



## LAW

## SMALL AND MIGHTY

Advising small players in the energy and resources sector is a niche that lets HopgoodGanim compete successfully against large global firms. **Report: Georgina Dent**

● Brisbane law firm HopgoodGanim is punching above its weight and has been ranked alongside national heavyweights in a recent survey by Thomson Reuters.

In August, the publishing group ranked HopgoodGanim equal second with Allens Arthur Robinson, Freehills, Minter Ellison and Norton Rose in its global capital markets review for the first half of 2011 based on deal volume. In May, Thomson Reuters ranked the firm equal first in the same review in equity and equity-related matters.

Data from DisclosureNet shows HopgoodGanim, which earned \$36.6 million in financial year 2010-11, now advises one-third of all listed companies in the metal and mining and oil and gas sectors based in Brisbane.

Managing partner Bruce Humphrys says being ranked alongside national and international competitors is proof there has never been a better time to be a mid-sized firm.

"The reach of the mid-tier firm is greater than it's ever been," he says. "We seem to be picking up new clients each day of the week."

Humphrys is confident these new opportunities are being created by the arrival of large global firms.

"It is having an impact that we'd say is very positive," he says. "We feel the more

Standing tall: Bruce Humphrys says HopgoodGanim is attracting the junior players

consolidation at the top end, the more work will come our way."

The firm has almost doubled in size in five years, which Humphrys attributes to its decision to join forces with smaller companies in the energy and resources sector. "We identified some time ago that the exploration companies and junior miners essentially weren't of interest to the larger top-tier firms," he says.

Mid-tier firms in Perth are experiencing a similar shift. "We've been very interested in how Western Australia has found the entry into the market of the global players and their sentiments reflect ours," he says.

McCullough Robertson partner Ian Hazzard says: "We don't see international firms as a threat. We're flexible, we don't have the charge-out rates of Sydney, we can move people around easily and because we're independent we're an alternative for global firms that might not want to brief a large national firm." **BRW**

## ADVISERS TO LISTED BRISBANE-BASED ENERGY AND RESOURCES COMPANIES

Firm	Number
HopgoodGanim	21
DLA Piper	4
Hemming+Hart	4
Corrs Chambers Westgarth	3
McCullough Robertson	3
Carter Newell	2
Clayton Utz	2
Hynes Lawyers	2
Minter Ellison	2
Norton Rose	2
O'Loughlins Lawyers	2
Blakiston & Crabb	1
Freehills	1
Gadens Lawyers	1
Hagan & Co	1
HWL Ebsworth	1
Porter Davies	1
Price Sierakowski	1
PwC	1
Quinert Rodda & Associates	1
Rawling & Company	1
Sparke Helmore Withycombe	1
Steinepreis Paganin, Winstead PC	1
Thomson Bentley & Partners	1
Freehills	1
Total	61

Source: DisclosureNet