

Global Insurance Report

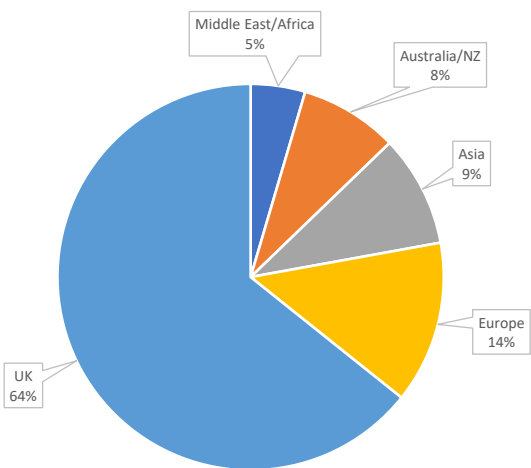
EMEA and Asia Pacific



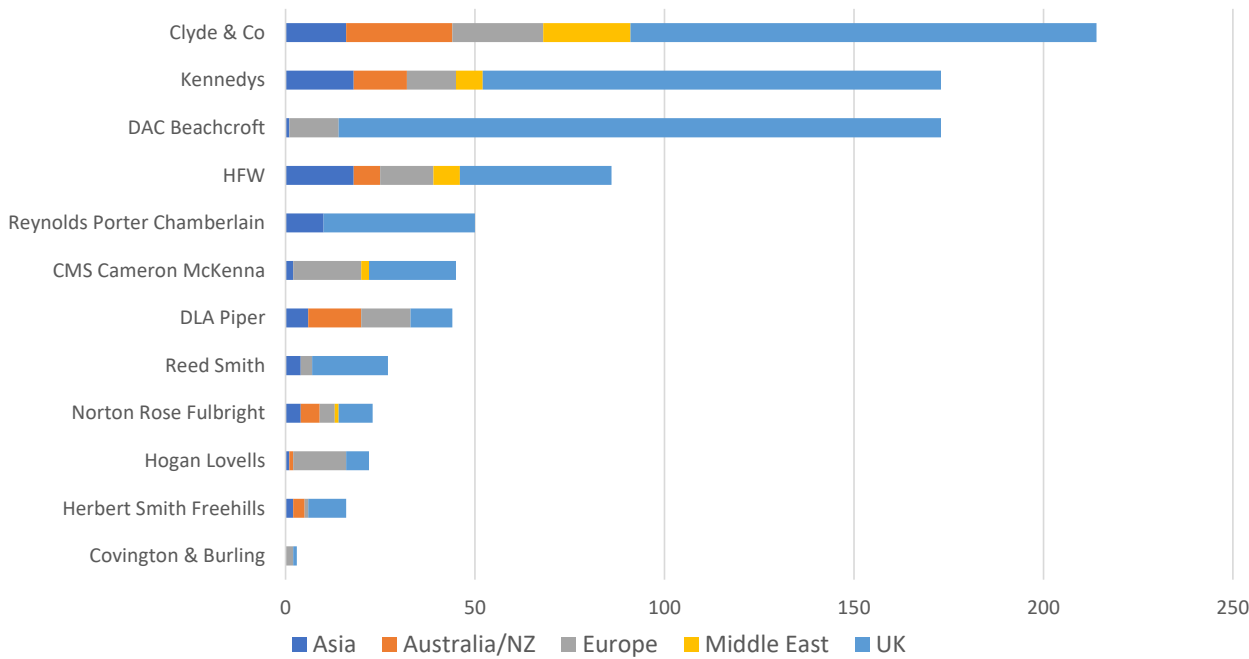
EMEA/Asia Pacific contentious insurance partners*

- 875 partners based in EMEA and Asia Pacific.
- 64% based in the UK.
- 64% work at Clyde & Co, Kennedys or DAC Beachcroft.
- 26% work for HFW, RPC, DLA Piper or CMS.
- 10% work for Reed Smith, HSF, Covington, Hogan Lovells or Norton Rose Fulbright.
- In the UK, 73% work at Clyde & Co, Kennedys or DAC Beachcroft.

Contentious insurance partners - EMEA and Asia Pacific



Contentious insurance partners - EMEA and Asia Pacific



*This report focuses on 12 globally ranked contentious insurance firms – Clyde & Co, CMS, Covington, DLA Piper, DAC Beachcroft, Herbert Smith Freehills, HFW, Hogan Lovells, Kennedys, Norton Rose Fulbright, Reed Smith and RPC.



WHO WE ARE

With roots dating back to 2001, Carlyle Kingswood Global was established through the merger of Carlyle Executive Search and Kingswood Global, two leading players in the APAC professional services executive search market.

Carlyle Kingswood Global prides itself on the calibre of individuals who represent our brand and the quality of service we provide to our clients.

Through our offices in London, Hong Kong, Singapore and Sydney, we have brokered a significant number of mergers, office launches and lateral moves on behalf of our clients, many of which would be considered as transformational in their respective jurisdiction.

Our clients include leading international, domestic and boutique law firms; global accounting firms; corporates; financial institutions; funds management businesses and other asset managers.

OUR GLOBAL TEAM

LONDON



MILO O'CONNOR, DIRECTOR

Milo is a Director in the London office of CKG, with over 17 years of experience in the City. His practice is a legal partner focused search-led business. Milo works with a range of UK and US firms in the city and undertakes both strategic single lateral hires

and team moves.

He is considered to be a trusted advisor to a number of law firms in the City of London and the intermediary of choice for a number of market leading partners.



ZOE HEAD-RAPSON, DIRECTOR

Zoe is a Director, who has specialised in both In-house and Private Practice recruitment. Zoe started her career with CKG in Asia, where she successfully placed a variety of team and individual hires into Private Practice across the Asia

Pacific region. This involved assisting with setting up offices for International Law firms and moving numerous Partners on both the contentious and non-contentious side including Managing Partner hires. Now based in London she manages both Senior and Junior recruitment searches across Europe.

HONG KONG

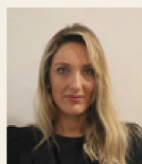


DAVID ROBERTS, CO-CEO

David is one of the founders of Carlyle Kingswood Global.

He has nearly 20 years' experience in the industry and has successfully completed a variety of Partner, Counsel, Associate, Director and team moves for a wide range of law firms and in-house clients in Asia and Europe.

He is recognised as one of the leading partner recruiters in Asia and has executed hundreds of mandates including moving entire law firm divisions & practice areas, moving managing partners and setting up offices for international law firms in Asia.



ROZ LIVINGSTONE (NEE ETKIND), DIRECTOR

Roz is Co-Head of Asia Legal at Carlyle Kingswood Global based in our Hong Kong office. She has been recruiting lawyers in Asia since 2006. Roz's track record as one of the premier legal recruiters in Asia spans

a variety of Partner, Counsel and Associate moves on both a retained and contingent basis in Hong Kong and Singapore. Prior to joining Carlyle Kingswood Global, Roz led the Asia senior search and partner proposition for another search firm in Hong Kong.

AUSTRALIA



STEVEN NUNN, CO-CEO

Steven Nunn is one of the founders of Carlyle Kingswood Global and is Head of the Legal Division.

He has worked in key recruitment roles for over 15 years, specialising as a head-hunter within the legal market for the last 10 years.

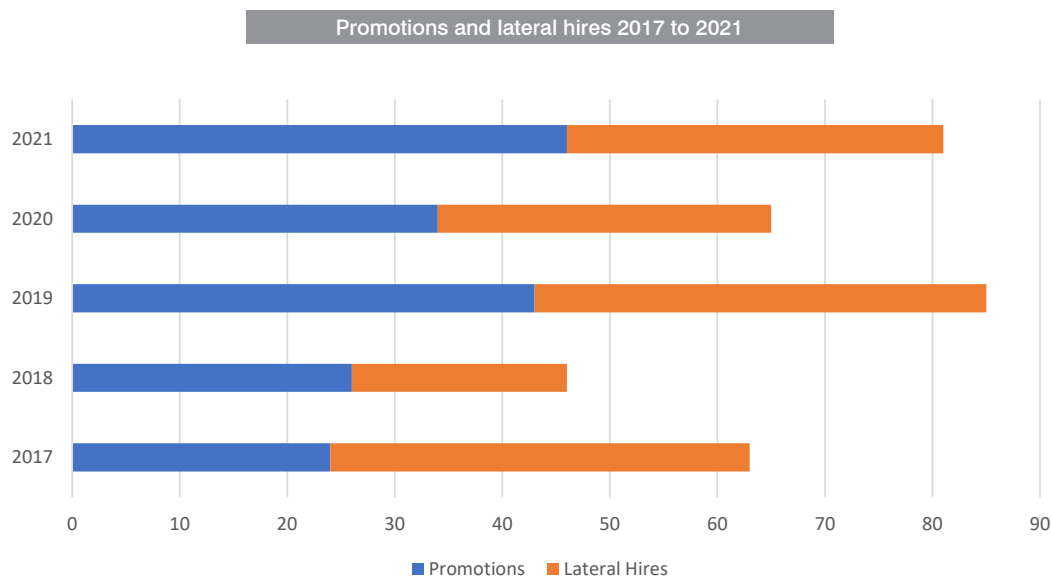
He has successfully completed over fifty executive legal assignments within Australasia and has quickly built a reputation as one of the leading search consultants in the legal profession.



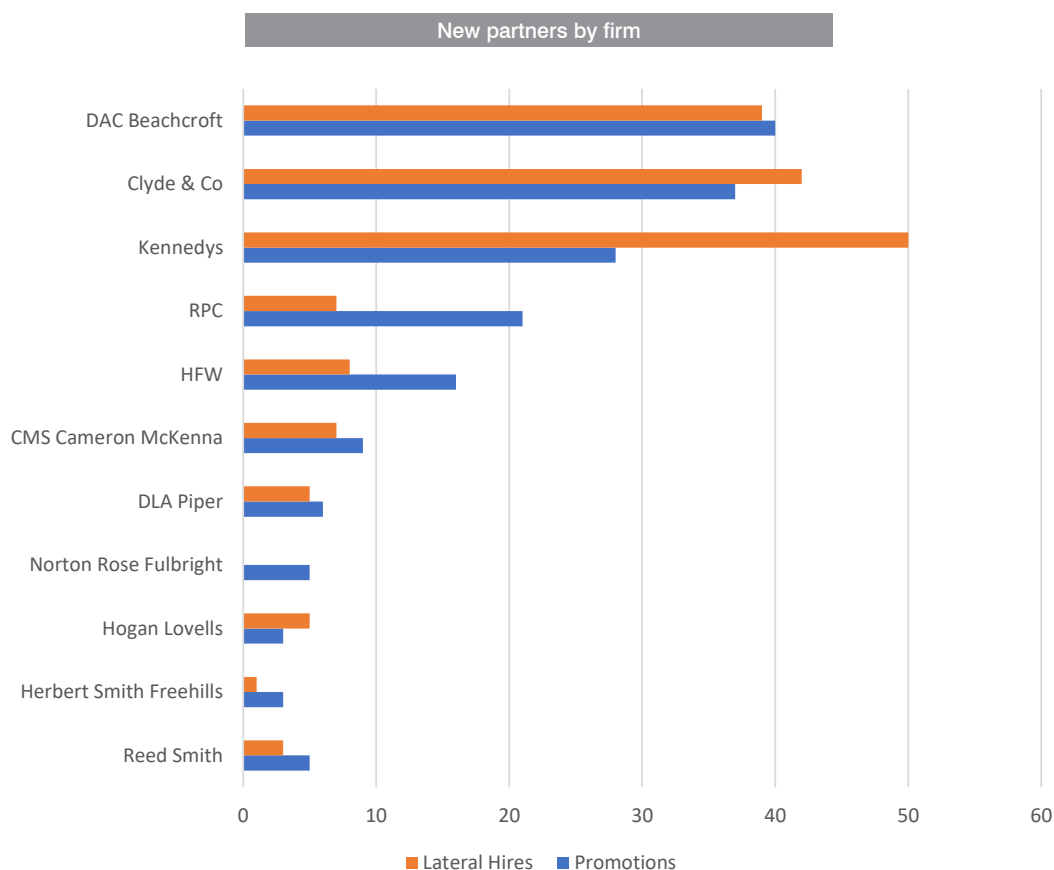
STEVEN CORFIELD, DIRECTOR

Steven is a Director at Carlyle Kingswood Global and the Leader of our Corporate, Banking, Projects and Real Estate areas in Australia. He assists our clients with the acquisition of lateral Partners and Practice Groups as well as the identification of

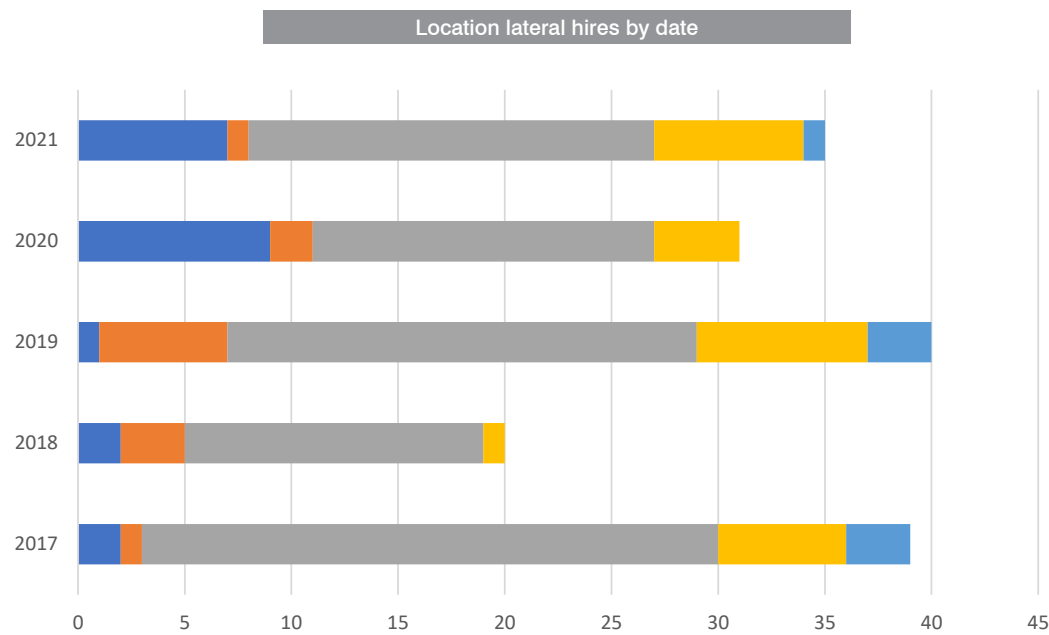
merger opportunities. Previous work includes the successful merger of a 45 partner national firms with a boutique corporate, resources and real estate practice. In addition, in the last 12 months Steven has assisted clients acquire leading practitioners principally in the areas of real estate, corporate and Government Infrastructure.



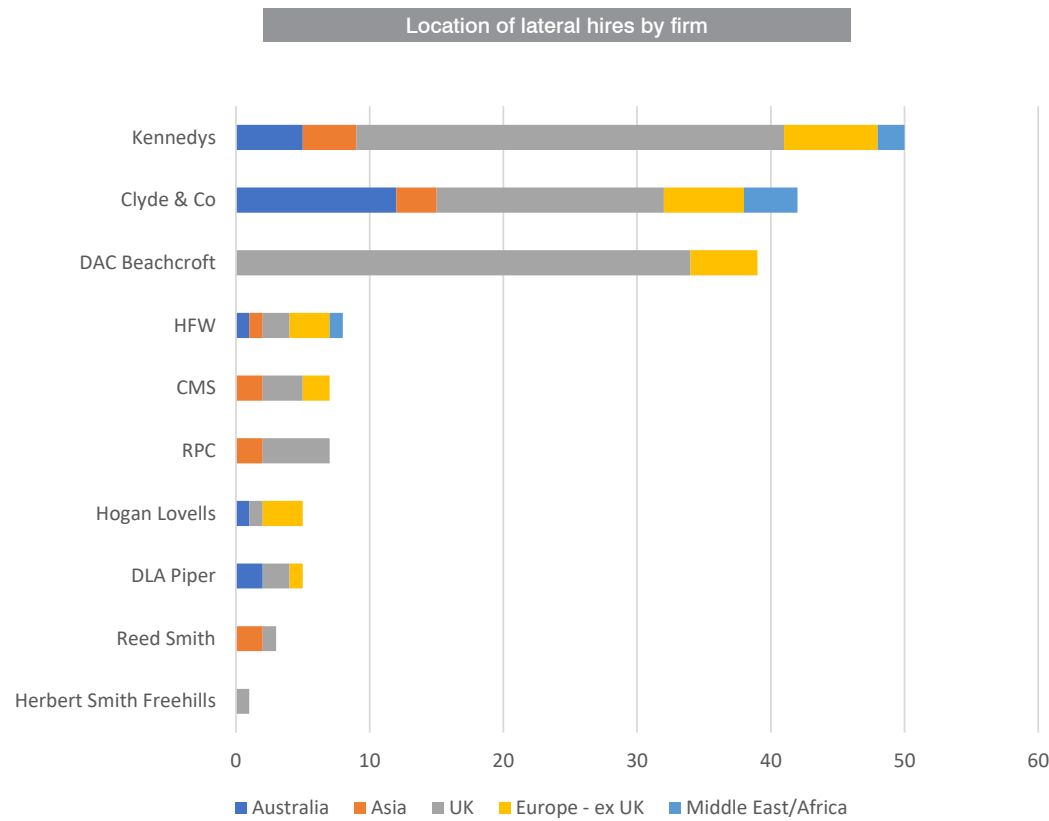
- 340 new partners - 51% promotions and 49% lateral hires.
- 58% of promotions and 79% of lateral hires made by Clyde & Co, Kennedys or DAC Beachcroft.
- Kennedys made 50 partner hires, several of which underpinned the opening of new offices in Melbourne, Leeds, Paris and Bangkok.



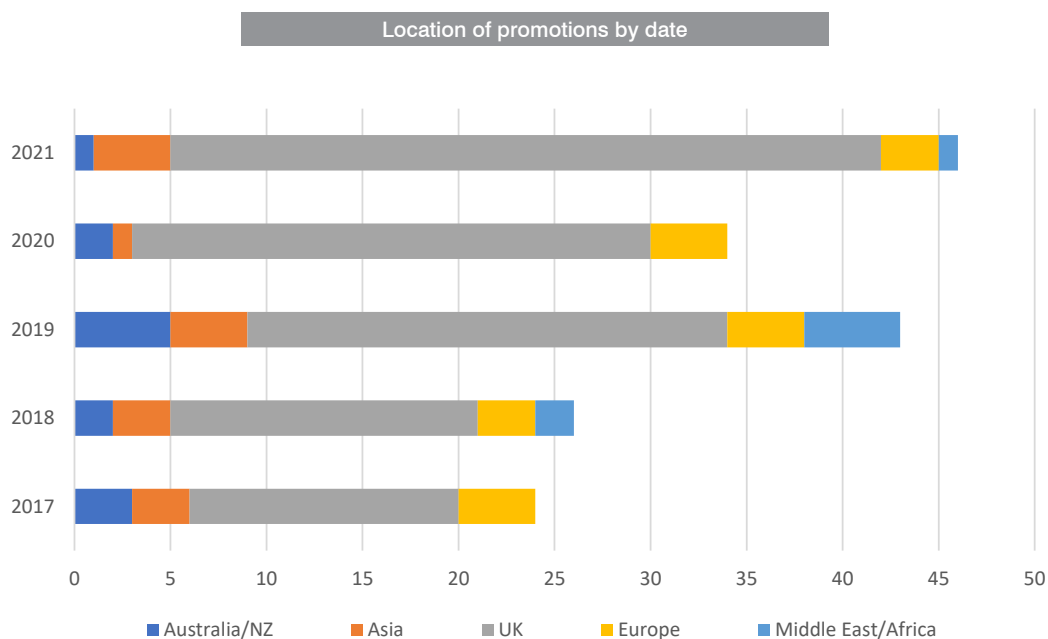
Lateral hires



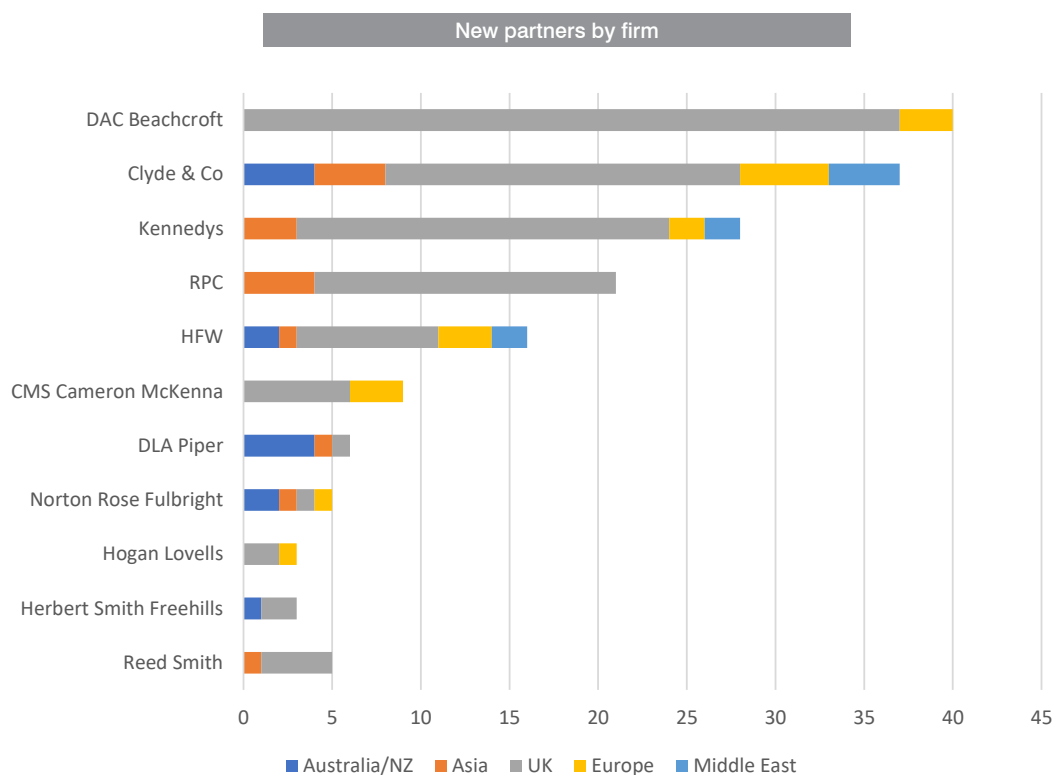
- Lateral hires based in the UK: 60%
- Lateral hires based in the UK (by firm): DAC Beachcroft (87%), RPC (71%), Kennedys (64%), CMS (42%), Clyde & Co (40%) and HFW (25%).

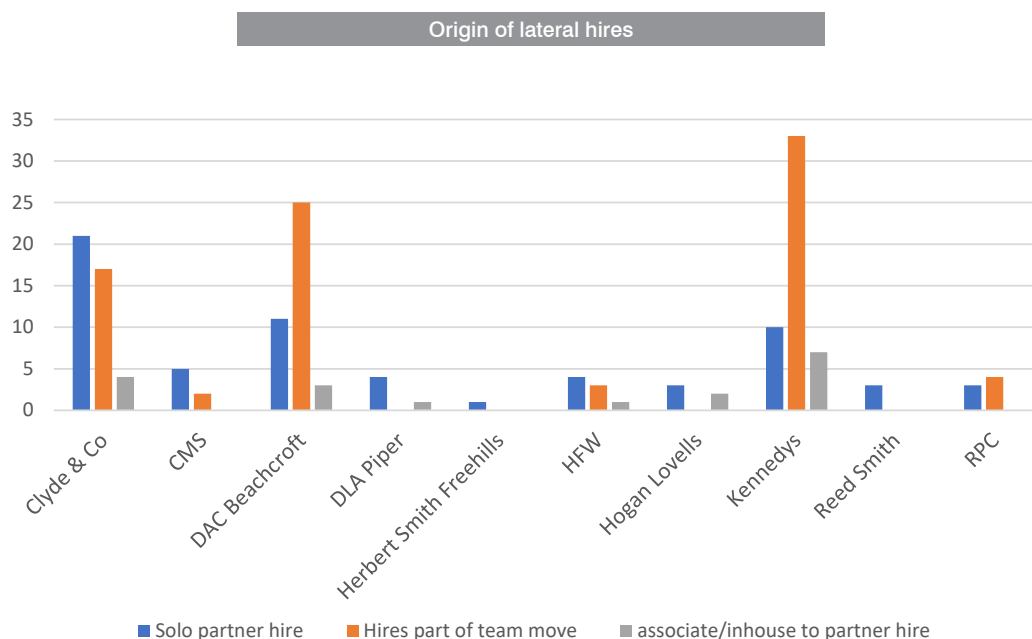


Promotions



- Location of promotions: UK (68%), Europe (10%), Australia (8%), Asia (9%) and Middle East/Africa (5%).
- Promotions based in the UK: DAC Beachcroft (93%), RPC (80%), Kennedys (75%), CMS (67%), Clyde & Co (54%), HFW (50%), Norton Rose Fulbright (20%) and DLA Piper (17%).





- Team moves: 28
- Location of team moves: UK (19), Australia (3), France (2), Germany (2), South Africa (1) and Singapore (1).
- Team moves of four or more partners: 6

Firms hired from (UK)

Firm	Number of partners hired
BLM	17
Mayer Brown	7
Clyde & Co	7
DWF	6
Sedgwick	5
Langleys	4
Norton Rose Fulbright	4
Hill Dickinson	3
Kennedys	3
Keoghs	3

Firms hired from (outside UK)

Firm	Number of partners hired
Norton Rose Fulbright	12
Ince	8
BOPS Avocats	4
Clyde & Co	3
Bird & Bird	2
Gomez-Acebo & Pombo	2
HFW	2
HMN	2
RPC	2
Withers Khattar Wong	2
Wooton & Kearney	2



Team moves

Clyde & Co

- 2017 - Australia (Melbourne): hired a team of three partners (Nicole Wearne, Ganga Narayanan and Mark Attard) from Norton Rose Fulbright.
- 2017 - UK (Newcastle): hired two shipping partners from Eversheds Sutherland (Stephen Mackin and Jessica Maitra).
- 2017 - South Africa (Johannesburg): hired two partners from Hogan Lovells (Deon Francis and Reshana Pillay), plus a small team of associates.
- 2018 - Germany (Hamburg): launched a new office, following the hire of a team of four partners from Ince.
- 2018 - UK (London): hired two partners (Mandip Sagoo and Angus Duncan) from Mayer Brown.
- 2021 - Germany (Munich): launched office in Munich, following the hire of three partners from Norton Rose Fulbright.
- 2021 - UK (London): hired two casualty partners from BLM (Jeanette Newman and Jonathan Edwards).
- 2021 - UK (London): hired REN's aviation specialist team of 12, including two partners - Norman Frazer (aviation finance) and Richard Mumford (aviation litigation).

CMS

- 2018: Singapore – hired two shipping/insurance partners from RPC (Andrew Horton and Steven Wise).

DAC Beachcroft

- 2017 - UK (London): hired six complex injury partners (Nigel Adams, John Goodman, David Knapp, Danielle Singer, Michelle Traxler and Tom Walshaw) and 21 legal professionals from Clyde & Co.
- 2017 - UK (London): hired two partners (Duncan Strachan and Mark Kendall) and four associates from Sedgwick.
- 2018 - France (Paris): launched an office following the hire of two partners (Christopher Wucher North and Vladimir Rostan d'Ancezune) from insurance boutique HMN.
- 2019 - UK (London): hired Liam O'Connell and a seven-strong insurance claims team led by partner Kirsty Hick from Norton Rose Fulbright.
- 2019 - UK (Belfast): launched an office following the acquisition of two partner best friends firm McKinty & Wright.
- 2020 - UK (Belfast): expanded office with a five-partner team from BLM. Partners included Peter Campbell, Alison Cassidy, Paul MacAllister and Aine Tyrell, plus cominical negligence partner Fintan Canavan.
- 2020 - UK (London): hired a four-strong, public sector liability team from DWF, led by partner John Palmer and David Weir
- 2020 - UK (Manchester): launched an advocacy business following the hire of barristers Jonathan Robinshaw and Sahar Farooqi from DWF.

HFW

- 2019 - Monaco: lauched an office following the hire of three partners (Ian Cranston, Andrew Charlier and Marco Crusafio) and four associates from Ince.



Kennedys

- 2021 - Australia (Perth): launched an office following the hire of Jonathan Wyatt and a team of eight associates from Clyde & Co
- 2017 - Australia (Melbourne): launched an office following the hire of Michael Kavanagh and three associates from Lander & Rogers.
- 2017 - UK (London): hired four partners from Mayer Brown - David Chadwick, Andrew Westlake, Ingrid Hobbs and Andrew McGahey (who relocated to the firm's Dublin office).
- 2019: UK (Birmingham) – hired two professional liability partners (Steve Oats and Paul Chaplin) and two associates from DWF.

Mergers and office openings

Clyde & Co

- 2018 - opened an office in Bristol (the firm's tenth office in the UK).
- 2018 - launched in Oman, through an association with local firm Fatma Al Mamari.
- 2018 - launched office in Hamburg, Germany
- 2019 - launched office in Dublin.
- 2020 - opened office in Kenya, in association with local firm Kangwana & Co.
- 2021 - launched office in Munich.

DAC Beachcroft

- 2017 - formed collaboration with Oldham Li & Nie in Hong Kong.
- 2018 - launched office in Paris, France.
- 2019 - launched office in Belfast after taking over 'best friends' firm McKinty and Wright.

HFW

- 2018 - opened office in Abu Dhabi, its fifth office in the region and twentieth worldwide.
- 2019 - launched office in Monaco and entered into an alliance with Saudi law firm Mohammed Al Khiliwi.

Kennedys

- 2017 - launched offices in Bangkok (Thailand), Paris (France) and Melbourne (Australia).
- 2019 - launched office in Bristol and merged with Portuguese boutique firm N. Maldonado Sousa & Associados.
- 2020 - launched offices in Muscat (Oman) and Tel Aviv (Israel).
- 2021 - launched offices in Leeds (UK) and Perth (Australia).

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Methodology

This report has been generated using data collated from Legal Monitor's Legal intelligence platform. Data was collected in January 2022 and does not reflect any moves or promotions that have taken place since then.

**For a confidential discussion about any issues contained in this report,
or to discuss your career, please feel free to get in touch:**

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