



William Fry with Melanie Tremblay of SSQ

## INTERNATIONAL FIRM OF THE YEAR

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### WILLIAM FRY BRYAN BOURKE

#### STRONG PERFORMANCE IN AN INTENSELY COMPETITIVE MARKET

William Fry has had an exceptional year, working on the most noteworthy deals in Europe, increasing market share, performing strongly financially, growing in terms of headcount and rolling out key workplace initiatives. This has cemented its place as the one of the corporate firms of choice in the Irish market.

Consistently ranked in the top three for Irish M&A activity since 2010 by Mergermarket, in 2017 it ranked first for deal volume with 26 deals totaling €982m – including the largest M&A deal in Europe 2017,

advising Linde on its proposed \$70bn merger with Praxair. Added to this was largest IPO in Europe 2017 – advising the Minister for Finance on the IPO of 25% of AIB, which saw a return by AIB to the Irish and London Stock Exchanges, and Ireland’s largest-ever real estate acquisition – advising Hammerson and Allianz Real Estate on its joint venture to acquire the Project Jewel loan portfolio from NAMA for €1.85bn, anchored by Ireland’s largest shopping centre, the Dundrum Town Centre.

#### HIGHLY COMMENDED MIRANDA

##### DIOGO XAVIER DA CUNHA

Despite a third of its partners defecting to a rival in 2015, Portuguese heavyweight Miranda has thrived. Revenues grew by 11% in 2017 thanks to its alliance member firms – to which a Cote D’Ivoire member was added last year. This takes the total to 18 in sub-Saharan Africa: often difficult markets in which Miranda continues to carve out a unique position. A period of repositioning has seen the firm find its confidence and rediscover the key elements of success for more than 30 years.

#### COMMENDED BÄR & KARRER

##### DANIEL HOCHSTRASSER

One of Switzerland’s dominant corporate firms, Bär & Karrer has managed to stay ahead through adaptability. For the

firm, which added an arbitration team in Geneva at the beginning of 2017, the flow of deals was strong, with 29 completed transactions, valued at \$13.4bn.

#### CHIOMENTI GREGORIO CONSOLI

Chiomenti has done well to adjust in a challenging legal market, with the Italian economy largely stagnant. Revised governance, a multidisciplinary approach and practice diversification – including new business units dedicated to white-collar crime and business integrity – made sound commercial sense.

#### GARRIGUES FERNANDO VIVES

At 1,408 lawyers, continental Europe’s biggest law firm is getting bigger. The firm’s 3.1% growth overall includes a remarkable 81% expansion in its Latin America operations,

while the firm has excelled in across the key metrics of strategy, financial performance, innovation, recruitment and diversity.

#### MATHESON MICHAEL JACKSON

Matheson’s growth in Ireland, including across its strong M&A practice, has been surpassed by that derived from its international offices. The firm’s strategy is best evidenced by the addition of its third US office in San Francisco to supplement its existing Palo Alto and New York arms.

#### URÍA MENÉNDEZ JOSÉ MARÍA SEGOVIA

In the latest figures, Uría had a record year: firm-wide revenues grew by 5.8%, a rate nearly double its bigger Spanish rivals. The firm’s growing international client base, cross-border deal list and expanding Latin American operation confirm its dominance.



# CELEBRATING THE FINEST LEGAL TALENT

If you would like more information on working with SSQ, please contact:

**MARK WAGNER**  
**DIRECTOR**  
**LONDON**

t: +44 (0)20 7187 7405

m +44 (0)7983 468 564

e: [mark.wagner@ssq.com](mailto:mark.wagner@ssq.com)

With almost 90 legal search professionals around the world, we place partners, associates and in-house lawyers at all levels of seniority, on both a permanent and interim basis. With our unrivalled track record and unique international network, we remain at the forefront of the legal search market.

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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