

# Management Partner of the Year

## WINNER

# BILL DRUMMOND

Brodies

*Flying the Saltire for more than a decade*

2013 will see Bill Drummond mark his fifteenth year at the helm of one of Scotland's biggest success stories. Re-elected for a sixth term at the end of 2012, Drummond has led Brodies since 1998 and has successfully maintained a clear strategy to focus squarely on top-quality advice to clients north of the border.

Drummond has been consistent in his message that Brodies will not open offices elsewhere in the UK but instead has concentrated on becoming one of the leading full-service firms in Scotland. This has meant that the firm has been focused, rather than static – the decision to open a Brussels practice in 2012 to complement its EU and competition offering to clients is proof of that.

Drummond's commitment to Brodies being the best in its own market has undoubtedly paid off. While other Scottish firms have floundered, Brodies has increased turnover more than five-fold under Drummond from £8m to £42.8m, and profits seven-fold from £2m to £17.6m. 2012 was yet another robust year: a 16% hike in revenue and a 19% jump in profit per lawyer on top of a 10% increase in lawyer numbers.

## HIGHLY COMMENDED

### SIMON BESWICK

Osborne Clarke

Beswick had a busy year running Osborne Clarke in 2012, his tenth year in the job. First came a merger with its Spanish and Italian alliance partners, which doubled the number of offices the firm has to 12 and added 21 partners to the roster, followed by a new launch in Hamburg. Beswick's sector-based strategy is vindicated by the firm's strong financial performance.

### TIM EYLES

Taylor Wessing

The results of the growth strategy that Eyles launched in 2010 became evident last year. Since then, the firm's pitch win rate has risen by 22%, revenues have grown 19% and PEP by 31%. Significant overseas expansion and the creation of the first dedicated Tech City office by an international firm means the firm's development has matched its managing partner's ambitions.

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(L-R) Brodies' Bill Drummond with Lesley Wan of Lloyd's Banking Group on behalf of The Challenger Group

### KEVIN GOLD

Mishcon de Reya

As managing partner since 1997, Gold can take much of the credit for transforming Mishcon into the phenomenon it is today. The firm has witnessed outstanding growth in the past two financial years – revenues have grown from £47.5m to £73.1m. With plans to move into non-legal services, launching a business for high-net-worth individuals, Gold is showing no signs of slowing down.

### DAVID MORLEY

Allen & Overy

Morley was re-elected in January 2012 for a second four-year term. In the last 12 months he's led the firm to open two offices in Vietnam, seal an alliance in Saudi Arabia, continue to invest in the growth of its Belfast back-office operation, and enjoy strong financial performance compared to most global rivals. He was also the chair of the inaugural board of Prime, the first profession-wide scheme offering quality work experience to disadvantaged students.

### MARGARET ROBERTSON

Withers

Celebrating ten years at the helm of one of the leading international private client law firms, Robertson once again presided in 2012 over a strong financial performance that saw Withers' PEP grow 23%. Under her leadership, the firm was one of the first UK law firms to merge in the US.



'It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change.'

**Charles Darwin**

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