

Australasian LAWYER

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spearheading the
Baker & McKenzie
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is a hub for legal
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LRG LAWYERS



FAST FIRMS

AUSTRALIA'S FASTEST-GROWING
LAW FIRMS REVEALED

FAST FIRMS

While some firms downsize and look to refocus, others are staking their claim to a piece of the legal market pie. *Australasian Lawyer* profiles the country's fastest-growing law firms

THE DOOM and gloom of Brexit has vanished just months after industry experts expected an entire market slowdown for the legal industry in 2016. But with the pending presidential election tipped to have an important effect on trade, it seems the industry remains in a state of flux.

As a result, some firms have experienced a downturn, while others have continued to gain momentum this year.

From the pressures of NewLaw to internationals and artificial intelligence, it seems it's the firms embracing change that are the ones who have made the 'fastest growing' lists this year.

Considering whether growth was achieved organically or by acquisition, taking into account the measured metrics and using the expertise of our team of journalists, *Australasian Lawyer* has ranked the 10 fastest-growing firms in the country.



FAST FIRMS

FASTEST-GROWING FIRMS BY REVENUE

	FIRM	YEAR-ON-YEAR % CHANGE			
1	Pragma Legal	850%	13	Lawyers on Demand	130%
2	Lexvoco	750%	14	Squire Patton Boggs	129%
3	Pinsent Masons	669%	15	Mills Oakley	129%
4	Grondal Bruining	612%	16	Hall & Wilcox	126%
5	Patron Legal	350%	17	Stevens & Associates	126%
6	Playfair Visa and Migration Services	320%	18	Gilchrist Connell	119%
7	LegalVision	191%	19	Danaher Legal	118%
8	LRG Lawyers	182%	20	Klaus Kenny Intalex	118%
9	Bespoke	136%	21	Leach Legal	116%
10	Chamberlains Law Firm	135%	22	Holman Webb Lawyers	112%
11	Clyde & Co	132%	23	Russell Kennedy	106%
12	Madison Marcus	131%	24	Colin Biggers & Paisley	103%
			25	Clayton Utz	102%

FASTEST-GROWING FIRMS BY HEAD COUNT

FIRM	PARTNERS 2015	PARTNERS 2016	% CHANGE	FEE EARNERS (EXCL. PARTNERS) 2015	FEE EARNERS (EXCL. PARTNERS) 2016	% CHANGE
Pinsent Masons	1	7	700%	0	14	
Lexvoco	1	5	500%	5	35	700%
Grondal Bruining	0	3	300%	3	6	200%
Patron Legal	1	2	200%	1	3	300%
Pragma Legal	1	2	200%	2	3	150%
Clyde & Co	13	23	177%	51	95	186%
Chamberlains Law Firm	4	7	175%	6	8	133%
LegalVision	6	9	150%	5	16	320%
Gilchrist Connell	14	19	136%	53	62	117%
Hall & Wilcox	53	64	121%	131	154	118%
Squire Patton Boggs	17	20	118%	56	57	102%
Madison Marcus	7	8	114%	17	25	147%
Mills Oakley	75	84	112%	200	280	140%
Holman Webb Lawyers	18	20	111%	47	39	83%
Colin Biggers & Paisley	61	67	110%	110	116	105%
Russell Kennedy	32	35	109%	65	69	106%
Bespoke	2	2	100%	4	8	200%
Clayton Utz	179	173	97%	522	543	104%
Lawyers On Demand	n.a.	n.a.	n.a.	136	181	133%
Playfair Visa and Migration Services	n.a.	n.a.	n.a.	21	33	157%

Here's a closer look at *Australasian Lawyer's* fastest-growing firms for 2016

=10



Number of partners
20



Number of offices
4



Launched
1960



Year-on-year revenue growth
112%



Year-on-year partner growth
111%

HOLMAN WEBB

COMMITMENT TO career development has been crucial to growth at Holman Webb, where nine staff members advanced within the firm in July.

"If we feel there is a gap in skills, we devise a career development plan with our employee and their supervisor in conjunction with our HR department, to work towards closing that gap," says chairman John Wakefield.

"We have found this policy to assist in our staff retention. It lets the staff member know that we are committed to them and their career progression.

"We have a formal policy which clearly outlines what is required to develop their career at Holman Webb."

Flexible working, providing lawyers with a better work-life balance, has seen over 15% of the firm's employees working part-time, having a shortened working day, or implementing arrangements to work from home. The firm also has formal wellness programs, which include exercise classes for staff.

Wakefield says revenue growth for Holman Webb over the past 12 months has largely come from existing clients, particularly in the insurance, employment and



JOHN WAKEFIELD, chairman

health sectors. "This has been by expanding areas of advice," he says.

"We believe that this is the result of the exceptional professional profiles of our partners in these areas and our commitment to raising awareness of our expertise, industry knowledge and experience through active business development programs."



Number of partners
1



Number of offices
1



Launched
2012



Year-on-year revenue growth
182%



Year-on-year partner growth
n.a.

LRG LAWYERS

DIRECTOR, PRINCIPAL lawyer and migration agent Louisa Ryan has achieved massive year-on-year revenue growth of 182%. Specialising in migration, Ryan services clients all over the world on all classes of visa applications and on legal matters. She puts her year-on-year revenue bump down to coffee, and having quality people around her.

"[It's] quality over quantity when it comes to staff: the right people in the right positions," she says.

"[We're] developing systems that build more flexibility into our business. As a result we are more productive."

She says keeping abreast of domestic and international political and economic drivers has been key to the firm's immense growth in revenue over the last 12 months.

"Regional Australia as well as Asia have been thriving market sectors in immigration law, in particular China



LOUISA RYAN, principal lawyer and director

in terms of business and investor opportunities into the Australian economy," she says.