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Global Renewable Energy Conference

March 2, 2017 | New York







Keynote Address

9:00 am - 9:50 am

Keynote Speaker:



Gregory Wetstone, President and CEO, American Council on Renewable Energy

Gregory Wetstone is President and Chief Executive Officer of the American Council On Renewable Energy (ACORE). ACORE is a national nonprofit organization dedicated to advancing renewable energy through finance, policy, and market development. With member companies from across the spectrum of renewable energy technologies and close ties to the renewable energy finance sector, ACORE is the preeminent voice for the nation's renewable energy industry.

Prior to joining ACORE Greg oversaw government affairs as Vice President for Terra-Gen Power LLC, a renewable energy company with utility-scale wind, solar and geothermal energy facilities. Prior to his six year term with Terra-Gen, he served as Senior Director for Government and Public Affairs at the American Wind Energy Association (AWEA) and Director of Programs at the Natural Resources Defense Council (NRDC), where he founded the legislative program. Earlier in his career, Greg was Senior Counsel to the House Energy and Commerce Committee, and played an important role in crafting a number of important laws including the 1990 Clean Air Act Amendments. Prior to joining the Committee staff, Greg was Director of the Air and Water Pollution Program at the Environmental Law Institute, where he co-authored a desk reference on pollution law (Air and Water Pollution Law 1980, revised ed. 1982) and a groundbreaking book on transboundary air pollution (Acid Rain in Europe and North America, 1983; also published in German by Dreisam Publishing, 1985).



Current U.S. Market Conditions

9:50 am - 10:55 am

Panelists:



Eli Davis, Vice President - Structured Finance Americas, Intesa Sanpaolo S.p.A.

Eli Davis is a Vice President in Intesa Sanpaolo's Structured Finance group based in New York. His responsibilities include the origination and structuring of non-recourse financings throughout the Americas. Eli has worked in the Project Finance sector for over 11 years across many sectors including oil & gas, infrastructure, power and renewables.

Eli joined Intesa Sanpaolo in 2011 and prior to his current role Eli worked at another leading project finance bank covering the energy and project finance sectors. Eli graduated with a BA from Union College and an MBA from George Washington University.



James O'Brien, Partner, Chicago

james.p.o'brien@bakermckenzie.com

James P. O'Brien chairs the Firm's Global Energy, Mining & Infrastructure Practice Group. He serves as counsel in major project and infrastructure transactions such as power generation and waste recycling facilities. Both on behalf of project sponsors and lenders, Mr. O'Brien has led moving complex projects through development, project financing and operation. He has also been lead counsel on limited recourse project financings, using traditional bank debt, leveraged leases and Rule 144A capital markets issues. And during project development, he has successfully managed complex siting, permitting and transaction issues.



Tremain Tanner, Program Leader - Renewable Power, Mott MacDonald

With over 16,000 staff, and 180 offices in 50 countries, Mott MacDonald is one of the world's largest engineering and project development consulting firms. Based in New York City, Tremain leads the development and growth of the firm's renewable power program and service offerings across North America. With a focus on feasibility and technical advisory studies, investment/acquisition due diligence, independent engineering, owner's engineering services, resource and technology assessments, and construction and operation supervision, Mott MacDonald has advised clients on over 75GW of wind power; 7GW of solar power; and over 25GW of hydropower.

Tremain has over 28 years' of international experience having worked on projects in 24 countries. He lived in Southeast Asia for over 14 years leading project development activities for two Fortune Global 100 infrastructure owner-operators. Furthermore, he led the development of the renewable generation portfolio for the seventh largest public utility in North America. He has personally managed infrastructure investment transactions valued in excess of \$8 billion, serving a customer base of over 75 million persons, and representing over 6GW of installed renewable capacity.



Swami Venkataraman, Senior Vice President, Moody's Investors Service

Swami Venkataraman is a Senior Vice President in the Global Utilities & Infrastructure Finance Group at Moody's, covering utilities, merchant power, gas midstream and renewable energy companies. He is a member of Moody's global Environmental Risk Assessment group and represents Moody's in the World Economic Forum's "Future of Electricity" roundtable. Prior to joining Moody's, Swami was a Director of Project & Export Finance at Standard Chartered Bank in Mumbai, India, responsible for business development and execution of project and export credit financings in India covering power, renewable energy, and other infrastructure sectors. His expertise in the clean energy space includes creating project finance methodologies for the first solar PV projects financed in the US capital markets, evaluating commercially unproven technologies for the US Department of Energy loan guarantee program, developing specialized financial products for the carbon markets and green bond assessments.



John W. Watson , Partner, Chicago

john.watson@bakermckenzie.com

John W. Watson chairs the Firm's North American Environmental Practice Group and leads the coordinated Global Environmental Practice, consistently recognized as the largest environmental practice of any law firm in the world. Mr. Watson has been advising industrial enterprises on managing environmental risks and liabilities arising out of their domestic and international operations for over 25 years.

Mr. Watson's practice focuses on providing counsel to US and multinational companies to address the environmental challenges associated with their industrial and manufacturing operations. His work ranges from strategic advice on the development and implementation of global corporate environmental compliance programs and sustainability initiatives to recurring counsel on day-to-day compliance issues at individual operating facilities. Mr. Watson actively defends industrial concerns in federal and state enforcement cases and government and private cleanup and cost recovery actions across the United States. He also works with companies on the assessment and proactive management of environmental risks arising in corporate transactions and the purchase and sale of industrial real estate portfolios and individual assets.

Moderator:



Clyde ("Skip") Rankin, III, Partner, New York

skip.rankin@bakermckenzie.com

Clyde E. Rankin III is a member of Baker McKenzie's North America Banking, Finance and Major Projects Practice Group. He is also chair of the Global Renewable Energy and Clean Technology Practice. Mr. Rankin assists clients on project finance and infrastructure transactions, mergers and acquisitions, privatizations, licensing and distribution agreements and joint venture agreements. He has extensive experience on project financing of significant renewable energy projects in the US and abroad. Mr. Rankin represents foreign companies investing in the US, and assists US clients with their investments in Eastern and Central Europe as well as the Russian Federation.



Developing Renewable Energy Projects in Key Non-U.S. Markets

11:10 am - 12:30 pm

Panelists:



Rick Anguoni, Regional Director - Africa, Export-Import Bank of the United States

Joining the Export-Import Bank of the United States (Ex-Im Bank) in March 2009, Rick Anguoni is Director for Africa of the Global Business Development Division. Rick is responsible for marketing the Ex-Im Bank Programs to Africa and oversees a portfolio reaching \$7 billion. In the seven years Rick has worked at Ex-Im Bank, the portfolio has grown its annual credit authorizations from \$500 million in 2009 to over \$2 billion in fiscal year 2014. He has assisted in the origination and underwriting of both small and large transactions in over 44 countries across Africa.



Naoaki ("Nick") Eguchi, Partner, Tokyo,

naoaki.eguchi@bakermckenzie.com

Naoaki Eguchi is head of the Firm's Banking & Finance Practice Group in Tokyo, and is a member of the Asia Pacific Banking & Finance Group steering committee. Mr. Eguchi focuses his practice on project finance, infrastructure PPP and PFI. His practice also covers finance with export credit agencies such as JBIC and NEXI. After the Feed in Tariff system was introduced in Japan in 2012, he has worked for more than 75 financing transactions for solar, wind, biomass, geothermal and small scale water power projects which amount to more than 1500 MW including Marubeni Oita 82 MW solar and Softbank/Mitsui Tomato 111 MW solar. He works for many foreign investors investing into renewable projects in Japan.



Tim Heitling, Partner, Berlin

tim.heitling@bakermckenzie.com

Dr. Heitling primarily focuses on the energy sector, and advises domestic and foreign enterprises, sponsors, banks and financial investors with respect to M&A, joint ventures, projects and related financings. He has extensive experience advising on generation assets (renewables, gas, coal, nuclear), storages as well as transmission and distribution assets. Dr. Heitling's practice also covers regulatory advice, such as on unbundling, third party access regimes, exemptions from surcharges and grid fees. He also advises on all stages of project developments, from early-stage structuring through financing and share or asset deal transactions to PPAs, particularly for renewable energy facilities and power plants.



Jose Roberto Martins, Partner, Sao Paulo

j.roberto.martins@trenchrossi.com

J. Roberto Martins chairs Latin America's Energy, Chemicals, Mining & Infrastructure Industry Group of Baker & McKenzie. He is recognized by Chambers & Partners and Latin Lawyer as a leading lawyer in the Energy & Natural Resources areas in Brazil. Since the 1990s, he has been leading major privatizations, concessions, mergers, acquisitions and greenfield development projects in the power, natural gas and infrastructure industries in Brazil. In the renewables market, he is currently advising on the development, divestments, and acquisitions of some of the largest hydro and wind power projects.



Michael S. Ratliff, Managing Director, Overseas Private Investment Corporation (OPIC)

Michael Ratliff is Managing Director, Overseas Private Investment Corporation (OPIC) Global Energy Group. Prior to joining OPIC he worked as a financial advisor to the Department of Energy's Loan Guarantee Program, providing advisory services in the structuring and financing of energy projects. Previously he served for eight years as the head of infrastructure for the Inter-American Development Bank's (IDB) Private Sector Department, executing transactions in



infrastructure and energy throughout Latin America. Prior to joining the IDB, he was the manager of project finance for CH2M Hill's Capital Corporation; CH2M is a global engineering company. Mr. Ratliff earned his MBA from The Wharton School, University of Pennsylvania, and holds a BA, graduating with distinction, from the University of Colorado, Boulder. Mr. Ratliff is a Chartered Financial Analyst.

**Kieran Whyte, Partner, Johannesburg**

kieran.whyte@bakermckenzie.com

Kieran Whyte is a partner in Baker McKenzie's Johannesburg office. He has over 25 years' experience working in South Africa and Africa, with particular focus on energy and infrastructure projects. Kieran represents project sponsors, developers, contractors and lenders in complex greenfield and brownfield developments, advising on siting, permitting and regulatory concerns. He has advised on all contractual issues across the full project value chain on numerous first-in-kind projects in respect of various technologies associated with the South African government's Renewable Energy Independent Power Producers Procurement Programme.

Moderator:**Mona Dajani, Partner, Chicago**

mona.dajani@bakermckenzie.com

Mona Dajani is an equity partner in the New York and Chicago offices of Baker McKenzie and is an elected member of the Steering Committee for the Banking and Finance Group. She has served for more than 20 years as the lead lawyer in complex acquisition, financing and development transactions involving energy and infrastructure facilities in the United States and around the world. She focuses her global practice on project finance, corporate finance, mergers & acquisitions, portfolio acquisitions, construction and/or restructuring for government and private clients involving energy and clean technology companies. She has represented a wide variety of commercial and public institutions, developers, utilities, energy and clean technology companies, private equity funds, investment banks, commercial banks, and multilateral agencies in transactions throughout North America, Latin America, Europe, Asia, and the Middle East.

Ms. Dajani repeatedly has been recognized as a leading lawyer by Legal 500, *IFLR1000*, *Rising Legal Stars*, *Law 360*, *The Best Lawyers in America*, 2013-2016 and other publications. She was elected to the Board of Directors for the American Council of Renewable Energy (ACORE) in 2015. She is a columnist for the *International Financial Times* and is a regular contributor and commentator for CNN, POLITICO, Bloomberg Energy, FOX News, New York Times, The Washington Post, National Public Radio and USA Today, among others.



Fireside Chat: Climate Change Risk Disclosures

12:30 pm - 1:30 pm

Panelists:



Matt Arnold, Global Head of Sustainable Finance, JPMorgan Chase

Matt is Managing Director and Global Head of Sustainable Finance at JPMorgan Chase. In that role he leads the firm's client engagement on sustainability across all sectors globally. JPMorgan Chase helps clients navigate environmental and social risks, engages stakeholders and partners in advancing environmental and social progress, and structures targeted impact investment funds. The firm supports sustainable development through initiatives in global health, natural capital, the future of power, carbon asset risk and sustainable agriculture.

Moderator:



Rick Saines, Partner, Chicago

richard.saines@bakermckenzie.com

Rick Saines heads the North America Climate Change and Environmental Markets Practice and serves on the steering committee for the Firm's Global Renewable Energy and Clean Technology Practice. He is widely published and globally recognized as a leading climate change lawyer, bringing over fifteen years of experience on climate change law matters advising multinational companies, financial institutions, funds and project sponsors on carbon and environmental market transactions within the international, regional and voluntary markets. In 2016, Rick was awarded Chevalier of the National Order of Merit by the President of the Republic of France for his significant contribution to the preparation of the Paris Climate Summit and the implementation of the Paris Agreement.



Financing of Renewable Projects

1:30 pm - 2:30 pm

Panelists:



Trevor d'Olier-Lees, Senior Director, S&P Global Ratings

Trevor d'Olier-Lees is a Senior Director in the S&P Global Infrastructure Ratings practice. Trevor joined Standard & Poor's in 1998 and has been involved in all analytical aspects of the Infrastructure practice. His responsibilities include chairing rating committees, the primary analyst for new credit ratings such as Solar Star (one of largest utility scale solar projects globally), WVB East End Partners (S&P's first rating of an availability public-private partnership project in the U.S.) and surveillance of existing ratings including Plenary Walsh Keystone Partners (aka Penn Bridges project). In addition, Trevor has been significantly involved in the world's first three rated solar securitization transactions (SolarCity 1, 2 and 3) and the rating of the first rooftop solar loan portfolio (SolarCity FTE 1).



Jai Khanna, Partner, Chicago

jai.khanna@bakermckenzie.com

Jai Khanna is a partner in the Firm's North American Banking, Finance and Major Projects Practice, residing in the Chicago office. Jai has more than 17 years of experience advising financial institutions, equity investors, asset managers, investment funds, and corporate issuers on a broad range of complex financing transactions. Jai advises sponsors and capital investors on the development, structuring and financing of renewable energy projects, including project-level financing, tax equity investments, back-leverage financing, and portfolio-level/holdco financing. Jai also advises clients on the acquisition and sale of projects and the monetization of cash interests through joint-venture partnerships. In addition, Jai has substantial experience advising clients on a wide range of finance transactions, including senior, term loan B, second lien and mezzanine loan facilities; single and multi-investor leveraged and non-leveraged lease transactions; and the securitization of a variety of financial asset classes in the public and private markets.



Patricia McDonald, Partner, Chicago

patricia.mcdonald@bakermckenzie.com

Ms. McDonald's practice involves providing advice to clients on renewable energy and tax equity transactions, including advice relating to energy tax credits (i.e., the production tax credit, the investment tax credit and the advanced energy credit for manufacturers) and the Department of Treasury 1603 cash grant. She advises clients on tax structuring issues in wind, solar and biomass transactions, including issues relating to partnership flip structures and inverted lease structures. Ms. McDonald also works with clients on tax issues relating to real estate transactions and domestic and cross-border mergers and acquisitions. In addition to the foregoing, Ms. McDonald regularly advises U.S. clients, non-U.S. institutional clients and sovereign wealth fund clients on tax issues relating to real estate funds, private equity funds, hedge funds, infrastructure funds and other investment funds.



Marc Pangburn, Director, Hannon Armstrong

Mr. Pangburn joined Hannon Armstrong as a director in 2013. He is responsible for origination and leads the structuring and execution of Hannon's renewable portfolio. He entered the renewable industry in 2007, and has experience in project finance, project development, and corporate finance. Most recently, he served as principal of MP2 Capital where he was responsible for project development and financing activities, focusing on solar projects. He previously worked at New York Life, focusing on debt and equity investments in the energy and infrastructure sectors. Mr. Pangburn holds an BA in Economics from Drew University and is a CFA Charterholder.



Ari Pribadi, Managing Director, Marathon Capital, LLC

Ari Pribadi, Managing Director, is a corporate finance, project finance, and M&A specialist with more than 20 years of experience in the power sector, including 12 years of experience with Marathon Capital. At Marathon, Mr. Pribadi advises clients on M&A transactions, as well as debt, equity, and tax equity capital raise transactions. During his tenure with Marathon, Mr. Pribadi has worked on more than 20 successful transactions, including the sale of Wind Capital Group's 351 MW operating wind farms to Pattern Energy (\$242 million), the sale of FirstWind to SunEdison (\$2.4 billion), the preferred equity raise for Edison Mission Energy (\$560 million), the sale of American Wind Capital Company's lease assets to Hannon Armstrong (\$107 million), the sale of Allco's Alta 1,500MW wind development projects to Terra-Gen (\$325 million), and the sale of Babcock & Brown's development subsidiary to Riverstone to become Pattern Energy.



Jacob Susman, Vice President of Origination, EDF Renewable Energy

Jacob Susman has been building businesses, investing, and developing projects in renewable energy since 1999. He led OwnEnergy from inception to its sale in August of 2015 to EDF Renewable Energy, including recruiting and managing its industry-leading team, raising capital, establishing a nationwide brand, sourcing new business, developing projects, building customer relationships and generating revenue. Today, he serves as VP, Head of Origination where he leads EDF RE's relationships with both utility and corporate customers around the US for the Company's wind and solar portfolio.

Jacob served for five years on the Board of the American Wind Energy Association, where he was its Treasurer and later its Secretary. Jacob also serves on the Advisory Board of the Business Renewables Center.

Moderator:



James P. O'Brien, Partner, Chicago

james.p.o'brien@bakermckenzie.com



Structuring Renewables Deals

2:30 pm - 3:15 pm

Panelists:



Paul Curnow, Partner, Sydney

paul.curnow@bakermckenzie.com

Paul Curnow is a partner in Baker McKenzie's Environmental Practice Group in Sydney and the head of the Asia Pacific Renewable Energy and Clean Technology practice. He has worked for over 12 years on Australian and cross border transactions involving offices in many other jurisdictions, particularly in Asia and Africa. Paul's key focus is advising on all issues associated with the development and financing of renewable, power and environmental projects, including emission reduction projects.



Grant Hanessian, Partner, New York

grant.hanessian@bakermckenzie.com

Grant Hanessian is a partner in the New York office of Baker & McKenzie, where he serves as chair of the firm's International Arbitration Group in North America. He chaired the Litigation Department of the firm's New York office from 2003 to 2012. Mr Hanessian has more than 25 years' experience as counsel and arbitrator in disputes concerning investment, energy, construction, commodities, financial services, insurance, intellectual property and other matters.

Mr Hanessian is the US alternate member of the ICC International Court of Arbitration in Paris, chairman of the Arbitration Committee of the US Council for International Business (US national committee of the ICC), US vice chair of the London Court of International Arbitration's North American Users Council, and a member of the ICC's Commission on Arbitration and its Task Forces on Arbitration Involving States or State Entities and on Financial Institutions and International Arbitration (leader of Investment Arbitration and Banking & Finance work stream), the American Arbitration Association–International Centre for Dispute Resolution's International Advisory Committee and its Advisory Committee on Brazil, the International Arbitration Club of New York, the Arbitration Committee of the International Institute for Conflict Prevention and Resolution, the New York City Bar Association's Committee on International Commercial Disputes and Club Español del Arbitraje, and is a founding board member of the New York International Arbitration Center.



Tim Heitling, Partner, Berlin

tim.heitling@bakermckenzie.com



Joel Link, Vice President Origination and Development, Tenaska

Joel Link is Vice President in Tenaska's Strategic Development & Acquisitions Group where he is responsible for originating thermal and renewable development projects, as well as the acquisition of projects in operation and under development. His extensive experience in the energy industry includes mergers and acquisitions and business development across a wide spectrum of project technologies, both domestically and internationally. His current focus is on wind, solar, natural gas and battery storage projects.

Link brings more than twenty years of experience in the power generation and high voltage transmission fields to his role at Tenaska. Link has held senior management positions in several successful development and consulting companies. Prior to joining Tenaska, Link was Vice President of Business Development at SolarReserve and Invenergy, LLC. He began his career at Black & Veatch performing detailed design engineering, followed by a move to the Independent Engineering & Project Assessment Group where he led detailed technical and financial due diligence reviews for lenders and financial institutions. In these roles, Link initiated and led the development of over 4,000 megawatts of wind, solar and natural gas-fueled projects currently under construction or in operation that represent



capital costs in excess of \$6 billion.



John Powers, Vice President - Strategic Renewables, Renewable Choice Energy

John Powers is the VP of Strategic Renewables for Boulder-based Renewable Choice Energy. Mr. Powers is widely recognized as one of the nation's leading voices on commercial & industrial (C&I) clean energy procurement. In his 14 years in the renewable energy industry, Mr. Powers has advised some of the largest brands in the world on carbon reduction, renewable energy acquisition, and sustainability strategies. To date, Renewable Choice has advised its C&I clients on the purchase of more than 1.2 MW of wind and solar power. Currently, Mr. Powers oversees the execution of all Renewable Choice C&I long-term renewable energy processes. He is a trusted leader who brings technical expertise and market knowledge to every partnership.

Moderator:



Weero Koster, Partner, Amsterdam

weero.koster@bakermckenzie.com

Weero Koster has practiced law for over 30 years. He focuses on projects (including the financing of projects), contracts, business combinations and M&A transactions. He is acknowledged as one of the leading energy lawyers in the Netherlands by both Chambers Global and the Legal 500 EMEA.

Weero supports renewable and conventional power generation energy projects and activities, mergers, acquisitions and privatizations in the energy industry, and commercial contracting. He also provides regulatory advice and assistance in dispute resolution for most major domestic and international players as well as local and central government and NGOs.



Corporate Leadership: The Future of Renewables and New Technologies

3:30 pm - 4:30 pm

Panelists:



Daniel Baublis, Managing Director, Power & Engineering, Riverstone Intellectual Capital

With more than 25 years developing and delivering power, energy, and heavy industrial projects across the globe, Dan's experience encompasses the complete spectrum of project development including project financing, regulatory, legal, commercial and technical facets. As Managing Director for Riverstone Intellectual Capital, Dan focuses on both the underlying technology and the real-world application and project delivery. Understanding all phases of a project's life, his perspective brings both depth and a critical view to Riverstone's clients, underpinned by education and experience. At Riverstone Dan has directed investments in energy storage, biofuels, electric transportation and real estate. As a senior executive managing a culturally- and geographically-diverse team, his process-driven approach establishes best practices that apply to all projects independent of project type or location. A Registered Professional Engineer, Dan is also the Managing Director of Fox Point Consulting, which provides technical services to the financial, legal, and energy industry.



Paul Camuti, Senior Vice President of Innovation and Chief Technology Officer, Ingersoll Rand

Paul Camuti is Senior Vice President of Innovation and Chief Technology Officer at Ingersoll Rand and a member of the company's Enterprise Leadership Team. Camuti works with business leadership teams to accelerate global innovation and technology-led growth strategies and promote an innovation-centric mindset for the organization. Camuti co-leads the enterprise strategy organization and oversees the full spectrum of innovation, technology and growth initiatives within the company, including advanced technologies; product, system and solution design; engineering; and product, service and sales commercialization. In addition, he is responsible for cultivating key alliances with external constituents to enrich the advanced technology and innovation capabilities of the business.



Mona Dajani, Partner, Chicago

mona.dajani@bakermckenzie.com



Joachim Scherer, Partner, Frankfurt

joachim.scherer@bakermckenzie.com

Prof. Joachim Scherer has more than 30 years experience of advising companies, financial institutions and public authorities in the fields of public law and governmental regulation. His main areas of practice are regulatory law, EU law and environmental law. He advises clients in the energy, telecommunications and transportation sectors on rate regulation, interconnection, network access and other regulatory issues, including representation before the Federal Network Agency, the German courts, the European Commission and the European Court of Justice. He has advised on numerous national and international regulatory and renewables projects.



Kevin Smith, CEO, Solar Reserve

Kevin Smith is SolarReserve's Chief Executive Officer, and one of its founding executives when the company was formed in 2008. Smith drives SolarReserve's continued growth and global expansion through developing, financing, building, owning and operating large scale solar energy projects which include \$1.8 billion of projects currently in operation worldwide. The company has commercialized its proprietary advanced solar thermal technology with integrated molten salt energy storage that delivers renewable baseload power 24-hours per day. The technology is now one of the leading energy storage technologies worldwide, and allows solar energy to operate like traditional fossil-fired and nuclear electricity generation.

Moderator:



Paul Curnow, Partner, Sydney

paul.curnow@bakermckenzie.com





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