



Kennedys' Nick Thomas with Emily Bernstein of Investec Private Bank

MANAGEMENT PARTNER OF THE YEAR

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NICK THOMAS KENNEDYS

MASTERMINDING THE GROWTH OF A GLOBAL INSURANCE PLAYER

In revenue growth terms, far and away the top-performing firm in the 25-50 bracket of the *LB100* was Kennedys, which recorded a 31% rise in global turnover and 14% for UK income. Nick Thomas, who was re-elected to serve a fifth five-year term as senior partner to run from 2017, has overseen some significant expansion in that time, with revenues growing 68% over the past five years.

Thomas, who joined the firm in 1977 and became senior partner in 1997, currently carries out that role in addition to

chief executive duties after previous chief executive Guy Stobart stood down at the end of 2014. In his time as senior partner, Thomas has overseen the firm's growth from a 25-partner firm with two UK offices into an international insurance player, with 250 partners in 37 global offices. Recently the firm opened in the US through its merger with insurance firm Carroll McNulty & Kull and added offices in Australia, Mexico as well as a formal association in Italy.

HIGHLY COMMENDED

RICHARD CRUMP

HFW

When Crump was first elected senior partner in May 2007, Holman Fenwick Willan was a 240-lawyer shipping firm with just eight offices around the world. Barely a decade later, HFW is a thriving, multi-sector business with more than 600 lawyers and 20 offices across five continents. The firm's revenue has almost tripled during his leadership, increasing from £67.7m to £179.1m.

COMMENDED

RAY BERG

OSBORNE CLARKE

In 2018 OC elected its UK managing partner Berg to a second term in a glowing endorsement of the firm's growth since his first term began in 2015. The most recent financial results confirmed a

five-year average of double-digit revenue growth, as global turnover rose 14% to €273m: it has increased 112% since 2013, making OC one of the top performers in the *LB100* over that time.

CHRIS HALE/DAVID PATIENT TRAVERS SMITH

Managing partner David Patient and senior partner Chris Hale formed an experienced duo at the helm of Travers Smith during arguably its most successful period, with the former in place since 2015 and the latter since 2013. For Travers, 2017/18 was its ninth consecutive year of growth, yielding an 18% uptick in turnover to £146.9m and a 24% surge in profit per equity partner to £1.2m.

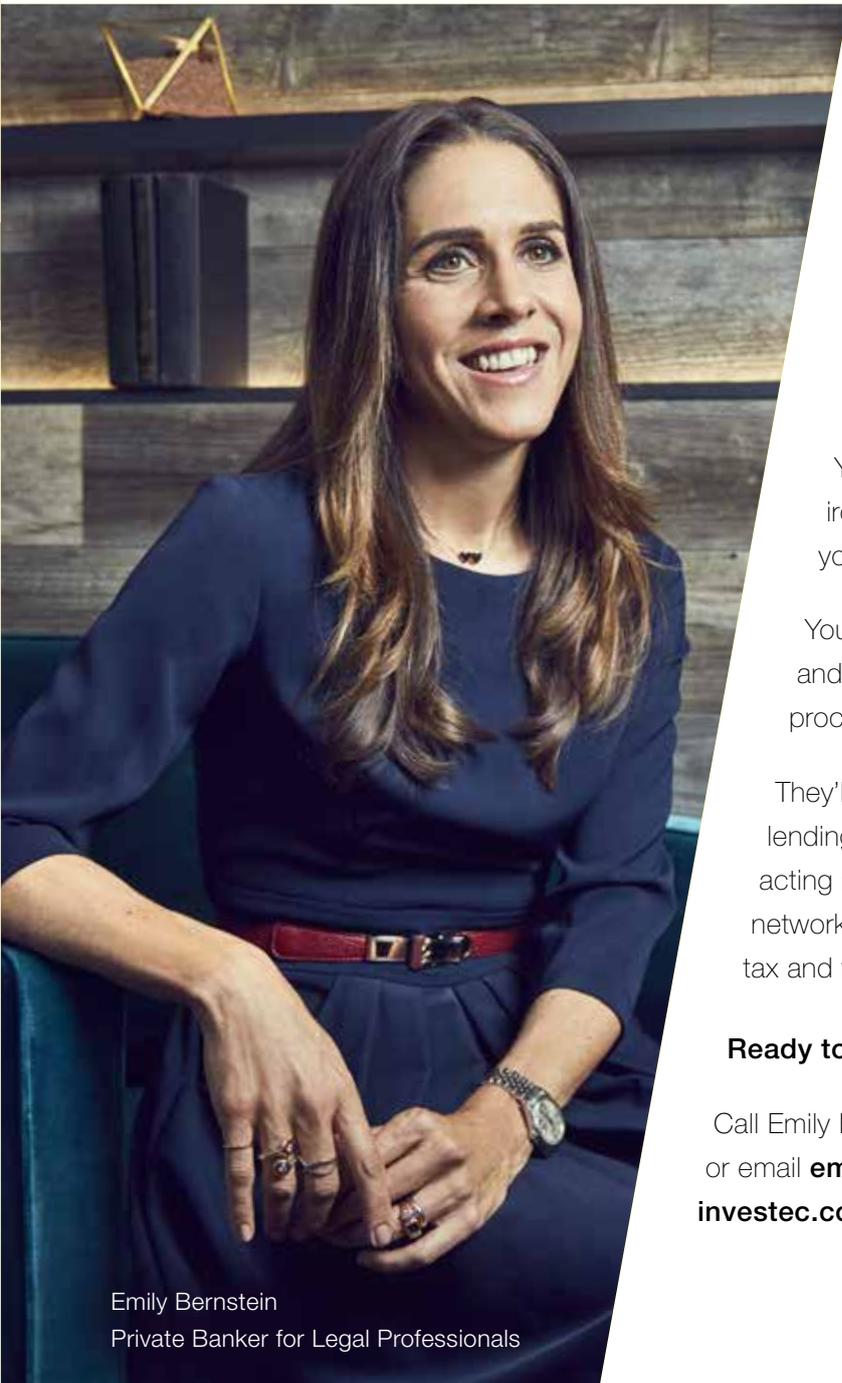
PETER HASSON CLYDE & CO

Consistently cited as a much-needed business-savvy leader since becoming a

non-lawyer chief executive, Hasson has played a crucial role in developing the firm since 1997. He has ensured Clydes has been a commercial success despite considerable market headwinds – the 2017/18 turnover of £551.3m means the firm's revenue has grown by nearly 200% on a ten-year track.

PHILIP RODNEY BURNES PAULL

In 2018 Rodney stepped down as chairman and figurehead of a firm he shaped into a Scottish business leader over a 12-year period. During that time, he led Burness through a transformative merger with Aberdeen's Paull & Williamsons, which redefined the Caledonian top tier and placed his firm as one of the three leading independents in a highly competitive market.



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