



The winning Latham & Watkins team with Sloane Poulton of Edwards Gibson

US LAW FIRM OF THE YEAR

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LATHAM & WATKINS

Jayanthi Sadanandan

GLOBAL LEADER CONTINUES TO DOMINATE IN LONDON

In 2016, Latham continued to invest in its global platform and further established itself as a market leader in the world's key financial and business centres, particularly through a dozen senior hires in London, notably Stephen Kensell from Allen & Overy and Rob Moulton and Nicola Higgs from Ashurst.

Financially Latham had an outstanding 2016, increasing its revenue by 7% to \$2.8bn, achieving the largest top line a law

firm has generated in a single fiscal year. Revenue increased from \$2.65bn, adding \$173m to the top line, a billion more than at the height of the financial crisis in 2009, while profit per equity partner broke the \$3m mark for the first time.

Deals led from London by this corporate and disputes powerhouse include representing US-based Globe Specialty Metals in its \$3.1bn merger with Spain-based Grupo FerroAtlántica to create the world's largest producer of silicon and specialty metals.

HIGHLY COMMENDED

FRIED, FRANK, HARRIS, SHRIVER & JACOBSON

Graham White

Fried Frank's stock is rising again. Ten per cent growth in revenues year-on-year for 2015 was matched by increases of around 20% in PPL and PEP. This profit came organically, as fee-earner headcount remained unchanged.

GOODWIN PROCTER

David Evans

The acquisition of a prized five-partner funds team from an ailing King & Wood Mallesons, led by heavyweight partner Michael Halford, put this Boston-based on the map in Europe in 2016. Add this to impressive growth in the US and the firm is making very positive strides.

PAUL HASTINGS

Ronan O'Sullivan

A watershed moment for the London office in 2016 was welcoming two high-profile hires: structured finance and capital markets partner Paul Severs from Berwin Leighton Paisner; and pre-eminent restructuring and debt finance partner David Ereira from Linklaters.

QUINN EMANUEL URQUHART & SULLIVAN

Richard East; Sue Prevezer QC

Last year's US Law Firm of the Year has posted yet another impressive performance, with a 21% spike in its London revenue for 2016 reaching £44.8m, while London net profit sat at £32.8m. Quinn also welcomed five new City-based partners in 2016.

SIDLEY AUSTIN

George Petrow

Sidley's impressive recent run globally was capped by an audacious six-partner private equity team hire from fellow US heavyweight Kirkland & Ellis in London in 2016. The hires then led to Sidley Austin securing the corporate work of TowerBrook Capital Partners.

SULLIVAN & CROMWELL

Craig Jones

This heavyweight has leveraged its reputation globally to be instructed on many of the London market's most groundbreaking deals, including Alcatel-Lucent on its acquisition by Nokia in an all-share transaction valued at €15.6bn and Bayer in its proposed all-cash merger with Monsanto.

PARTNERS

At Edwards Gibson we pride ourselves on the depth and clarity of information we provide through excellent contacts and developed relationships with senior and managing partners throughout the City. Whether it's providing practical information about partnership structures, or working with you to develop a comprehensive business plan, our team of ex-lawyers and vastly experienced consultants is ideally placed to help you.

◆ PE Real Estate/ Infrastructure Funds

To £1 million +

Following truly dramatic European growth over the past few years – particularly in its private equity and PE real estate offerings - the London office of this leading US headquartered law firm requires a partner to head up its alternative funds practice which, although of immensely high quality, is currently a tad bonsai in relation to the scale of its alternative fund client base. The firm seeks a connected lateral with high quality fund formation experience in the private equity, hedge and /or the real estate, infrastructure funds space.

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SGLB8145

◆ Head of Tax

To £ Equity

A looming succession issue, arising from the pending retirement of the Head of Tax, requires this national law firm to re-stock with a senior real estate/ corporate tax lawyer who can both support corporate/ real estate matters and take on the challenge of running the firm's tax team nationally. In addition to the need to provide support for transactional corporate, finance and real estate matters, you will oversee a wider team of lawyers handling tax disputes and private tax matters. Ideally this role would be based in London.

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SGLB8187

◆ Corporate Real Estate Partner

To £600,000 - US Firm

The PEP at this leading US firm is in excess of \$1.5 million and has one of the leading real estate practices in the US. The London office is stable and there is the mandate to grow. The London team is mainly focused on 'dirt' real estate and is generating a considerable amount of corporate real estate work from investors, hotels and private equity clients. There is a gap for a partner to take on the existing work and inherit clients (a unique situation). If you have a modest following of £750,000 plus, this could be a significant practice immediately.

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SPLB8213

◆ Planning

To £450,000

The highly rated planning offering at this leading international law firm encompasses both projects and real estate led matters. Following the dramatic expansion of its already strong commercial property practice, and the attendant opportunities with this, the real estate team in London finds itself slightly lacking in real-estate led planning support and so requires another established partner – ideally with some tall building experience and a track record of growing a practice - to join them and help capitalise on these opportunities.

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SGLB8246

◆ Head of Real Estate Funds

To £750,000 - International Firm

This well-known international firm has invested heavily in real estate and now has one of the leading teams in the European market. The London team has directories listed lawyers in real estate, corporate real estate, real estate finance and property litigation and there is a clear gap for a senior real estate funds partner. There is a London funds team, but not with specific real estate expertise. The firm has an exceptional platform, a number of funds clients and a good track record integrating laterals. Following of £1 million plus required.

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SPLB8215

◆ Commercial Real Estate

To £750,000 - Succession issue

The highly rated real estate team at this international thoroughbred has something of a Goldilocks quality – not too big, not too small – but, when combined with strong European and Far Eastern real estate investment credentials, is "just right" to weather the vicissitudes of a notoriously cyclical property market and continue to return steady growth. The team, which also benefits from a leading REF and funds offering, faces the retirement of a senior equity partner, thus freeing up space for a connected lateral to join the club.

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SGLB5721

◆ Head of Real Estate

c. £500,000

The highly rated real estate offering at this sizable national law firm encompasses construction and commercial property disputes and is supported by a strong, borrower/ lender real estate finance team. The team undertakes a mix of investment and development matters and encompasses a number of specific niches including hotels and retirement accommodation. The London team has recently undergone structural changes and, as a result, a succession opportunity has arisen for a driven, connected, lateral that can re-invigorate and lead the City team.

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SGLB8185

◆ Head of Corporate Real Estate

To £500,000 - UK Firm

Dynamic international UK headquartered firm has a different approach and a great culture. There is an enviable story in terms of growth and raising the quality of instruction, notably in corporate and real estate. The corporate real estate work is being picked up by two corporate partners and there is a compelling business case to recruit a specialist partner. The work is coming from the 200 lawyer real estate practice and there is a broad mix of clients; investors, developers and UK/US funds. There will be less of an emphasis on following.

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SPLB8254

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