

## WINNER

# Mishcon de Reya

## James Libson

### *Standing apart proves highly profitable*

Mishcon de Reya's heavily promoted motto, 'It's business. But it's personal', cuts to the heart of a strategic direction taken by the firm that underpins its startling commercial success in recent years. The firm has done more than anyone to reinvent private client for the Facebook generation. The creation of Mishcon Private redefined the practice area, broadening it to include reputation protection, immigration, families in business, family office management, residential property and art. In doing so, Mishcon aligned itself to a client base dominated by high-net-worth individuals, and stood apart from the firms pursuing FTSE 100 companies.

The performance of the firm has been outstanding since then, making it second-fastest-growing firm organically in the *LB100* over the last five years, with profit per lawyer up 38% since 2008. Turnover increased by 21% during the last financial year and by 88% over five years.

The firm continues to attract a host of high-profile and complex instructions, including representing Berezovsky's ex-partner on the settlement of his estate and significant divorce cases.



The Mishcon de Reya team with Sam Houston of Coutts

## HIGHLY COMMENDED

### BAKER & MCKENZIE

#### Ashley Crossley

Baker & McKenzie's Middle East coverage and its strong international wealth management practice mean it is well positioned to steer clients through complex wealth planning issues in the wake of the turmoil caused by the Arab Spring, for example corporate restructurings for the business holdings of prominent European and Asian families. A team that deserves more credit.

### MACFARLANES

#### Jonathan Conder

Revenue for Macfarlanes' highly respected private client department was up 15% for 2012/13, slightly ahead of the firm's impressive overall revenue growth. Much of this growth came on the back of high-end work, including acting for several beneficiaries of a multibillion-dollar intestate estate, comprising assets in six jurisdictions.

### McDERMOTT WILL & EMERY

#### Martyn Gowar

One of the very few strong private client practices of a US firm in the City, this team is part of a transatlantic practice whose clients include five of the top 20 on the *Sunday Times* Rich List. In 18 months, the team's headcount has more than doubled to ten specialist practitioners. A team to watch.

### PINSENT MASONS

#### Michael Pulford

Pulford scored a significant victory in the Court of Appeal at the end of a long-running dispute between the firm's client, ultra-high-net-worth Saudi Arabian businessman Adnan Sharbatly, and his former wife in high-profile proceedings for financial relief following a divorce. The team successfully argued that the marriage itself was invalid in England and Wales.

### VARDAGS

#### Ayesha Vardag

This niche practice has consistently featured in some of the most prominent divorce cases for high-net-worth clients, including the case of Li Quan, a former executive with Gucci, in her divorce from her millionaire husband Stuart Bray and the headline-hitting 'Brewsters Millions' case, where it succeeded in securing a £20m lump-sum order.

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# EXCELLENCE PAYS DIVIDENDS.

Congratulations to Mishcon de Reya, winner of the Private Client Team of the Year Award.  
Exceptional effort, well rewarded.

