

Law Firm of the Year

WINNER

MISHCON DE REYA

Kevin Gold

Setting the Gold standard for legal business

On numbers alone, it was difficult to look beyond Mishcon de Reya's outstanding performance for this award. In 2010-11 the firm posted a 37% jump in revenues to £65m. That's formidable in any economic climate, let alone in a stagnant market. Management says the firm looks to be on course to hit £72m in the current financial year, paving the way for the very real possibility of reaching its £80m target in 2013.

Strategically, counterintuitive decisions have clearly paid off. Mishcons saw the global financial crisis as an opportunity to grow. Equity partners took a £319,000 hit on drawings in 2008 to enable the firm to invest for the future. With the cash this move freed up, the firm embarked on a prolific hiring spree, taking on 18 new partners to date.

Managing partner Kevin Gold has run the firm with admirable consistency and his right-hand-man, executive partner James Libson, is emphatic that the firm will continue to grow in the coming years. Last year proved a milestone year for Mishcon. We will watch with interest to see what it will do next.

HIGHLY COMMENDED

ALLEN & OVERY

David Morley

This Magic Circle firm has bucked the trend among its peers by increasing revenues through the downturn with a compound annual growth rate of 9% over five years. In 2006 the firm's revenues lagged behind rival Freshfields Bruckhaus Deringer by some £140m. The gap is now just £20m. The firm's continual global expansion saw it open a number of noteworthy offices during 2011.

DLA PIPER

Sir Nigel Knowles

DLA Piper topped the *LB100* last year and has just broken the fabled \$2bn revenue barrier in 2011. In the year just gone, DLA Piper established footholds in Portugal, Mongolia and Venezuela, as well as hiring former Linklaters managing partner Tony Angel. If 2011 is anything to go by, 2012 will see this juggernaut continue to be the firm to watch.

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The Royal Bank of Scotland's James Tsolakis (far left) with Susan Freeman and Kevin Gold (centre), plus a full Mishcons cast

IRWIN MITCHELL

Michael Napier QC

A prime example of a truly innovative law firm, Irwin Mitchell is an industry pioneer with its plans to convert to an alternative business structure before many rivals have even considered it. In a difficult market, the firm posted positive revenue growth in 2011 and has appointed former PricewaterhouseCoopers vice chairman Glyn Barker as chairman designate.

KIRKLAND & ELLIS

Jim Learner, Jeffrey Hammes

Global revenue soared by 14% while profits were up by 28% for this truly global powerhouse, challenging some of the more established firms and threatening members of our Global Elite. Kirkland & Ellis continues to impress with strong performances not only stateside, but in London and the rest of Europe.

STEWARTS LAW

John Cahill

This litigation powerhouse truly punches above its weight. After a number of impressive hires from rivals and a stellar set of financial results, which saw revenues leap 42%. Stewarts Law now sits firmly among the top-100 UK law firms and can lay claim to being one of the strongest boutique firms in the country.

Congratulations

We are delighted to celebrate the success of Mishcon de Reya, winner of the 'Law Firm of the Year' award in this year's Legal Business Awards, who has clearly demonstrated a level of dedication and commitment beyond the ordinary.

At RBS, these same values play a key part in the way we do business and that is why we are proud to support this event.

**To find out more, contact James Tsolakis,
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