

BOUTIQUE OF THE YEAR
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Wiggin

John Banister

Innovation and sector focus combine

Media specialist Wiggin has been a successful feature of the City legal market but as a business has gone from strength to strength in recent years. Its success lies in embedding itself into the media sector more deeply through the launch of both legal and non-legal products and service lines, all of which have contributed to a 20% increase in firmwide revenues this year.

Wiggin's strategy is focused not only on being the media firm of choice in the UK, but also on becoming a world-class media business that delivers the best possible services to clients with legal expertise at its core. The management team has an entrepreneurial and innovative spirit; in order to meet the needs of more sophisticated and demanding clients, and a more challenging and competitive industry, the team found a way to create new income streams while further cementing Wiggin's commitment to the media sector. Wiggin's strategy to entrench itself deeper includes activities that are not common in UK law firms, for example lobbying on behalf of clients and key industry areas. Its recent campaign for a UK high-end TV tax credit is a key example of this.

HIGHLY COMMENDED

CANDEY

Ashkhan Candey

This litigation boutique has become an established player in a highly competitive market. With projected turnover to March 2015 of £5.5m, the firm will generate average profits per equity partner of around £1.1m. Such financial performance comes from working on high-profile cases, usually up against major City firms, such as Freshfields Bruckhaus Deringer in *MBI v IBRC* – a dispute over the sale of the Berner's Hotel.

CURTIS DAVIS GARRARD

Glenn Kangisser

What began as a shipping outfit based in offices near Heathrow Airport has become a major force in the areas of shipbuilding and offshore energy in the City. Strong financial performance, some significant lateral hires from larger rivals and impressive mandates all contribute to the firm's standing in the market.

SIGNATURE LITIGATION

Graham Huntley

This high-flying disputes specialist saw revenue surge by 70% from £4.82m to £8.17m in 2013/14, despite having only launched two years ago, while the profit margin is estimated at 50%.



(L-R) Wiggin celebrate with Mark Husband of Cogence Search

Former Hogan Lovells partners Huntley and Helen Brannigan have composed a highly credible outfit, with roles on key cases such as *Fortress v Blue Skye*, a dispute that arose out of the reorganisation of the €200m Blue Skye Investment Group in Italy.

VOLTERRA FIETTA

Robert Volterra

A disputes firm with a long track record in public international law battles, Volterra Fietta punches well above its weight in this arena thanks largely to the market reputation of its two founders. Recent headline work includes representing the claimant in *Malaysia v Singapore*, an inter-state dispute at the Permanent Court of Arbitration in The Hague, which ended in a comprehensive victory for the client.

ZYDA LAW

Paul Zyda

This energy, environmental and planning law boutique attracts its fair share of admirers, from clients such as EDF and INEOS, as well as larger law firms. In particular, the firm has carved out a niche for advising on the planning aspects of nuclear decommissioning.



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We are Cogence Search. We are a boutique legal search firm.

Congratulations to all nominated for the award of Boutique Firm of the Year and congratulations to the 2015 winners, Wiggin LLP.

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