



John Cleland and Richard Foley (centre) with James Tsolakis of Natwest and Alex Novarese of Legal Business

## LAW FIRM OF THE YEAR SPONSORED BY NATWEST

### PINSENT MASONS

#### John Cleland; Richard Foley

##### PULLING AHEAD OF THE CHASING PACK

New leadership has added extra flair and bite to the story of Pinsent Masons over the last 12 months, already one of the fastest-growing UK-headquartered firms in our Global 100 report over the past five years.

The firm posted revenue of £362.4m in 2014/15, up 12% on the prior year. As well as being one of only two firms in the *Legal Business 100* top 25 to post double-digit growth, this was accompanied by a 15% increase in turnover in London and

underlying that was a three percentage-point increase in profit margin.

This financial performance wasn't a one-off. Over five years, turnover has grown by 70%, which compares more than favourably with any other large national firm with regional heritage.

The firm is well balanced: its infrastructure, advanced manufacturing and technology and financial services sectors each consistently account for around 20% of the firm's turnover, with the energy sector contributing some 12%.

### HIGHLY COMMENDED

#### ALLEN & OVERY

##### Wim Dejonghe

The standout performer of London's big four over the last five years, A&O saw revenue growth of 4% to £1.28bn in 2014/15, while profits per equity partner came in at £1.21m, a rise of 8%. Significantly, A&O last year ushered in a bonus pool for 'exceptional partners' in a bid to retain and attract key talent.

#### MACFARLANES

##### Charles Martin

Outstanding organic growth has supercharged this firm's bottom line. A PEP for 2014/15 of £1.56m means it outstrips the London elite on individual partner profits while it has been one of the most successful top 100 firms over the last five years with revenue growth of 73%.

#### MISHCON DE REYA

##### Kevin Gold

In 2015, Mishcon de Reya exceeded its financial target of £100m revenue a year ahead of schedule – the fifth consecutive year that it has beaten its target. The firm also moved to new headquarters, promoted an all-female round of partners and converted to an ABS structure to allow non-lawyers into the partnership.

#### STEPHENSON HARWOOD

##### Sharon White

Stephenson Harwood was among the top-performing firms year-on-year for revenue and PEP in the *Legal Business 100* in 2015 and fares well on a five-year track as well. The firm cited robust growth in its London, China and Dubai practices.

#### STEWARTS LAW

##### John Cahill

Demonstrating the rising stock of specialist practices in the UK top 100, disputes-only player Stewarts Law was one of the strongest performers overall in 2014/15, with turnover rising 13% to £52.4m and PEP up 14% to £1.3m.

#### TRAVERS SMITH

##### Chris Hale

This firm has also turned in a highly credible performance in the *Legal Business 100* in recent years and has proved it is not just a one-trick pony. 2014/15 saw record results, with a 9% rise in revenue, breaking the £100m boundary, while PEP was up 8% to £947,000. Those results also mark back-to-back growth at the 300-lawyer firm.

NatWest is proud to be supporting British business.

Congratulations to  
**Pinsent Masons**  
**Law Firm of the Year**  
at this year's  
**Legal Business Awards**

For information on how we can help your business please contact:

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