

# Law firm of the year

## WINNER

### Clyde & Co

**Peter Hasson, chief executive;  
Michael Payton, senior partner**

*Strong sector focus and stunning financials*

Few firms have enjoyed as much success in recent years as Clyde & Co. The firm has successfully focused its practice areas around five chosen sectors – insurance, aviation, marine, trade and finance and energy and infrastructure – giving it clear differentiation in an increasingly competitive market. It has then successfully rolled its strategy out across an international network that continues to develop.

In 2010 Clydes added a US office in New Jersey to join its outposts in New York and San Francisco and continued to strengthen its ties with Indian alliance firm ALMT Legal. The firm's international network now contributes more than 40% of its revenues. In the course of the year the firm also added 25 new partners.

Perhaps most impressively of all, financial performance has not been compromised by this growth. In 2010 the firm reported turnover up 4% to £192m and profits per equity partner up 12% to £599,000, with the top line almost doubling since 2005.

## HIGHLY COMMENDED

### BERWIN LEIGHTON PAISNER

**Neville Eisenberg, managing partner;  
Harold Paisner, senior partner**

Berwin Leighton Paisner continued to impress in 2010 for its practice area and sector strengths and its innovative approach in delivering client service. The firm has continued to bolster its international network, most recently adding a team in Singapore and building on its high-profile 2009 Moscow launch.

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### NORTON ROSE

**Peter Martyr, chief executive;  
Stephen Parish, chairman**

In 2010 Norton Rose continued its international expansion announcing tie-ups with Ogilvy Renault in Canada and Deneys Reitz in South Africa. Both will officially join the Norton Rose Group in June 2011 and follow Australia's Deacons into the UK firm's burgeoning global network. During the economic downturn few firms have reshaped their business in such a transformational way.

### SLAUGHTER AND MAY

**Chris Saul, senior partner**

In 2010 Slaughter and May once again demonstrated its excellence in advising on a string of the most complex instructions in the market in M&A,



(L-R) James Tsolakakis of RBS, Clyde & Co's Michael Payton and Peter Hasson with Legal Business editor Richard Lloyd

competition, litigation, finance and real estate. The firm sets the benchmark for quality in the UK market.

### STEPHENSON HARWOOD

**Andrew Sutch, senior partner;  
Sharon White, chief executive**

Stephenson Harwood has been one of the legal market's recent success stories. Underpinned by strong financial performance, the firm has continued to grow through lateral hires, enjoyed considerable success in its Asia offices and won a series of high-profile corporate and dispute resolution mandates.

### TRAVERS SMITH

**Chris Carroll, senior partner;  
Andrew Lilley, managing partner**

Travers Smith returned to form in 2010 with outstanding financial results and confirmation that its corporate practice remains one of the best in the City. The firm has strengthened its relationships with its preferred overseas law firms and in the course of the year continued to win plaudits from clients for the quality of its advice.

### WATSON, FARLEY & WILLIAMS

**Michael Greville, managing partner**

Another outstanding year from Watson, Farley & Williams. Committed to growing both its London office and international network, the firm made a series of lateral hires in the course of 2010 with more than half of the firm's lawyers now based overseas. Financial performance continued to be strong with increases in both turnover and profits announced in 2010 and impressive revenue growth in the first six months of the current financial year.

# Congratulations

RBS Corporate & Institutional Banking is delighted to congratulate Clyde & Co as the winner of the Law Firm of the Year category in this year's Legal Business Awards.

To find out how we can work with you and your business, contact: James Tsolakis, Head of Legal Practices, on 020 7672 1845 or email [james.tsolakis@rbs.co.uk](mailto:james.tsolakis@rbs.co.uk).

