

With 33% Profit Growth in 2025, Lowenstein Sees Returns on Prior Year's Investments

By Amanda O'Brien

February 3, 2026

What You Need to Know

- Lowenstein Sandler saw double-digit growth across all financial metrics in 2025, citing returns on the firm's 2024 investments.
- The firm's gross revenue increased by 18.4%, while profit grew by 33% year over year.

Recent investments paid dividends for Lowenstein Sandler in 2025, with the firm seeing double-digit growth across all financial metrics for a second year in a row amid a jump in demand compounded by realized rate increases.

The New Jersey-founded firm surpassed \$500 million in gross revenue for the first time in its history in 2025, surpassing its previous record-high performance from 2022 as revenue grew 18.4% year over year to \$523.4 million. The firm's net income grew by 33.1% to reach \$191.3 million; profits per equity partner, meanwhile, increased by 20.1% to reach \$3.75 million, even as Lowenstein added on five new equity partners over the course of the year.

"In 2024, we talked a lot about it being an investment year and our new strategic plan, and 2025 was the first year where we really saw the impact from that," Lowenstein Sandler chairman and managing partner Gary Wingens said in an interview. "Some of the AI investments we made started to pay off, as did the cultural impact of how our partners work together and cross sell."

According to Wingens, Lowenstein Sandler's financial results were driven by rate increases in line with the industry standard, bolstered by a steadily high realization rate. Wingens estimated that the firm's realization rate continues to hover around 90%. Compounding the effect of those realized rate increases was demand, which Wingens estimated grew by 6.5% to 7% and spanned all three of the firm's core practices.

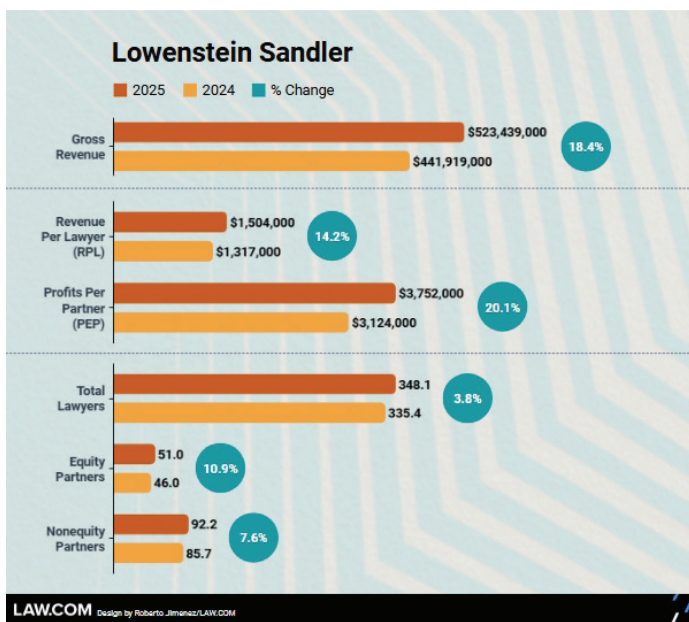
"All three of our major departments, litigation, corporate and bankruptcy, were up by double digits this year in revenue—it's unusual to have all three heading in the same direction, and those are really important drivers," Wingens noted.

While corporate work was sluggish in the first quarter—a trend noted by a number of firms in 2025—the pace of M&A picked up as the year progressed, with the firm closing more than 100 venture-backed M&A transactions by year's end. Data center work propelled transactional work, Wingens said, as did asset management,



Gary Wingens,
managing partner of
Lowenstein Sandler.

Courtesy photo



cross-border deals, and fintech-related transactions.

Meanwhile, litigation and bankruptcy demand remained steadily high. Wingsens highlighted the firm's involvement in the largest multi-district litigation in the country, in which a Lowenstein partner and former New Jersey federal judge was appointed special master; in terms of bankruptcy work, Wingsens also touted the firm's work on behalf of abuse victims in cases involving the Catholic Church, including the Archdiocese of Camden.

Further contributing to demand, Wingsens said, were the firm's 2024 lateral hires, now fully integrated into the firm.

"Lots of new lateral partners really hit their stride," Wingsens said. "With lateral hiring, there's generally at least a one-year lag between the time you hire them and the time they're really up and running, so in 2025, we really benefited from the 18 lateral partners we brought in in 2024."

In 2025, meanwhile, the firm added on 12 partners, including five equity partners, while the firm kept associate headcount relatively level year over year. As such, the firm's overall headcount grew by 13 attorneys total to 348 lawyers, an increase of 3.77%.

Cost management also played a role in boosting Lowenstein's financial results. While investment costs in technology and hiring muted the firm's net income in fiscal year 2024, Lowenstein's cost profile grew only slightly year over year, contributing to the growth in the firm's bottom line.

"We're careful about costs, but we are continuing to invest in people and technology. Costs went up less than revenue, too, so that's why the spread is increasing and why the profit pool increased the way it did," Wingsens explained.

Going into 2026, Lowenstein Sandler will continue to grow and invest, Wingsens said, noting that the firm is aspiring to formally open a San Francisco office after recently hiring partners from Gunderson Dettmer Stough Villeneuve Franklin & Hachigian and Mayer Brown. However, the firm's growth plans will primarily be organic rather than merger-based, according to Wingsens.

"We're a firm where people can know all their partners and people really work together very well. It's not our aspiration to be a huge firm," Wingsens said. "What 2025 shows is that we can grow and deliver outstanding results in this environment, even as other 400-plus lawyer firms are disappearing."

Looking ahead at the new year, Wingsens predicts another strong financial performance, citing strong demand in litigation, bankruptcy and transactions. The firm's M&A practice also started off with a "backlog and really strong demand" of venture capital and investment management work, providing a solid foundation for 2026.

"This is very risky to say, but this year feels much less uncertain than 2025 felt at this time," Wingsens said. "I recognize that anything can happen, but it's feeling like our clients are much more confident about what the year ahead will bring...At the moment, this year is feeling really good."

The 2025 financial figures reported in this story are preliminary. ALM will report finalized data for the Am Law 200 on The American Lawyer in April and May.