



Managing partner David Cleland (centre) and the Pinsent Masons team with James Tsolakis of NatWest and Alex Novarese of *Legal Business*

LAW FIRM OF THE YEAR

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PINSENT MASON'S RICHARD FOLEY

MORE THAN AN IMPRESSIVE SET OF FINANCIALS

While Pinsent Masons is certainly no slouch in financial performance terms – in the last five years revenue has grown 40% and profit by 60% – our GC judges were impressed by its commitment to be assessed by a much broader set of yardsticks, particularly in the current social, political and economic climate. The firm's track record in areas such as diversity/CSR, employee wellbeing, innovation and client handling is why in the last 12 months it has renewed its sole adviser mandates with key clients Balfour Beatty and E.ON, and achieved a 93%

'likeliness to recommend' score in an independently run client feedback programme.

Client comments in support of its nomination were compelling but this comment from David Harrison, club secretary of Everton FC, sums Pinsents up succinctly: 'There aren't many law firms that would actively work with clients to reduce the time they put into transactional work, let alone license a product that enables the client to do so. That is what marks this partnership out.'

As Pinsents says itself: 'Simply turning a profit is not enough'.

HIGHLY COMMENDED

KIRKLAND & ELLIS

DAVID HIGGINS, STEPHEN LUCAS

In 2017 Kirkland set the pace on both sides of the Atlantic, becoming the highest grossing law firm in the world and redefining what it takes to be an elite global law firm. In 2018 it continued its remarkable run, not least in London which saw a bumper partner promotion round and the lateral hire of Adrian Maguire from Freshfields, a year after its market-defining move for David Higgins.

COMMENDED

CLIFFORD CHANCE

MATTHEW LAYTON

In 2017/18, CC emerged as the strongest-performing Magic Circle firm in the *LB100*. The only of London's big four to have retained its position in the *LB100* table,

Clifford Chance added £83m to its top line to hit £1.623bn. But it was the 16% surge in profit per equity partner (PEP) to £1.6m where CC edged ahead of its rivals.

HARBOTTLE & LEWIS

GLEN ATCHISON

Harbottle maintained its status as one of London's fastest-growing law firms, continuing its recent trend of double-digit growth and proving itself as an *LB100* standout. Overall revenue increased by 26% to £35.5m, up from £28.1m last year, while PEP increased by 32% to £670,000. Over the last five years, the firm has seen revenues grow 48% and profit by 86%.

MACFARLANES

CHARLES MARTIN

Another standout performance came from Macfarlanes in 2018, which broke

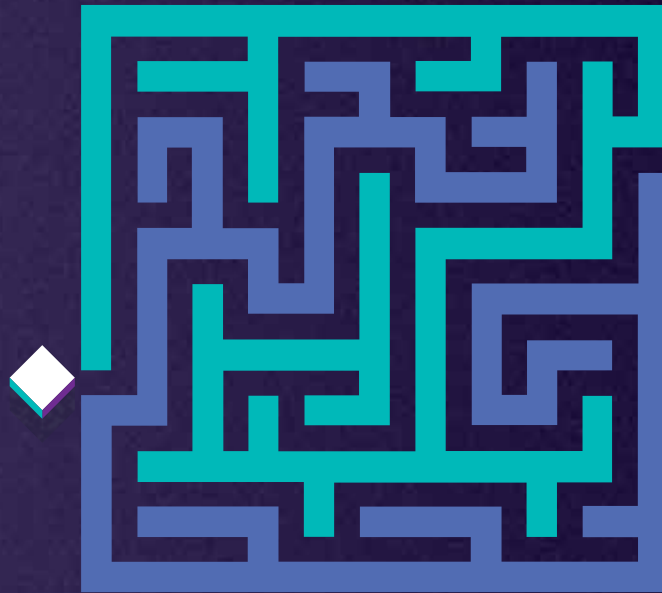
the £200m barrier after a remarkable 20% uptick in turnover to £201.5m. The firm also cemented its position as one of the most profitable operators in the Square Mile, increasing PEP by 26% to £1.74m, higher than most of the Magic Circle.

SIMMONS & SIMMONS

JEREMY HOYLAND

Simmons turned in its strongest set of results since the banking crisis, hiking revenues 12% to £354m. Amid a year of sustained foreign expansion into Dublin and Luxembourg in particular, the firm also saw PEP grow 8% to £686,000. This organic revenue growth was higher than anticipated and due to high demand in its core sectors of funds, financial institutions, healthcare and life sciences and TMT – proof that Simmons has its playbook right.

It takes an expert to appreciate expert guidance



We believe you can never have too much expert guidance. That's why our Relationship Managers are specialists in business banking. Their in-depth knowledge of the professional sector enables them to support firms in achieving their strategic ambitions and growth plans.

To find out how we can help, please contact James Tsolakis, Head of Legal Services,

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Monday to Friday 9am-5pm (excluding public holidays).
Calls may be recorded.



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