reinsurance Bulletin.

Hogan Lovells clients include insurers, reinsurers, policyholders, brokers, intermediaries, market associations, and companies providing services to the insurance and reinsurance industry. Its clients include such well-known names as Axa, Chubb, CNA, Everest Re, Mapfre, Scor, XL and Willis.

Reactions Legal Survey Star Performer: DLA Piper

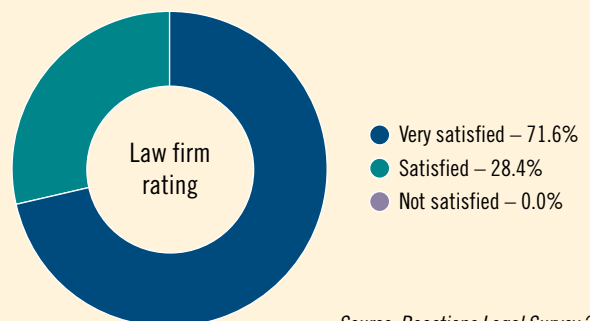
The insurance and reinsurance practice of DLA Piper provides legal services in a broad range of regulatory, transactional, and litigation matters. The practice brands itself as being on the leading edge of insurance and reinsurance law in both business matters and disputes.

Among its clients are insurers, reinsurers, self-insurance groups, retrocessionaires, intermediaries, government officials (both regulators and receivers), banks, and trade organisations in the US and abroad. The firm has well established offices in the US, London, Germany and elsewhere. Its range of services includes structuring, negotiating, and closing sophisticated transactions to litigating complex coverage and commercial issues.

The areas of expertise offered by the insurance and reinsurance practice are transactional and general corporate, litigation and coverage, regulatory, e-commerce, health insurance and managed care, new products, reinsurance, and receiverships services.

The firm has had big news in Australia recently. It completed the full integration of DLA Phillips Fox, which changed its name in 2006 from Phillips Fox when it made a strategic alliance with DLA Piper. Now known just as DLA Piper, the Australia unit is looking to grow in property, casualty and professional indemnity in particular.

How satisfied are you with the overall service you receive from your primary law firm?



Source: Reactions Legal Survey 2011

In Latin America excluding Brazil, Allende & Brea received the most votes. For Brazil, the vote was spread among a variety of firms with Pellon & Associates, Demarest e Almeida and Mattos Filho all doing well. ●

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