

## WINNER

# Michael Payton, senior partner

### CLYDE & CO

#### Revered leadership

Twenty years ago, at the age of 39, Michael Payton was elected senior partner of Clyde & Co. He's been re-elected four times since, and has guided the firm through incredible growth, from a specialist shipping firm into one of the UK's most dynamic insurance-sector law firms.

In its core areas of insurance/reinsurance, shipping and transport, energy and international trade, Clyde & Co is among the very best. It has the sixth-largest dispute resolution team in the country, and is ranked 21st in the country by both PEP and turnover. The gross fees have jumped 85% in the last five years – largely as a result of shrewd international investment that now accounts for 22% of gross fees – and profits have kept up, with a 75% increase over the same period.

Last year, Payton made the typically brave decision to take the firm into Iraq in the aftermath of the fall of Saddam Hussein. He has also secured 13 lateral hires since February 2003, and all this on top of a universally admired personal practice.

Payton maintains a market-leading practice for underwriters and insurers, having worked in his time on the claims surrounding Piper Alpha and Exxon Valdez, the invasion of Kuwait and the break-up of the former

Yugoslavia. Of late he has worked on the World Trade Center losses, where he has drawn up a neutral evaluation scheme as an alternative to mediation or litigation. Payton is a man at the top of his game, and an example to senior partners everywhere.

### STAR PERFORMERS

#### NIGEL KNOWLES

##### Managing partner, DLA

Without doubt one of the most admired managing partners in the UK, Nigel Knowles spent 2003 rebranding his firm, increasing its profits and

award if he had simply kept Dundas & Wilson extant following the break-up of Andersen Legal. In reality, he has done so much more than that.

The D&W brand remains one of the strongest in Scotland, the firm's finances have remained on course with steady growth despite the tough economic climate, and the firm's London office is pushing on with key hires such as that of corporate partner Colin Fergusson from KLegal. It's a management performance deserving of such recognition.

## Payton made the typically brave decision to take Clyde & Co into Iraq.

turnover, and signing off on three European mergers. He is relationship partner for two of the firm's biggest clients – Virgin Group and Barclays – and has been voted in for a third three-year term, meaning he's in the role until December 2006. His dream of creating 'a top-five European full-service law firm with a significant presence in Asia' gets ever closer.

#### CHRIS CAMPBELL

##### Managing partner, Dundas & Wilson

Chris Campbell would have been a deserving nomination for this

#### RIC MARTIN

##### Chief executive, Kennedys

Kennedys rocketed a massive 30 places in the *Legal Business 100* composite rankings in September, largely due to the skilful direction of its chief executive. The composite rankings measure performance across a range of financial indicators – the highlights for Kennedys were a PEP increase of 25% and a turnover hike of 16%. This litigation-led firm has come into its own in the current market, and some strategic lateral hiring highlights the strength of its impressive leadership.

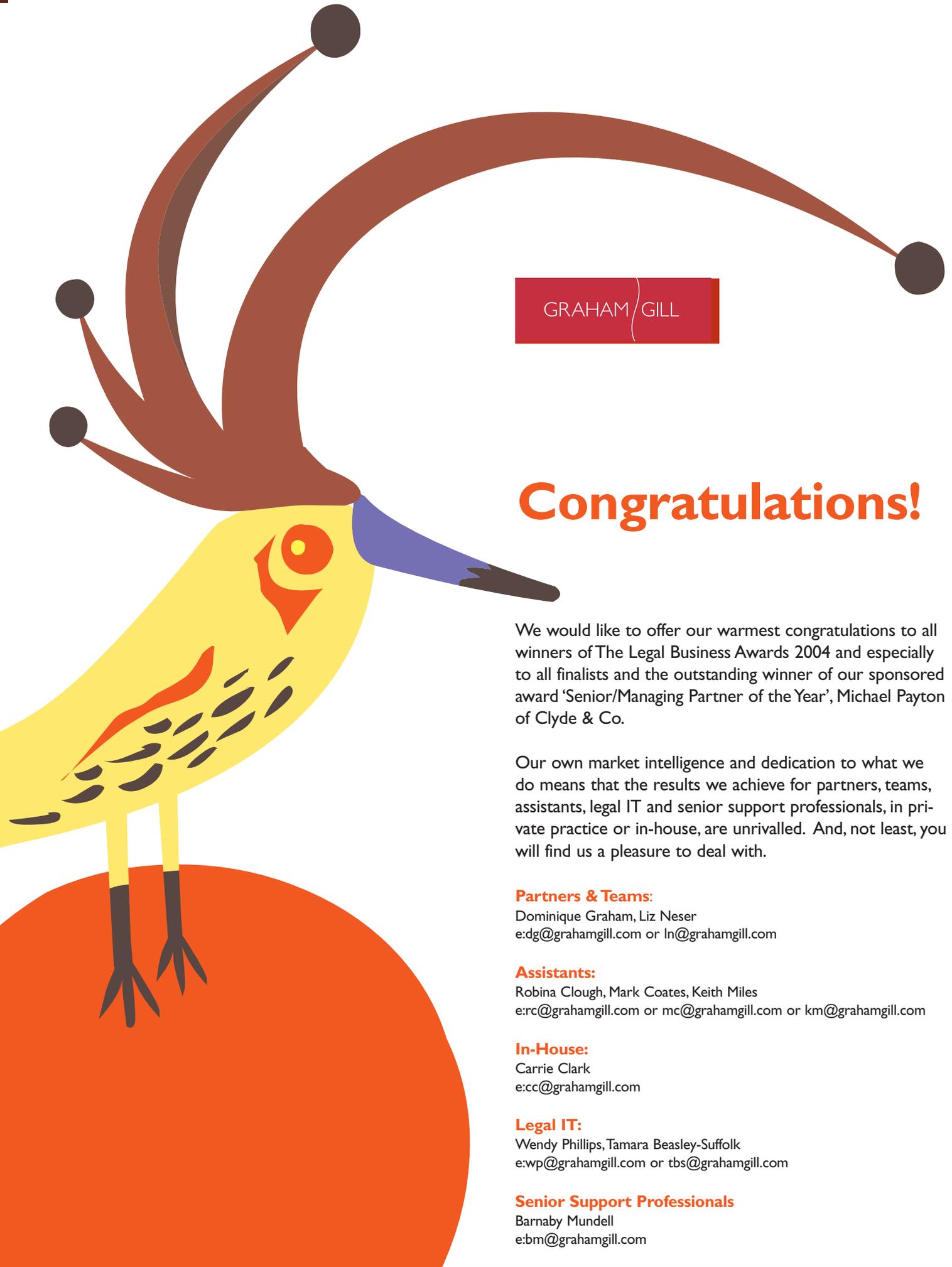
#### DAVID MILES

##### London managing partner, Latham & Watkins

David Miles took over the reins of Latham's London office 18 months ago. Lateral hires have continued unabated; he is described as a 'great consensus builder' by his colleagues. In 2003, Miles oversaw the recruitment of five new partners, including that of Andrew Moyle in technology from Shaw Pittman and Christopher McFadzean in corporate from Linklaters. Miles continues to practise, and worked on the biggest-ever Japanese project financing last year, advising Jupiter Telecommunications on a \$1.2bn (£656m) loan facility.



Clyde & Co senior partner Michael Payton collects the Senior/Managing Partner of the Year award from Dominique Graham of Graham Gill



GRAHAM GILL

## Congratulations!

We would like to offer our warmest congratulations to all winners of The Legal Business Awards 2004 and especially to all finalists and the outstanding winner of our sponsored award 'Senior/Managing Partner of the Year', Michael Payton of Clyde & Co.

Our own market intelligence and dedication to what we do means that the results we achieve for partners, teams, assistants, legal IT and senior support professionals, in private practice or in-house, are unrivalled. And, not least, you will find us a pleasure to deal with.

### Partners & Teams:

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### Assistants:

Robina Clough, Mark Coates, Keith Miles  
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### In-House:

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### Legal IT:

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### Senior Support Professionals

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