

ByrneWallace - at the heart of commercial life in Dublin

ByrneWallace is one of Ireland's leading law firms, with a high profile in all areas of business law including general business advisory, M&A, debt and equity financing and restructuring.

TS property, banking and commercial litigation teams work with leading public and private enterprises across all key industry sectors.

Award-Winning Approach

The firm has earned a reputation within Ireland and internationally as a leading service provider with an award-winning approach to client service, explains **Catherine Guy**, managing partner. "The transactional side of corporate activity has certainly increased in recent months. From the midpoint of last year there has been a noticeable pick-up in activity and that has been sustained through 2013 to date."

ByrneWallace has always had a strong employment law practice and over recent months it has been involved in several major projects with companies restructuring their headcount, as well as working on industrial disputes involving public sector and semi-state bodies.

Feargal Brennan, partner in the corporate department where he leads the mergers and acquisitions and private equity/venture capital team, adds that there has been no slowdown in deals in the so-called 'smart economy' space as it has never really been dependent on bank funding.

"Irish Venture Capital Association data indicates that we are consistently



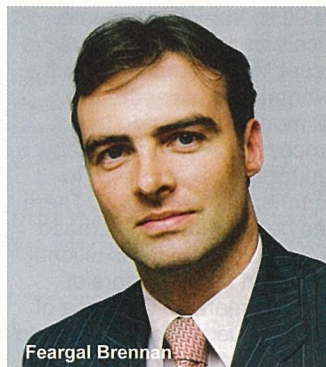
Catherine Guy

among the leading legal advisors in this area. If anything the increasing political focus on supporting this sector of the economy has resulted in more deals in the ICT and Medtech space and we don't see this changing over the medium term."

Expansion

Since the start of the year, ByrneWallace has recruited additional lawyers to its corporate and employment law teams among others. It has also expanded its range of services to track what is happening in the market and has been centrally involved in some of the most high profile examinership cases in the retail and hospitality sectors.

According to Feargal, "deals can be quite complicated in the current environment given the number and conflicting interests of stakeholders involved. The country and the economy generally is moving into a new phase where difficult restructurings



Feargal Brennan

which may have been needed over a long period are now finally happening – in some cases the capital and financial structure of over-gearred companies are being reshaped and put on a sounder footing than before. This type of activity, while difficult, is probably a prerequisite to a sustained economic recovery over the long term."

International Accreditation

One of the most significant recent developments at ByrneWallace is the firm's achievement in becoming the first top 10 law firm in Ireland to successfully achieve the Lexcel standard, an internationally recognised standard of practice, risk and quality management awarded by the Law Society of England & Wales.

Catherine says she has been surprised by the feedback ByrneWallace has received from international clients in particular since it achieved this accreditation. "We were already in effect

running our practice areas to this standard but the response from clients has been very positive. Clients appreciate the fact that their chosen firm is committed to excellence and recognised internationally as such. Lexcel accreditation sets us apart from other large law firms in Ireland and because it is independently audited it gives us a further competitive advantage."

With 35 partners, offices in Dublin and New York and a total staff of more than 200 people, ByrneWallace has the scale and experience to deliver on its promises in a timely, efficient and cost-effective manner. "We take a personal professional interest in client matters," says Catherine. "The lawyer you brief is the lawyer who will do your work. We are accessible, approachable and properly resourced to deliver the level of service every client requires."

Looking ahead to the remainder of 2013, Feargal says the firm is seeing a significant increase in activity among its client base both in terms of increasing level of activity from general business clients as well as the medtech and ICT sectors in particular in terms of inward investment. "Our outlook for the remainder of this year is positive and we are playing a key role in the 'Gateway to Europe' initiative that promotes Ireland as a location for inward investment."