



Glen Atchison of Harbottle & Lewis with Dominique Graham of Signium

MANAGEMENT PARTNER OF THE YEAR

Sponsored by Signium

GLEN ATCHISON HARBOTTLE & LEWIS

CONTINUED SUCCESS OVER A DECADE-LONG RUN

Elected as this West End firm's managing partner at the tender age of 37 in 2008, Atchison has held what is typically a three-year post for almost a decade. Under his leadership, revenue and profitability have seen exponential growth. Over the last five years, revenues have grown by 48% (from £19m to over £28m) and profits by 86% from £8m to over £15m. PEP has increased by 58% from £345k to £545k, and partners at the top of the ladder had profit shares exceeding £1m. While the firm ranks towards the lower end of the Legal Business

100, outgunned by bigger firms, it more than punches above its weight in terms of profitability. The firm also suggests that given the first six months of 2018 so far, this performance will be surpassed.

Atchison spearheaded a complete overhaul of the firm's remuneration structure, replacing the lockstep with a more flexible, merit-based process that rewards each partner's overall contribution. All this, while still combining his management responsibilities with heading up the private capital group.

HIGHLY COMMENDED

KEVIN GOLD MISHCON DE REYA

2017 Law Firm of the Year Mishcon de Reya posted yet another outstanding set of financials for 2016/17, with turnover up 17% to £149.4m – meaning revenues have doubled since 2011/12 when the firm's top line was £73.1m. Meanwhile, profit per equity partner (PEP) rose by 10% to £1.1m. Gold has presided over this market-leading growth, driving Mishcon to become arguably the law firm of the decade.

COMMENDED

BILL DRUMMOND BRODIES

Drummond stepped down this year after 20 years as managing partner of the firm he joined as a trainee in 1980. He hands over to a younger generation of leadership after a hugely successful

run that has seen Brodies emerge as the leading independent Scottish firm, with Drummond driving some phenomenal financial growth as managing partner.

CHARLIE JACOBS LINKLATERS

In October 2016, Jacobs took over as senior partner amid high hopes that the corporate rainmaker would bring flair and dynamism to the leadership at a City giant that looked in danger of losing its way. Morale and recent performance at Linklaters has markedly improved in the last 18 months with the firm – moving away from the metric-obsessed leadership of old – looking set to regain its former swagger.

DAVID PATIENT TRAVERS SMITH

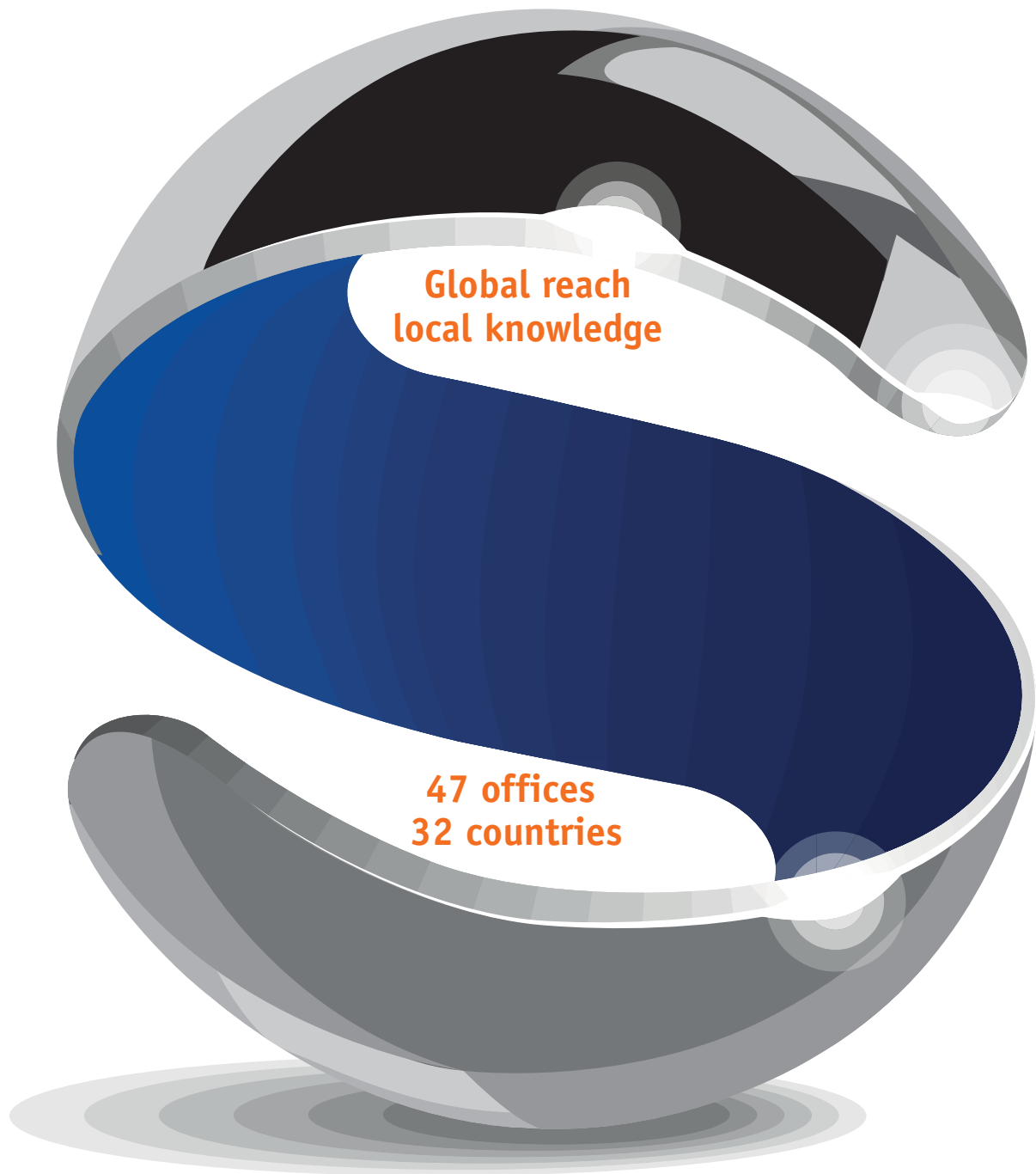
With unwavering support internally, the clubbable Patient was re-elected for a

second three-year term that starts in July and there were no rivals to contest his reappointment. It is clear to see why – during his tenure the revenues, morale and reputation of this City stalwart have only gone one way.

SHARON WHITE STEPHENSON HARWOOD

Stephenson Harwood's supervisory council took the decision in 2017 to extend White's existing term for a further two years, with her last three-year term due to expire last September. The modest White has been a standout female leader at the top end of the UK profession and the firm has thrived since she took on the chief executive role in 2009.

**Signium would like to congratulate
Glen Atchison at Harbottle & Lewis
Winner of the Legal Business
Management Partner of the year award for 2018**



**Strategic advice to Law firms
Executive search & consulting
www.signium.com**