

'A Firm on the Rise': Chairman Gil Soffer Discusses Katten's Strong Fiscal Year in *The American Lawyer* Interview

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In an interview with *The American Lawyer*, Katten Chairman Gil Soffer discussed the firm's 2025 fiscal year and new firmwide strategy. Fiscal year 2025 was highlighted by an 18.3 percent increase in net income and a 24.5 percent rise in profits per equity partner, driven by strong demand in financial services and adjacent practices, along with a firm-wide focus on productivity and expense control.

"It's a great productivity story," Gil said about the firm's effort to identify where lawyers can be the most productive. Those efforts align with the firm's strategy. Gil noted three key components of the strategy: growth in targeted areas, collaboration, and maintaining a high-performance culture.

He noted that back-to-back increases of more than 20 percent in profits per equity partner represent "a really good story of a firm on the rise."

The firm's revenue reached $912.3 million in 2025, up 5.8 percent compared to $862.1 million in 2024. Revenue per lawyer was $1.44 million, an increase of 11.1 percent compared to the prior year. Net income was $378.6 million, with profits per equity partner averaging $3.32 million. The firm's profit margin improved to 42 percent in 2025, compared with 37 percent the year before.

Demand was particularly strong across the firm's financial markets and funds, private credit, structured finance, private equity and M&A practices, along with restructuring, real estate and litigation. The firm also brought on 11 lateral partners in 2025 from Big Law firms across a range of practices, joining offices in Charlotte, Chicago, Dallas, Los Angeles, New York and Washington, DC. Under the firm's five-year strategic plan, Katten is targeting growth toward 800 lawyers while maintaining its commitment to profitability and culture.

"Focused on Profitability, Katten Posts Record Year With Net Income Up 18.3%," *The American Lawyer*, March 2026

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