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**BUSINESS**NEWS

# Law Firms

SPECIAL REPORT



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“Bryn and Dave have brought a much deeper capacity to service clients’ capital needs - Andrew Pascoe

Andrew Pascoe (left) and Bryn Hardcastle aim to drive more expansion at Allens.  
Photo: David Henry

## Allens, Thomson Geer lead growth

There has been plenty of change during the past year in Perth’s legal fraternity, which is enjoying healthy trade.



**Mark Beyer**  
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IF the establishment of new firms is a guide to a buoyant legal services market, then Western Australia is clearly in a good place.

Several new firms have been launched in WA during the past 12 months, targetting opportunities in areas as diverse as media and intellectual property.

There also have been some big plays in corporate law, with Allens and Thomson Geer being two of the biggest movers.

Herbert Smith Freehills continues to be Perth’s largest law firm, according to *Business News’s* Data & Insights.

It has 21 partners and 130 legal professionals in WA.

HSF has recently appointed a new managing partner, Elizabeth Macknay, to lead the firm in WA (see page 32).

It is followed by three national firms – MinterEllison, Clayton Utz and HWL Ebsworth – which are of a very similar scale in WA (see list, page 36).

Clayton Utz managing partner Brett Cohen said his firm was enjoying a continued strong level of activity.

“It’s always busy when there is change,” Mr Cohen told *Business News*.

Some of the drivers of work included foreign investment transactions, general commercial disputes and regulatory investigations.

Sitting just below this group is another national firm, Allens, which has enjoyed sustained growth over the past few years.

It has 14 partners and a total of 87 legal professionals in WA, up from 62 three years ago.

Corporate partner Andrew Pascoe said Allens had achieved growth in head count and performance over an extended period.

“That growth has been driven by, and reflected in, head count growth,” he said.

“It’s across practice groups and reflects a broader mix of work.”

Mr Pascoe said the local practice

had been aided by Allens’ national presence.

“There has been a real positive energy, both within the Perth team but also nationally,” he said.

“The support from the firm nationally and its willingness to invest equity here for the long term, it’s been part of a strategy and it’s bearing fruit.”

Mr Pascoe said the resources sector was a big driver of activity in WA, but the growth had been reflected in its main practice areas, including corporate finance, projects, banking and disputes.

Allens is seeking to broaden its corporate practice in WA after recruiting Bryn Hardcastle and Dave Filov from HWL Ebsworth at the start of this year.

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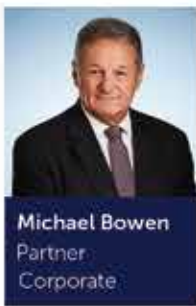
# THOMSON GEER

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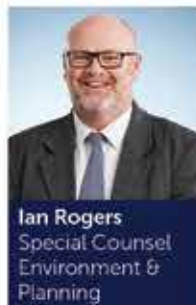
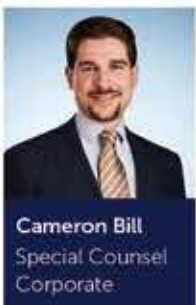
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**MAJOR LEGAL MOVES**

- THOMSON GEER** LAWYERS  
Thomson Geer – poached DLA Piper’s 12-member corporate finance team
- DLA PIPER**
- ip**  
Integrated IP – launched by four former Griffith Hack principals
- griffith hack** IP Amplified
- mcCabe curwood**  
McCabe Curwood – acquired Perth insurance firm SRB Legal
- SRB Legal**
- Allens**  
Allens – recruited two corporate partners from HWL Ebsworth
- HWL EBSWORTH** LAWYERS
- STEEDMAN STAGG** LAWYERS  
Steedman Stagg Lawyers – established by two former Lavan partners
- LAVAN**
- KENNEDY VINCIULLO**  
Kennedy Vinciullo – launched by two former Mason Ledger partners
- MASON** LEDGER

## From page 27

They had joined HWL only one year earlier, after it bought their former business, Bellanhouse Lawyers.

Mr Hardcastle said the nature of his work had not changed, with a focus on small- and mid-cap listed companies.

“I think the market expects that Allens is only doing the bigger work,” he said.

“We’re in a broader market now and I think we’ve been very successful in getting new work.”

Mr Hardcastle said there were many positives from the move to Allens.

“The support, the business structure, the depth of experience, it’s a very different beast,” he said.

“That makes it a very easy sell to our clients.

“We can offer something now that we couldn’t offer before.”

Mr Hardcastle said the idea of joining Allens was first suggested by Mr Filov,

who previously worked there, and had described the firm as a much more significant, sophisticated version of Bellanhouse.

Mr Pascoe said the timing was serendipitous as they had been working closely on a matter for a joint client.

“The planets aligned for us,” he said.

Surprisingly, Mr Hardcastle said Allens shared the same culture as Bellanhouse, despite their vast differences in size and focus.

“I’ve found Allens to be the same as Bellanhouse, which was a culture of care,” he said.

“I have not seen the same respect for people and their careers as I have seen at Allens.”

Mr Hardcastle said he was still working on small transactions.

For instance, he recently advised on the \$5 million initial public offering of Albion Resources.

Continued on page 30

## Precedented times



Stephen O'Keefe

Managing Director  
TBTC Perth South

As we enter the 18th month since COVID-19 became a part of our lives around the globe, there are several phrases and clichés that need to be dropped from our lexicon. If I have to read one more article talking about ‘unprecedented times’ or the ‘new normal’, I may just fall asleep at my keyboard. In fact, the word ‘unprecedented’ was People’s Choice Word of the Year for 2020. Our familiarity with masks, social distancing and lockdowns means that these times are now in fact precedented. Society is constantly adapting to change, and while COVID-19 has presented us with a significant adjustment, the need to adapt in business has never been unprecedented. If anything, COVID-19 has simply reaffirmed the necessity for businesses to consistently plan ahead and prepare for future uncertainty.

One industry that knows all about precedents is the legal profession. My experience supporting clients such as this through the pandemic found some to be rigid and dated in their technology. This meant that the transition to remote working, secure file management, collaboration, managing inbound and outbound phone

calls and charging appropriately for time, proved difficult. Many offices were forced to remain open, and workarounds were made for remote access to systems at the expense of security and productivity. On premise servers and phone systems were also not ideal to support the rapid decentralisation of staff.

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Matthew Yeates (left) with principals Steven Starkie, Andreas Hartmann and Tony Mizzi. Photo: David Henry

From page 29

Mr Pascoe said this should be just the start.

“We don’t want him to be focused exclusively on the \$5 million IPOs but that’s an important feeder channel for our broader practice,” he said.

“We are aiming to deliver the full range of services through their life journey, from pre-IPO to project development.

“Bryn and Dave have brought a much deeper capacity to service clients’ capital needs.”

While national firms like Allens typically charge higher fees than boutique law firms like Bellanhouse, Mr Hardcastle insists that will not be a problem.

“If you are good at what you do, then you can price accordingly,” he said.

“If you are efficient and can deliver a service, then your pricing doesn’t become an issue.”

Mr Pascoe said Allens had already modified its approach to billing rates.

“Before Bryn and Dave joined us, we have been adopting a much more flexible approach to pricing to that end,” he said.

He added this new approach aligned with the expectations of Allens’ strategic partner, London-based law firm Linklaters.

“They are very commercial and willing to discuss fees,” Mr Pascoe said.

“Our core service is intangible asset management: patents, trademarks, trade secrets - Matthew Yeates

## Competition

A rapidly emerging competitor in the corporate law space is Thomson Geer, which was boosted last year when it secured the services of one of Perth’s top corporate teams from DLA Piper.

This occurred about 18 months after Thomson Geer entered the WA market by acquiring LSV Borrello, which was focused on property and litigation.

The recruits were led by renowned corporate lawyer Michael Bowen, his fellow partners Scott Gibson and Marc Wilshaw, and nine legal and support staff.

Mr Gibson told *Business News* that Thomson Geer had recruited a further six people since the move.

He explained that Thomson Geer recognised a gap in the market, after local boutique firms had been absorbed by national and international law firms.

“We’ve had a focus on getting back to the Hardy Bowen or Blakiston Crabb style of practising, where we do the corporate work as well as the asset-based mining work,” Mr Gibson told *Business News*.

“We’ve drawn that back into our practice here, so we have expanded

to account for the extra work we are getting from that model.”

Mr Gibson said the corporate team had been helped by Thomson Geer’s other practice areas, which included construction, litigation and regulation.

“We’re able to scale up to do the big transactions as well as scaling down to do the smaller IPOs and backdoor listings,” he said.

“We’ve complemented that with the mining and asset work for the small and mid-cap miners.

“That has created a real opportunity.”

Another positive Mr Gibson identified was Australian companies shifting their geographic focus, in part because of COVID-19 travel restrictions.

“In the past 12 months, there has been a real focus of our clients returning to onshore Australia,” he said.

While Thomson Geer was a fairly new brand in Perth, Mr Gibson said that hadn’t held back the local operation.

“Perth doesn’t necessarily reward big brands, it rewards individuals,” he said.

“Our clients have had no problem moving across.

“As long as the people, and the rate and the bench depth are right, they are prepared to back you.

“We’ve certainly found that.”

## New firms

The new firms in the Perth market reflect a range of opportunities.

Steedman Stagg Lawyers was established by James Steedman and Nick Stagg, who were previously at Lavan.

Their firm specialises in dispute resolution and commercial law, with a particular focus on media and defamation.

Another boutique firm is Gaffney & Palermo Lawyers, established by Marisa Palermo and Sarah Gaffney-Smith, who previously worked at Gilbert + Tobin.

They have a flexible business model under which they will work directly for their own clients as well as consulting to Blackwall Legal.

Blackwall’s managing partner and founder, Chris Pearce, said this was a win-win.

“It works well for us as we can strengthen our team and we have plenty of work to feed through to them, and it’s great for Marisa and Sarah as they have the flexibility to work directly for others as well,” he said.

Mr Pearce said Blackwall had used the same model with experienced lawyers Will Moncrieff and Rob McKenzie, who consult through their own organisation, McKenzie Moncrieff.



Blackwall has grown to have 17 people on its team, including recent recruit Jeff Malone, who had been a special counsel at Lavan.

Another new firm has emerged from the dramatic downsizing at Mason Ledger.

Carla Vinciullo and Tim Kennedy had been among many people recruited by Mason Ledger, which had ambitious plans.

They have started trading as Kennedy Vinciullo, a boutique commercial law firm based in West Perth.

## IP firms

Yet another new firm is Nedlands-based Integrated IP, which was established by four former principals from Griffith Hack.

Their exit adds to a string of departures from Griffith Hack, which is owned by ASX-listed company IPH.

Through a series of deals, IPH was owner of both Griffith Hack and Watermark, which were merged.

Five years ago, the two IP firms had a combined total of eight partners and 20 legal professionals (including patent attorneys) in WA.

Now, Griffith Hack has just three principals in WA.

The exits have included Richard Baddeley, who moved last year to Wrays after 31 years at Watermark.

Wrays considered the appointment as a coup, with Mr Baddeley regarded as a stalwart of the intellectual property industry.

Wrays has grown to have 11 principals in WA and a total of 21 legal professionals.

## 21 PARTNERS AT HSF

It is one of the largest independent IP specialist firms in Australia, with Mr Baddeley's recruitment boosting its strength in the energy and resources sectors.

Integrated IP has been established with a focus on combining traditional IP attorney services with commercial advice.

This reflects the combined experience of its principals, including Matthew Yeates and Tony Mizzi.

"I actually had my own inventions, I was a client of Tony's at Griffith Hack," Mr Yeates said.

"My experience comes from being a 20 year old making lots of mistakes.

"I've sat on the client side and understand all the headaches."

His experience has included the sale of his innovative flooring system IP to Swedish company Vålinge.

Mr Yeates subsequently spent three years with Griffith Hack, followed by three years with its sister company Glasshouse Advisory.

IPH sold off Glasshouse's R&D tax advice practice to accounting firm Grant Thornton and shut down the rest of the business in May 2020.

Mr Yeates said intellectual property management was at the heart of the new firm's offering, with advisory services added on.

"Our core service is intangible asset management: patents, trademarks, trade secrets," he said.

"The nexus of what we are today is putting IP in the centre and integrating services around that."

Mr Yeates is also the founder and director of Vertex Design Australia, a product development and marketing company.

He said this added another dimension to what IP could offer.

Mr Mizzi said he was keen to bring a more commercial focus to his work.

"Getting the patent in place is important but it's not the only thing," he said.

"It's a lot more satisfying working with the client and helping them get their product into the market.

"Almost invariably the invention goes nowhere.

"The inventions might be technically good but the inventors themselves, particularly at small businesses, don't have a clue how to get it into market.

"They don't know the steps along the way, or the costs involved.

"You need to recognise all the touch points required to get a product into the market."

Mr Mizzi said another line of work was advising people how to extract the best value from an existing patent or IP portfolio.

Mr Mizzi's exit from Griffith Hack came after 25 years with the firm.

He said the change from being an owner of a privately held firm to a shareholder in an ASX-listed company was more significant than he had anticipated.

"Griffith Hack was like a factory,"

Mr Mizzi said.

"The fun factor went as well."



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“[T]he support was there for people at all levels, no matter what your background or gender - Elizabeth Macknay

Elizabeth Macknay is office managing partner at Herbert Smith Freehills. Photo: David Henry

# Slow ascent for female lawyers

There has been some notable progress for women in law, but they have come off a low base.



**Mark Beyer**  
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JULIE Bishop is well known for her achievements in politics. Less well known is her history as a ground breaker in law.

In 1994, Ms Bishop was made managing partner at the Perth office of law firm Clayton Utz, an appointment considered the first of its kind for a woman at a major law firm in Australia.

Getting there wasn't easy. Her first role after graduating from law school was with Adelaide firm Wallmans.

Ms Bishop was the first female the firm had accepted as an articled clerk, yet just weeks after joining she was famously asked to carry the drinks tray at a client function.

She didn't stay at Wallmans for long after that incident.

How far has the industry come since 1994?

Judging by the numbers, not very, according to a survey of law firms listed in *Business News's* Data & Insights.

Of the 50 largest firms in Perth, only six have a female managing partner (or equivalent).

That small group got a boost this month when Elizabeth Macknay started as office managing partner at Perth's largest law firm, Herbert Smith Freehills.

Among the larger firms, this group includes Elizabeth Tylich at Jackson McDonald and Kirsty Sutherland at Corrs Chambers Westgarth.

It also includes HopgoodGanim Lawyers, where Robyn Ferguson has been partner-in-charge since 2014.

HopgoodGanim's Perth office is something of a rarity in the industry: half of its eight partners are women.

Ms Ferguson also shared some national statistics that reflect where the industry as a whole is at.

Women comprise 54 per cent of HopgoodGanim's fee-earning staff, but just 29 per cent of partners and only 20 per cent of equity partners.

The women who run law firms in Perth say the industry has come a long way and will get better.

## Freehills' perspective

At HSF, Ms Macknay's appointment came shortly after another Perth-raised female lawyer, Rebecca Maslen-Stannage, was elected global chair and senior partner.

Reflecting on her start in the industry, Ms Macknay said the two women went back a long way.

"I did my final clerkship at what was then Freehill Hollingdale & Page, and I was lucky enough to be put in the disputes team and my 'buddy' was none other than Rebecca," she said.

"I quickly decided Freehills was a really good fit for me, both in terms of the kind of work it does but also the level of support.

"From that very early stage, it was very clear the support was there for people at all levels, no matter what your background or gender."

Ms Macknay's move to office managing partner was a logical

progression, after leading the disputes team and working closely with her predecessor, Tony Joyner, and other section heads.

"I've really enjoyed the bolt-on of having a management role in addition to my practice," she said.

Ms Macknay said the managing partner role was a new challenge for her career and provided an opportunity to influence the firm and assist others.

She added that she would bring a strong knowledge of the firm's national and regional networks.

"I've done a lot of work across the Australia-Asia corridor and I know particularly the Hong Kong, Singapore and Tokyo offices pretty well, and from a Perth perspective that's very important."

## Role models

Ms Maslen-Stannage said female role models helped with her career.

When she moved to Sydney and started working in mergers and acquisitions, there were already three prominent female corporate partners.

"It was perfectly normal to be successful," she said.

“Once you get that across your whole organisation, it means people don’t hang back from putting themselves forward for leadership positions.

“If you have a role and there are no females on the short list, people are going to say ‘Hang on a minute, why aren’t there? Surely among all our talent there should be’.”

Ms Maslen-Stannage said HSF was also focused on cultural diversity across the business.

“We’ve always been about having the best talent and we are trying to remove barriers to having the best talent,” she said.

Ms Maslen-Stannage acknowledged the problems faced by women in the sector.

“Historically, there has certainly been an issue,” she said.

“We’ve put enormous work, for decades now, into addressing that.

“We were doing unconscious bias training 20 years ago.

“We’ve kept a real focus on targets to get our female partner numbers up, but also in leadership roles.”

HSF’s target is for women to comprise 35 per cent of all partners.

It is currently just short of 30 per cent nationally, while Perth is a little lower.



Rebecca Maslen-Stannage says cultural diversity is a focus at the firm.

Ms Macknay said partner performance assessments included contributions to diversity and inclusion.

Similarly, new partner promotions included an assessment of what the individual would do to support diversity.

“It’s very central to our consideration, it’s not just given lip service,” Ms Macknay said.

Ms Maslen-Stannage said her decision to run for global chair was helped by elite London firm Freshfields’ selection of Georgia Dawson as senior partner last year.

“That was a great signal,” she said.

“If Freshfields does that, there is no reason HSF would not.”

Similarly, she hopes her election will encourage others.

Ms Maslen-Stannage’s path to being global chair started a decade ago when she was an in-house deal lawyer for the merger between Freehills and UK firm Herbert Smith.

“It gave me a lot of exposure to people around the firm and I really got very interested in the international nature of the firm,” she said.

She expanded her knowledge by being a member of HSF’s global council.

Ms Maslen-Stannage plans to combine the new role with her M&A work.

“I just love doing deals, it’s something that really energises me,” she said.

“I’ll be pretty busy, but I always have been so that’s okay.”

Continued on page 34



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The election process included submitting a written statement and video explaining her plans for the role and vision for the firm.

For starters, she believes the merger has gone well, with the two firms having complementary strengths and geographic footprints.

"They brought a great international platform, and we were the missing piece of the puzzle," Ms Maslen-Stannage said.

"We think it has gone very well.

"A really important factor was that it was a true merger.

"We are truly a single firm and that's been very good for us."

She said HSF was aiming to take advantage of the disruption caused by COVID-19 and other events.

"The world is different from how it has been in the past; there has been some disruption and there is going to be more," Ms Maslen-Stannage told *Business News*.

"We want to be a firm that really benefits from that, by looking at how we do things differently, how we connect better.

"We want to integrate digital technology more and integrate that with our practice, that's one key theme that TJ [Tony Joyner] has been quite instrumental in driving for us and will continue to be."

Her goal was for HSF to gain more benefits from its international network.

## Support key

Corrs' partner-in-charge, Kirsty Sutherland, is another lawyer who has benefited from admirable role models.

"Right from the beginning I had very strong female role models even though it was the '90s and you hear all sorts of things about what was happening in law firms, it was a very different experience at Corrs," Ms Sutherland said.

Her supervising partner was Carmel McLure, who was head of the firm's litigation practice and went on to become president of the Court of Appeal in 2009; the first woman to hold that position.

Ms Sutherland's career included five years in Melbourne, where she was promoted to partner.

"The fact I came back to Perth as a partner was helpful because it was around the time Corrs became a fully-integrated national firm," she said.

She also had a stint on the firm's national board, around the time global firms descended on the Australian market.



“Ensuring that actual mindsets match the policies that promote women is the key - Robyn Ferguson

Robyn Ferguson says formal policies need to be backed with positive attitudes.

Corrs was one of just a few big national firms that chose to stay independent.

"It was a very deliberate decision at the time," she said.

"That has played out very well for us."

Ms Sutherland took six months' maternity leave after the birth of her two children and has worked flexibly ever since.

This has included working from home, and mostly working 80 per cent full-time equivalent.

"To be honest, I've never seen it as an impediment," she said.

"I perhaps didn't appreciate how much support there was when I had my children, because it still was pretty rare for an equity partner to be working anything other than full time and full on."

"We weren't particularly evolved in terms of having systems and structures to support me but there was certainly no inhibitor to me doing it.

"We've got much better at providing the systems and structures so that is achievable for everybody and not just someone like me who was already an equity partner and had been with the firm for a long time and had a high level of support."

Ms Sutherland said Corrs had a range of programs and policies specifically to assist women, but she suspected the biggest impact came from policies designed to assist the business generally.

These include a move away from short-term, quantitative targets.

"As an example of that, there is no longer a focus on daily billable hours," Ms Sutherland told *Business News*.

"The focus, instead, is what you are expected to do over the course of the year; when you do that and where you do that is up to you.

"That was incredibly liberating, especially for those trying to work flexibly."

An increase in annual leave to five weeks per year, for all staff across the firm, also afforded more flexibility.

Ms Sutherland believes women working flexibly were also aided by a shift towards collaboration, for instance where people are rewarded for introducing work to others in the firm.

"As a top-tier national law firm, you still need to work hard, there's no way of avoiding that, but its giving people more control over what that looks like," she said.

## More than policies

HopgoodGanim's Robyn Ferguson is another successful lawyer who has combined maternity leave and flexible work with her career.

"I have had great mentors and support, both male and female," Ms Ferguson said.

"It's been a really positive experience for me.

"I know that others have had some difficulties; I look to support people around me."

Ms Ferguson told *Business News* the firm was aiming to help people at all stages of their career.

"We need to support people right from grad level and into senior roles and leadership roles," she said.

"One of the big parts of that is making sure there is a clear path for flexible working if you want to have children."

Some of the specific initiatives adopted by HopgoodGanim includes capacity to work part time, compressed hours, and job sharing.

It supports women engaged in legal networks and awards programs.


The firm has a policy where all employees are eligible for promotion while on parental leave.

In addition, periods of leave count towards years of service, and a paid parental bonus and budget relief are offered for those returning from parental leave.

Beyond the formal programs and policies, Ms Ferguson said attitudes were critical.

"Ultimately what cuts through, I think, are leaders, male and female, walking the walk and showing that parental leave, and parental care responsibilities, are not negatively impactful on progression," she said.

"Ensuring that actual mindsets match the policies that promote women is the key."



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## Data &amp; Insights

## WA'S LARGEST LAW FIRMS AND PATENT ATTORNEYS

Ranked by total number of legal professionals in WA

Rank	Change from previous year	Company name	Senior executive and title	Year est. in WA	Offices a) WA b) interstate	No. of Partners	No. of Senior Associates/Associates	No. Of Consultants	No. of Other Qualified Legal Professionals	Total No. of Legal Professionals	Total staff in WA	Types of Law Practiced
1	—	<b>Herbert Smith Freehills</b>	Ms Elizabeth Macknay Managing partner, Perth	1868	a) 1 b) 3	21	35	5	69	130	225	Banking and finance, technology, media and telecommunications, mergers and acquisitions, competition law, litigation and dispute resolution, corporate crime and investigations, projects and infrastructure, real estate, environment and planning, regulatory and government affairs, restructuring...
2	↑	<b>MinterEllison</b>	Mr Matthew Knox Managing partner, WA	2011	a) 1 b) 7	16	29	4	45	94	145	Offer a range of solutions, for example, providing end-to-end support throughout the lifecycle of a deal; mitigating risk in a range of complex procurement scenarios; providing support and advice on competition and insolvency issues, and leading Boards and executive leadership team...
3	↑	<b>Clayton Utz</b>	Mr Brett Cohen Partner in-charge, Perth	1877	a) 1 b) 5	14	21	6	52	93	145	Banking & finance, corporate/M&A, capital markets, competition, construction and major projects, corporate finance, cyber security, energy & resources, environment & planning, insolvency & restructuring, intellectual property and information technology, litigation and dispute resolution, native title...
4	↓	<b>HWL Ebsworth Lawyers</b>	Mr Mitch Artus Partner	1897	a) 1 b) 8	21	28	19	25	93	142	Aged Care and retirement living, agribusiness, automotive, banking and finance (acquisition finance, asset and structured finance, project, resources and infrastructure finance, property finance, securitisation) capital markets (debt capital markets, equity capital markets), climate change and sustainability...
5	↑	<b>Allens</b>	Mr Gerard Woods Partner, Perth practice director	1997	a) 1 b) 3	14	42	27	1	87	132	Corporate and commercial advisory, mergers and acquisitions, energy and resources, property and construction, banking and financial services, insolvency, litigation, native title, workplace relations, safety, project development
6	↓	<b>Jackson McDonald</b>	Mr Malcolm Shelton-Agar Chief executive	1922	a) 1 b) 1	26	15	1	44	86	125	Corporate and commercial law including corporate advisory, M&A, finance, mining and resources, oil and gas, energy and energy regulation, insolvency and reconstruction, alternative dispute resolution and commercial litigation, competition, construction, infrastructure access, property, planning...
7	↓	<b>King &amp; Wood Mallesons</b>	Mr Nigel Hunt Partner-in-charge, Perth office	1832	a) 1 b) 4	13	23	1	45	82	151	All areas of corporate and commercial law
8	↑	<b>Corrs Chambers Westgarth</b>	Ms Kirsty Sutherland Partner-in-charge	1991	a) 1 b) 3	14	15	9	34	72	103	Banking and finance, corporate advisory, property and technology, competition and trade practices, taxation, litigation, workplace relations, energy, resources and projects, insolvency, property and infrastructure, construction, planning, environment and local government, information and technology...
9	↓	<b>Lavan</b>	Mr Dean Hely Managing partner	1898	a) 1	22	23	2	22	68	165	Aged care, Agribusiness, Asia and international, banking and finance, competition and regulation, construction and infrastructure, corporate services, cyber and data protection, education, employment and safety, family law, intellectual property and technology, liquor licensing hospitality and events...
10	↑	<b>Norton Rose Fulbright</b>	Mr Alen Pazin Partner, head of office	1975	a) 1 b) 4	11	27	1	26	65	93	Acquisition finance, alternative dispute resolution, antitrust, competition and regulatory, asset-based lending, asset finance, asset management, aviation, banking and finance, business ethics and anti-corruption, capital markets, construction and engineering, corporate, debt capital markets...



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Rank	Change from previous year	Company name	Senior executive and title	Year est. in WA	Offices a) WA b) inter-state	No. of Partners	No. of Senior Associates/Associates	No. Of Consultants	No. of Other Qualified Legal Professionals	Total No. of Legal Professionals	Total staff in WA	Types of Law Practiced
11	↓	Ashurst	Mr Gaelan Cooney Managing partner for Perth	1988	a) 1 b) 5	13	20	2	29	64	110	Energy and resources, corporate advisory, M&A, commercial litigation, property, construction, employment, safety and discrimination, project finance, infrastructure development, and restructuring and insolvency
12	—	DLA Piper	Mr Cameron Maclean Partner, litigation & regulatory	1985	a) 1 b) 3	10	13	1	31	55	98	Corporate and commercial, insurance and risk management, workplace relations, employment and OHS, mining, energy and natural resources, construction, infrastructure, property, projects and finance, litigation and dispute resolution, marine, native title
13	↑	Hall & Wilcox	Mr Anton Vucak Partner	2015	a) 1 b) 6	4	15		29	48	68	Financial services, insurance, general corporate, commercial dispute resolution, health & safety, migration services and employment law
14	↓	Squire Patton Boggs	Mr Tony Chong Managing partner for Perth, head of Asia desk	1891	a) 1 b) 2	12	25	2	6	45	79	Full service commercial law firm. Focus on the following key growth areas: cross-border investments and M&A, complex financial instrument litigation, construction disputes and arbitration, cyber security & data privacy, renewable energy, fintech and venture capital, Aboriginal enterprise, mobility
15	↑	Mills Oakley	Mr John Nerurker Chief executive	2015	a) 1 b) 4	13	16		15	44	82	Banking and finance, building, construction and infrastructure, charity and not-for-profit, commercial disputes and insolvency, corporate advisory, energy and resources, estates and succession, family law, financial services, franchising, government and administrative, insurance, intellectual property...
16	↓	Bennett + Co	Mr Martin Bennett Director, principal	2011	a) 1	14	13	4	12	43	81	All areas of corporate and commercial, commercial litigation and dispute resolution, competition and consumer law, defamation, media law, duties law, energy and resources, estate planning, intellectual property, mergers and acquisitions, real property
17	—	Allen & Overy	Mr Geoff Simpson Managing partner, Perth	2010	a) 1 b) 1	6	30	3	2	41	64	Corporate M&A, capital markets, commercial, competition, private equity, energy and resources, projects, infrastructure and construction, litigation and international arbitration
18	↑	HHG Legal Group	Mr Simon Creek Executive chair	1919	a) 5	2	22	2	14	40	62	Family & de facto, corporate & commercial, property & leasing, wills, estate & business succession planning, employment & safety, reconstruction, insolvency & debt recovery, criminal & traffic, dispute resolution & litigation, building & construction, agribusiness, local government & planning
19	↓	LOD	Mr Ken Jagger Director	2008	a) 1 b) 3			1	39	40	53	Flexible legal resourcing including the provision of secondment services, remote lawyers, outsourced legal support, managed and virtual legal teams and legal operations consulting services
20	↓	Gilbert + Tobin	Mr Michael Blakiston Partner, energy and resources	1988	a) 1 b) 2	8	6	5	19	38	70	Energy and resources, corporate advisory, litigation and dispute resolution
21	↑	Steinepreis Paganin	Mr Roger Steinepreis Executive chair	1997	a) 1 b) 1	9	6		21	36	50	Corporate, M + A, ECM, commercial, financial services, energy and resources
22	↑	Thomson Geer	Mr Mark Borrello Managing partner - Perth	2009	a) 1 b) 4	14	5	1	14	34	47	Corporate, capital markets, M&A, property, development & construction, dispute resolution & litigation, planning & environment, local government and government, transport and logistics, commercial law

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Global law firm Jones Day has recruited Michael ... being one of the largest law firms in the US. While at Quinn ...

**Sport to rectify judicial system inequality: Martin**

suite of prominent Australian law firms and women stepping into senior ...

**Openn Negotiation launches \$9m IPO**

underwriter for its IPO. Law firm Blackwall Legal, investigating ...

**Bankruptcy for \$126m man**

to represent himself after law firm HopgoodGanim filed a notice ...

**Macknay to lead HSF**

Perth's largest law firm will be led by a woman for ...

**Perth lawyer appointed ASIC chairman**

Perth's leading independent law firm before linking up with other ...

# Law Firms

## SPECIAL REPORT