

# Management partner of the year

## WINNER

# Tony Angel

## Linklaters

### *Closing the profitability gap with Slaughter and May*

A magnificent year for Linklaters, which saw it become only the second UK firm to exceed £1m in PEP. Turnover was equally impressive at £935m, up 16% on 2005. Tough and strategic management by Angel has finally paid off, and the rigorous attention to partner performance has been rewarded in the bottom line. Such attention to detail has helped the firm close the profitability gap with Slaughter and May and has established clear blue water between it and close rival, Freshfields Bruckhaus Deringer.

In 2006, Angel has been able to sit back and reap the rewards of eight years of dedication and commitment. The first few years following the millennium saw droves of underperforming partners leave Linklaters, a move that gathered its fair share of critics at the firm's rivals. But few of them can argue with the financial success the firm is enjoying today. Linklaters' recent ascent in finance, which saw it move into the top tier in banking and acquisition finance in 2006, means that it is the only UK firm

that can legitimately claim to be a market leader in M&A, banking and capital markets.

Under Angel, Linklaters has gathered momentum and pace, becoming an integrated, global firm that rivals the US global elite. Angel retires from the partnership in June, but he leaves behind a firm ideally positioned to take on the next challenge: cracking the US.



Martin Lewis of Linklaters (centre) accepts the award on behalf of Tony Angel, from Gerard McDermott QC, on behalf of Challenor Legal Search & Selection

## HIGHLY COMMENDED

### SIMON BROMWICH

#### Ashurst

He may be one of the youngest managing partners in the City, but Simon Bromwich has quietly upped the game at Ashurst, cutting costs in London and restructuring the European practice to increase profits. As a result, PEP has increased by 24%, to £701,000. The firm has also increased its profile in corporate finance and M&A, where recent endeavours have seen it make headway with the US investment banks.

### NEVILLE EISENBERG

#### Berwin Leighton Paisner

2006 saw Neville Eisenberg fulfil his ambition, with the successful transformation of Berwin Leighton

### SUNIL GADHIA

#### Stephenson Harwood

The unassuming Gadhia has pulled Stephenson Harwood back from the brink, demonstrating strong people management and commitment to changing the firm's work ethic. As a result, there is a new and dynamic focus on the bottom line. Last year, profits per partner increased by nearly 50%, to a respectable £408,000, while turnover jumped 9% to £61.1m.

### PETER SHARP

#### LeBoeuf, Lamb, Greene & MacRae

LeBoeuf Lamb's London office has seen an unprecedented hiring spree over the past three years, culminating with eight high-profile hires in 2006, including a three-partner environment team from Freshfields Bruckhaus Deringer. Peter Sharp has successfully overseen the integration process that saw London become the second-biggest office after New York and the firm branch out from its energy and insurance roots to build a global telecoms practice, centered on London and New York.

### PAUL STOTHARD

#### Shoosmiths

In recent years, Shoosmiths' chief executive Paul Stothard has presided over one of the strongest financial performances of any national firm, while simultaneously helping to make a once-traditional practice one of the most innovative and progressive outside London. Last year, the firm's turnover increased by more than any other firm in its peer group; a massive 23% rise saw the figure reach £75m with PEP increasing by 15% to £394,000.

## Angel's strategic management and rigorous attention to partner performance has been rewarded in the Linklaters bottom line.

Paisner from real estate heavyweight to one of London's most dynamic and enterprising firms. A string of impressive laterals has seen the firm fearlessly branch out into some of the UK's most coveted areas of law, including securitisation and structured finance. An unstoppable force when it comes to progression.

10th  
anniversary

LEGAL SEARCH & SELECTION  
**CHALLENGOR**  
www.challengorgroup.com

**Challenor is a specialist legal search business dealing with domestic and cross-border assignments.**

We act for some of the country's leading law firms, companies and banks.

**Specialist Solutions**

As an independent player, we can move faster than most. We are unencumbered by the ties that restrict less specialised consultancies. Our focus is always on what you want and need.

**Our Approach**

In a market where integrity is the key to success, you can rely on us to deliver to a brief and on time.

Naturally, you'll expect rigorous assessment on your behalf, but what you'll also get are our thoughts and opinions. Understanding the market as we do, we're careful to deliver a range of realistic solutions to best suit your needs and have our sights firmly set on leading the way forward for legal search and selection.

Please contact **Matthew Root** on **07768 332665** for senior appointments to private practice or **Matthew Sharpe** on **07966 158062** for appointments to industry.

email: [contact@challengorgroup.com](mailto:contact@challengorgroup.com)

**LONDON**

330 High Holborn, London WC1 7QT  
Telephone: 020 7203 8413

**MANCHESTER**

82 King Street, Manchester M2 4WQ  
Telephone: 0161 935 8288

email: [contact@challengorgroup.com](mailto:contact@challengorgroup.com)