



Vieira de Almeida's Rita Proença Varão with Rebecca Rogers of SSQ

## INTERNATIONAL FIRM OF THE YEAR

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### VIEIRA DE ALMEIDA

#### João Vieira de Almeida

##### REMAINING AT THE TOP OF ITS GAME IN PORTUGAL

VdA has positioned itself well to lead the pack in a tough Portuguese legal market. Despite the pressure from local rivals and Iberian alliance firms, VdA's financials, credentials and geographical coverage means that the firm remains at the top of its game.

The numbers speak for themselves: in 2015/16 VdA managed 21% growth in both revenue and profit and has averaged 12% growth in turnover over the last five years.

The financial performance has been matched by significant expansion of the business, with the firm pushing its coverage to 11 jurisdictions including ramping up its presence in the Lusophone Africa countries Angola and Mozambique.

In a notable move, VdA hired a large team from a major local rival, increasing overall headcount by 10%. This has had tangible effects on the business, with the share of the international work in VdA's turnover going from 3% in 2015 to just under 20%.

### HIGHLY COMMENDED

#### GARRIGUES

##### Fernando Vives

The largest firm in continental Europe by number of fee-earners recorded a 3% rise in global revenue in 2016. The Latin America region has been a specific focus for Garrigues, which opened its latest regional office in Chile by incorporating local firm Avendaño Merino into its international network.

#### GÓMEZ-ACEBO & POMBO

##### Manuel Martín

The past year has seen the elevation of a new generation of leadership and a firm-wide transition towards more specialist expertise at this leading Spanish independent, resulting in new international client wins, higher revenues and profitability.

#### MAGNUSSON

##### Per Magnusson

A unique firm offering clients comprehensive coverage of the Baltic Sea Region, Magnusson continues to go from strength to strength. Strong top-line performance and double-digit profit growth was matched by key client wins to underline a high-functioning business model.

#### MASON HAYES & CURRAN

##### Emer Gilvarry

This Dublin firm has grown significantly since 2013 and this growth has been organic, not through a merger. In the last two years, the firm has increased revenues by 50% to €72m and also appointed a director of client service, a role which is relatively new in Ireland.

#### NOERR

##### Tobias Bürgers; Alexander Ritvay

One of the strongest financial performers in the German market over the last five years, this leading independent firm saw turnover grow by a solid 5% year-on-year while deepening its bench strength with lateral hires from the likes of Ashurst in its home market and a team from a strong local practice in Poland.

#### WOLF THEISS

##### Erik Steger, Richard Wolf

One of the top performers in our Euro Elite report in 2016, the Austrian firm generates around 80% of its work from international clients. The firm emerged from a post-banking crisis slump to move turnover up by 7% last year.



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SSQ was delighted to be involved with this year's Legal Business Awards to celebrate the industry's finest achievements. We would like to congratulate all of the shortlisted and winning law firms and businesses of this prestigious event.



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