



Virgin Atlantic Airways' Ahsan Gulabkhan with Matt Simmons of Pure Search

## RISING STAR IN-HOUSE COUNSEL OF THE YEAR

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### AHSAN GULABKHAN

#### Virgin Atlantic Airways

##### CONSISTENT WORK ON THE AIRLINE'S LARGEST AND MOST COMPLEX MATTERS

Gulabkhan is the lead lawyer for the Virgin Atlantic's aircraft finance and treasury teams, the primary legal point for the commercial and network teams, and part of the group's senior management team. Since joining Virgin Atlantic in 2013, he has worked on some of the airline's largest and most complex matters, including Virgin Atlantic's

recent large aircraft campaign and ultimate order of its new A350 fleet.

Cited not only by partners at external advisers to Virgin Atlantic but also his boss, general counsel Julian Homerstone, Gulabkhan has clearly emerged as one to watch for the future. Described as a 'proper lawyer' by one law firm partner, they conclude: 'Certainly a future leader at Virgin Atlantic, in the aviation industry or back in a law firm'.

### HIGHLY COMMENDED

#### EDWARD ANDERSON

##### Sainsbury's

In 2016 Sainsbury's successfully completed the first standalone action against a payments company brought to judgment in the UK and was awarded the largest ever anti-competition award in Europe. A competition lawyer by background, Anderson encouraged Sainsbury's to pursue its recent action independently, built a team of expert witnesses, managed all internal communications and prepared the retailer's case.

to director of legal and head of the customer-facing team. Recent key achievements include an negotiating with regulatory body Ofcom around the introduction of tiered pricing in consumer contracts, enabling Telefónica to become the first operator to introduce the concept of tiered pricing.

#### CRAIG HARRIS

##### British American Tobacco

Harris joined BAT in 2012 and has since worked on the two largest M&A deals ever in the tobacco industry, including BAT's recently announced \$49.4bn agreement to buy Reynolds American. Other highlights include leading on BAT's first acquisition in Sudan and the largest cash takeover in Brazilian history.

#### JULIA BOYLE

##### Telefónica

Within the last decade Boyle has held four different roles in the legal team, including a recent promotion

#### JONATHAN COPE

##### RSA Group

Cope has been serially promoted to his current role as head of legal, UK and international, since joining RSA in 2013. Cope was lead internal counsel on RSA's disposal of non-core businesses in 16 jurisdictions from 2015-2016, and oversaw the development of the group's IT infrastructure agreement in 2015.

#### SARAH ROSSER

##### Vodafone

Rosser has spearheaded an ambitious change programme as head of Vodafone's enterprise legal team. This has seen her introduce into Vodafone's Enterprise division a contract lifecycle management system to generate and manage contracts for Vodafone's Enterprise customers globally.

# Congratulations to Ahsan Gulabkhan

## Rising Star In-House Counsel of the Year 2017

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