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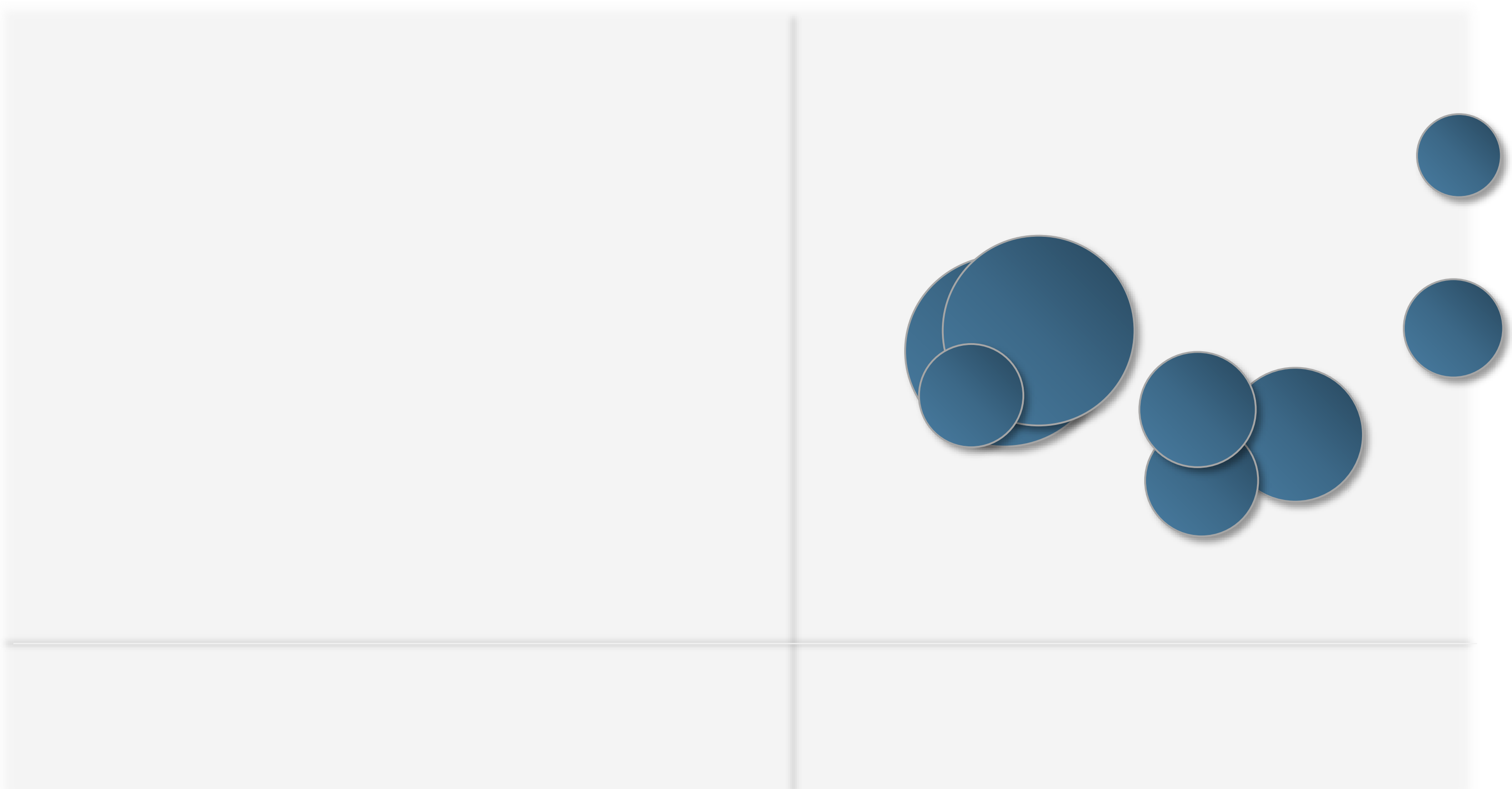
EXECUTIVE SUMMARY

BTI Litigation Outlook 2027:

More Aggressive. More Complexity. Higher Stakes.

Changes, Trends, and Opportunities For Law Firms



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Client Law Firm Preference and Favorites (cont.)

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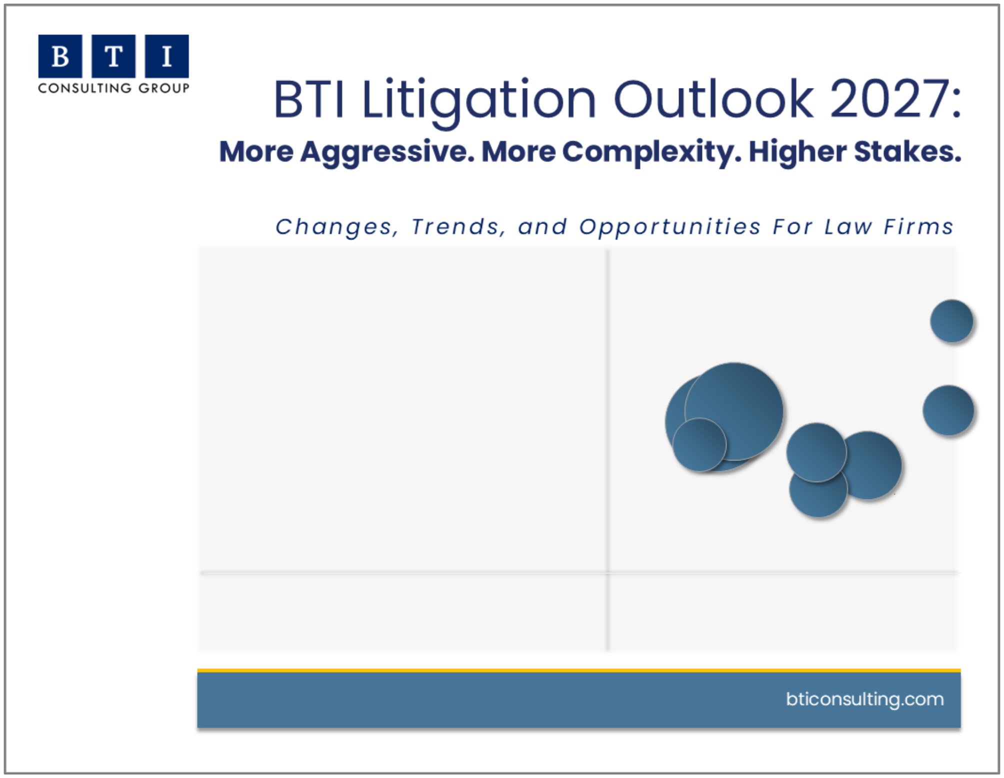
Click here to order Litigation Outlook 2027:
More Aggressive. More Complexity. Higher Stakes.



At a Glance

- Clients with budget increases plan very big increases
- Bet-the-Company is mainstream
- Clients hiring new firms to deal with more contentious, complex issues

Rich, Complex Litigation Is Breaking Wide Open

Almost 80% of clients are increasing litigation spending or sticking to last year's elevated levels. Most are making double-digit jumps.

The stakes have exploded:

Bet-the-Company matters are becoming routine. AI is spawning claims no playbook anticipated. Class actions are spreading. Cyber risk is intensifying. Employment disputes are multiplying. Commercial litigation is getting bigger, nastier and harder to predict.

Clients need speed, creativity and fearless counsel. They are spending more and rethinking who gets the work.

BTI Litigation Outlook 2027 shows you where the money is moving before everyone else gets there:

- Pinpoint the fastest-growing practices
- Find the industries with acute demand
- See where premium rates prevail
- Know which firms clients want most – and what it takes to win the work

The work is moving. The money is moving. Clients are moving.

Know where they're going – and get there first. The BTI Litigation Outlook 2027 is the roadmap.

*Our 17th **BTI Litigation Outlook** reveals risk, verdicts, contentiousness, bet-the-company and must win litigation will reach new peaks in 2027.*

Clients are out searching for the firms who demonstrate they understand the complexity, relish the risk and play to win.

Clients are:

- *Boosting spending by more than 10%*
- *Looking for law firms who understand where the new risks are and how to defend them*

Clients' 2027 litigation spending brings a whole new set of business development demands – all outlined in rich detail in this report.

***BTI Litigation Outlook 2027** immediately targets the premium rates, bet-the-company and complex opportunities – and the business development strategies to get the work. Order today!*

7 Key Trends Shaping Litigation Spending in 2027

Litigation is becoming part of business strategy – embedding it in key business strategy and growth – making it mission critical to clients

Bet-the-company work is the fastest growing segment of the market

Litigation is more contentious than ever – driving spending and new law firm selection criteria

New matters and complexity are driving growth

Litigation budgets are up for the 7th year in a row – jumping – with increases deep into double digits

6 areas of litigation show acute demand

56% of clients are increasing spend – with most increase greater than 10% over last year

BTI's Litigation Forecast 2027

Opportunity Roadmap

How to Use BTI's Litigation Forecast 2027

Identify Growing (and Shrinking) Market Segments

Vertical axis measures 2027 growth potential

- Practices above the zero-growth line highlight segments growing faster than the overall market
- Practices below the growth line are growing slower than the market

Pinpoint Premium Rate Opportunities

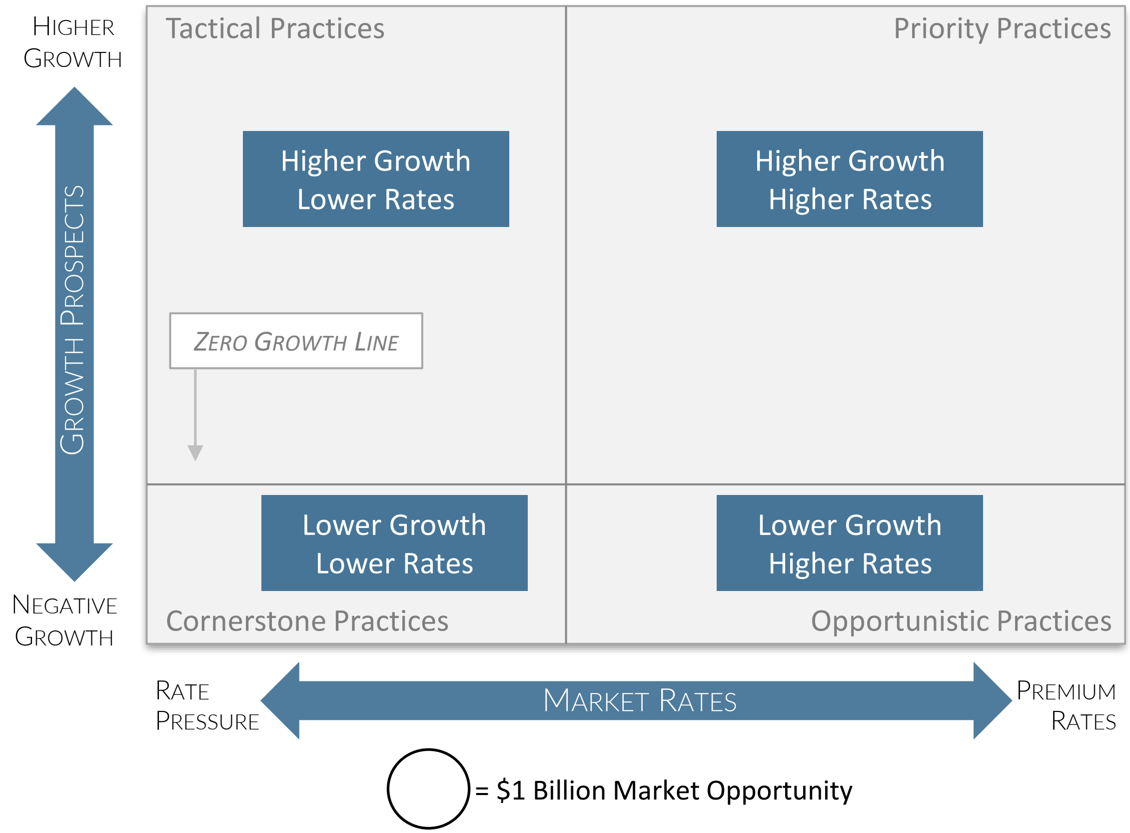
Horizontal axis identifies relative average rates

- Practices on the right side of the chart garner higher average hourly rates
- Practices on the left side of the chart experience greater rate pressure

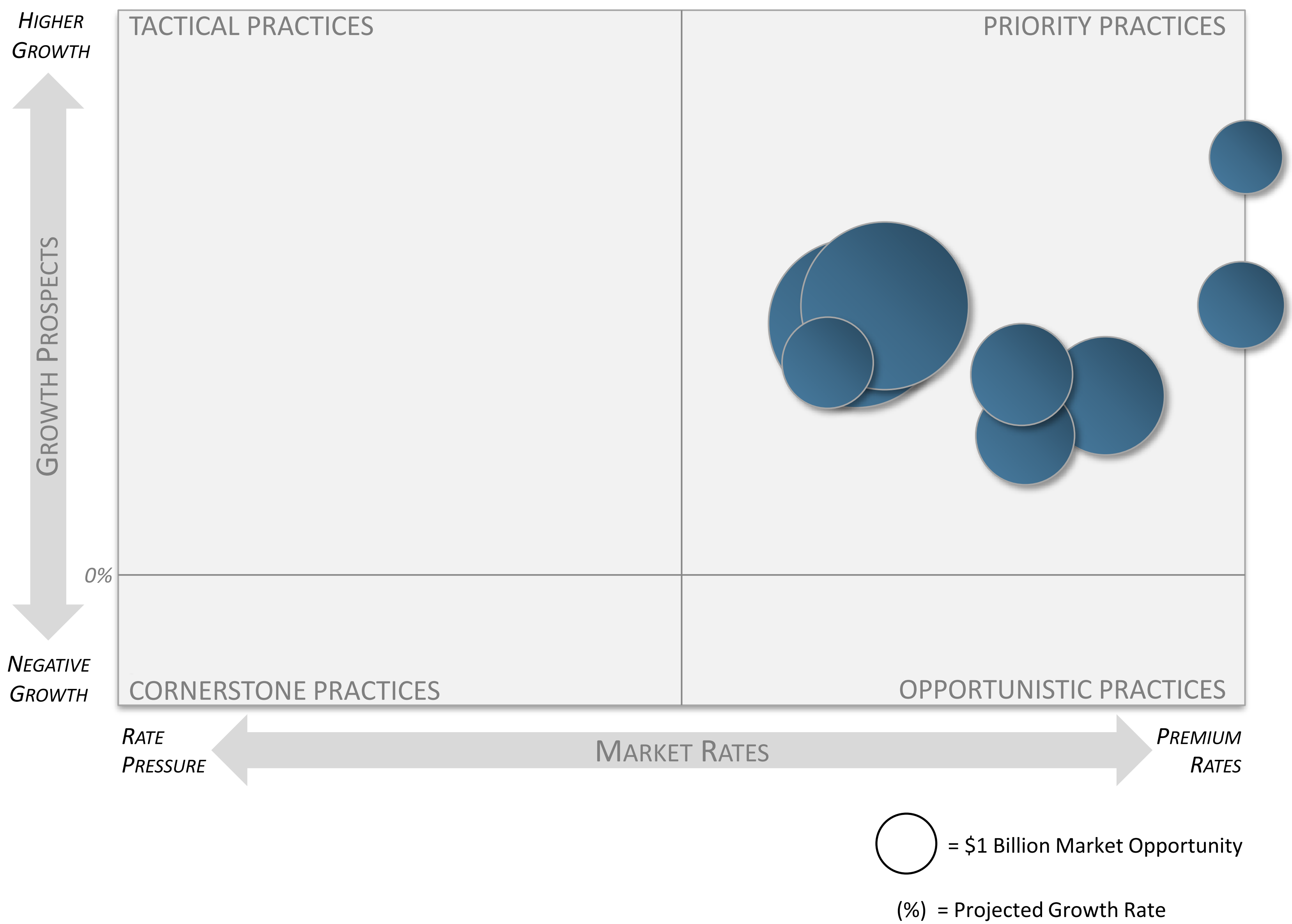
Understand Extent of Opportunities

Bubble size measures market size

- The size of each practice bubble measures the total corporate counsel spending in the litigation segment



BTI's Litigation Forecast 2027



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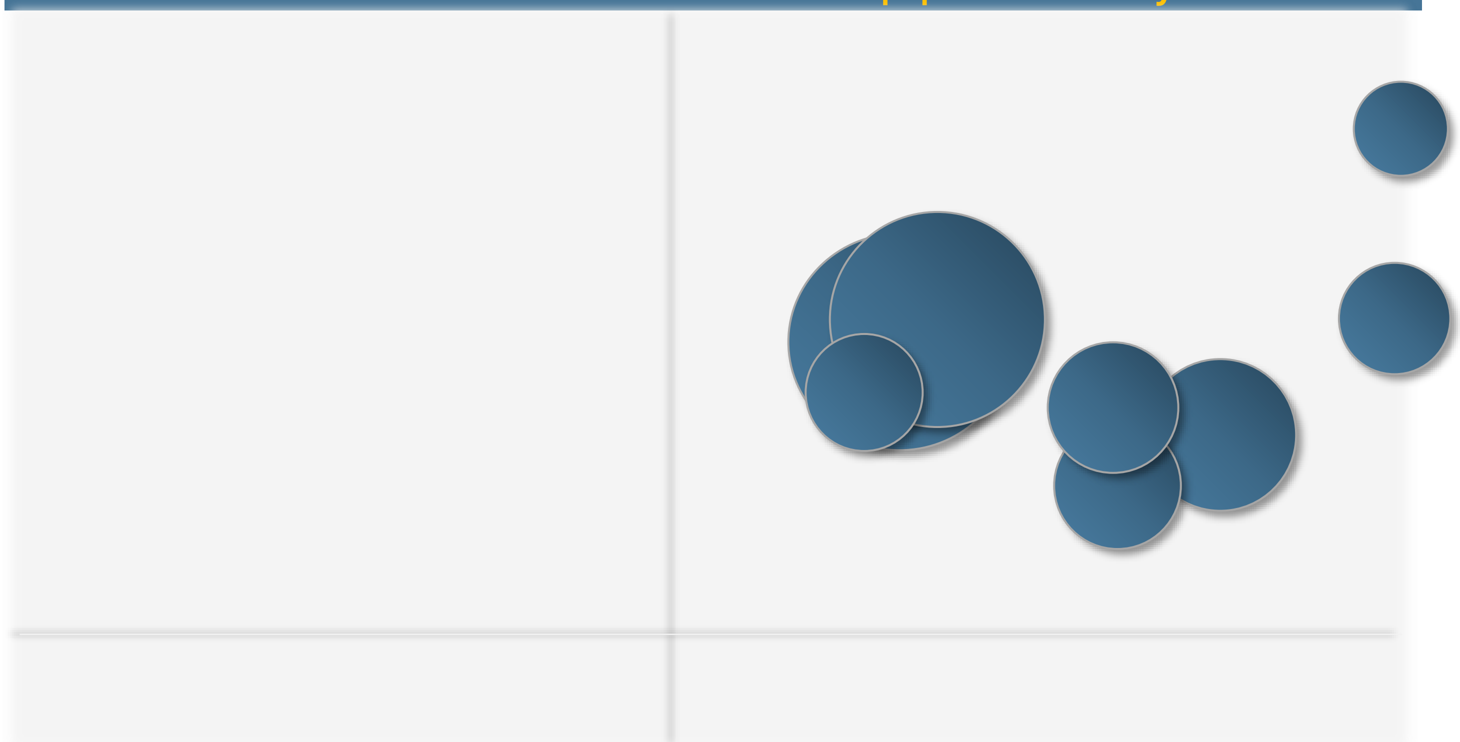
Industry Assessment for 2027

BTI Opportunity Zone



How to Use BTI's Opportunity Zone Chart

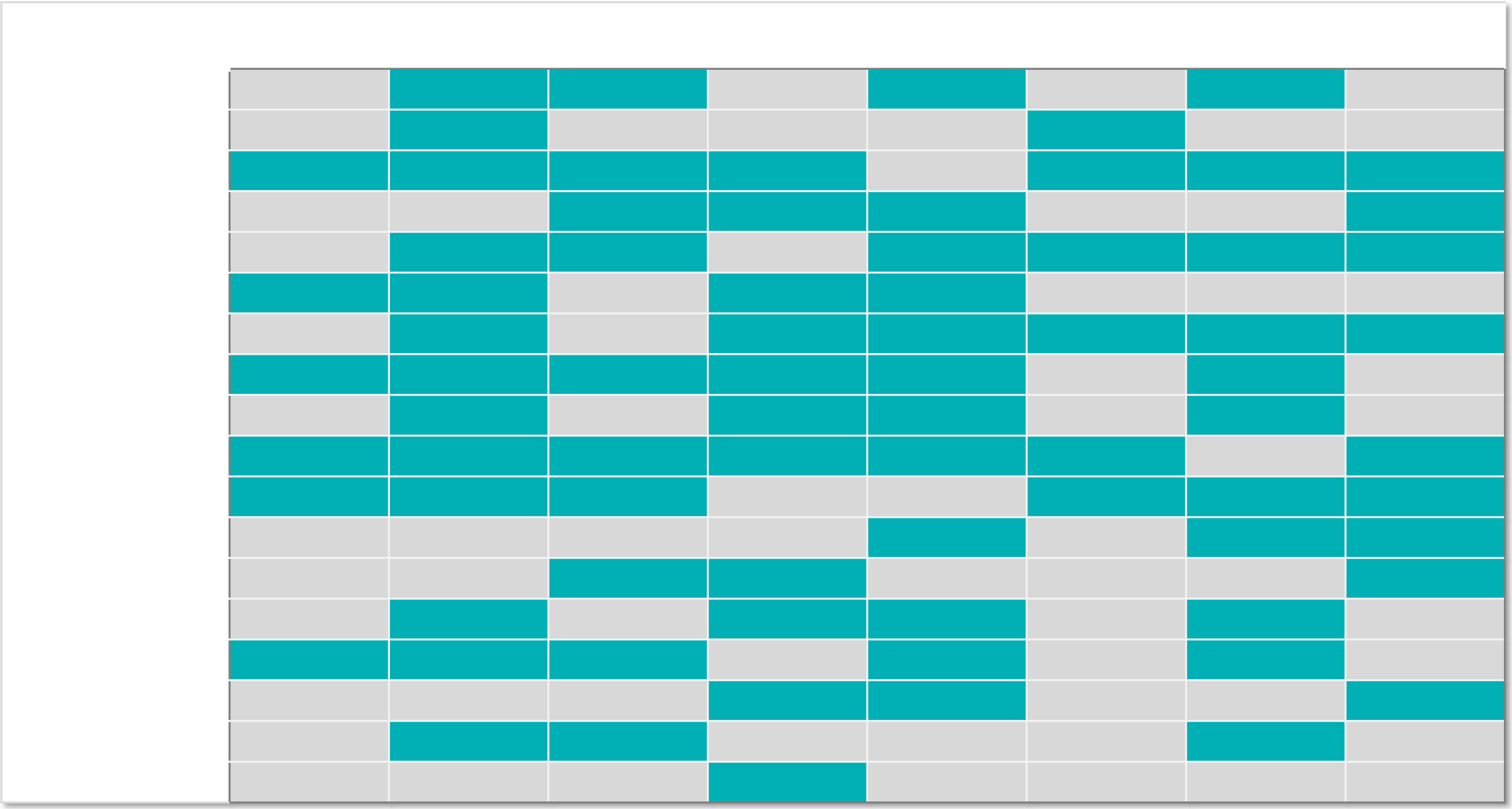
The BTI Opportunity Zone chart is a comprehensive look at growth prospects by cross section of industry and litigation segments. This chart is your roadmap for understanding how different client organizations will react to service offerings and rates in the upcoming year. Use this guide to better leverage resources, assemble right-sized pricing structures, and target hot opportunities.

BTI Hot Opportunities
The intersection of industries and litigation segments tagged for prime growth and higher-than-market rates

Market Neutral
The intersection of industries and litigation segments expected to see average or neutral growth

Pressure Points
The intersection of industries and litigation segments expected to experience price sensitivity or pushback

BTI Opportunity Zones 2027: Opportunities by Industry and Litigation Segment



BTI Hot Opportunity: *Higher Need, Higher Rates*

Market Neutral

Pressure Point: *Pressure on Rates*

Client Law Firm Preference and Favorites

Law Firm Leaders

Litigation Powerhouses: Law Firms Leading the Litigation Market

As litigation gets more complex and firms become more aggressive – clients are spending more as they reevaluate their options of law firms based on:

- Ideas and approaches
- Client service
- Prior performance
- Prowess in dealing with aggressive counsel

Top legal decision makers identify the firms best suited to meet their most pressing litigation needs.

Congratulations to these 253 firms for this impressive performance – singled out by clients with no prompts or suggested names.

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The BTI Fearsome Foursome

The Fearsome law firm. It's the Antidote.

Corporate counsel describe the litigation world as: Contentious. Mean. Aggressive. Chaotic. Inventive.

This fuels corporate counsel's demand for fearsome law firms, because fear is leverage – and leverage wins cases. Outside counsel able to strike fear into opponents hold the advantage from day one. Clients know it too: cases move faster, settle stronger, and cost less when the other side is scared to fight.

The BTI Fearsome Foursome are the firms clients least want to face across the table in litigation. The Fearsome Foursome rewrite the rules of engagement, staying relentless, cunning, aggressive, razor-sharp, and always playing to win — big.

Only 4 of 92 law firms rise above the rest as the most Fearsome. Congratulations to The BTI Fearsome Foursome of 2027 for their intensity, precision, and fierce tactics in an ever-evolving, complex, and play-to-win litigation market.

Special congratulations to Quinn Emanuel for its 5th year in a row as the Number 1 Most Feared Law Firm in 2027.

BTI
Fearsome Foursome
2027
to be announced on
September 24, 2026

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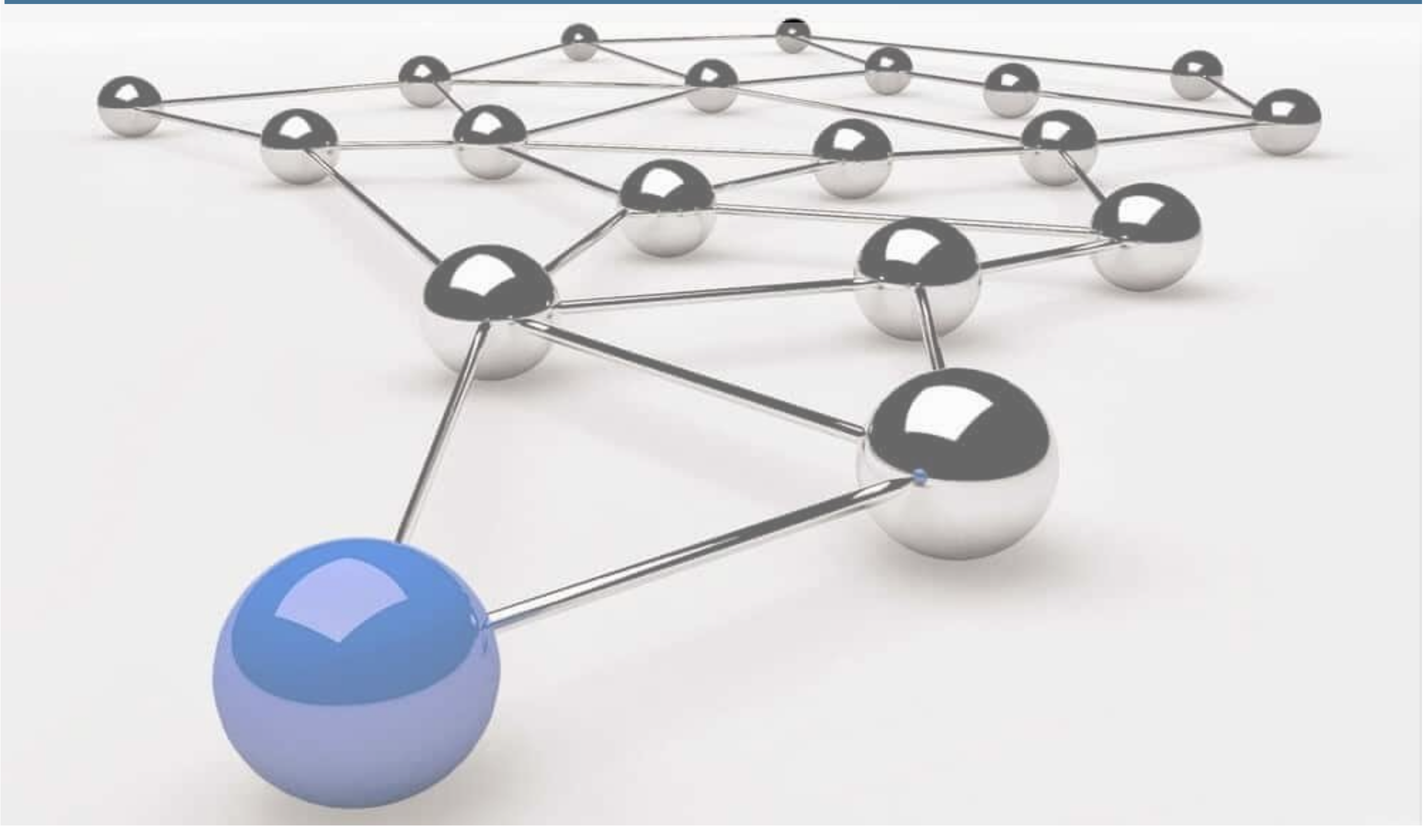
FEARSOME
FOURSOME
2027

See pages 80-82 for the full list of law firms legal decision makers say they want to steer clear of during disputes.

BTI Litigation Outlook 2027

Methodology



Our Methodology and Approach

INDEPENDENT, ORGANIC, UNBIASED RESEARCH, BASED SOLELY ON CLIENT FEEDBACK

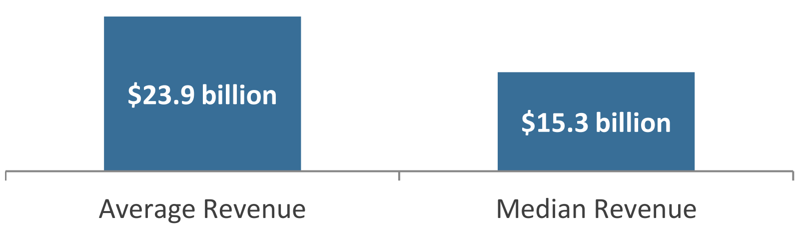
Survey Participant Demographics

Research	More than **350** in-depth surveys
Time Frame	Primarily between **December 2025** and **August 2026**
Incentives	Respondents receive a complimentary report of benchmarks and metrics

Legal Decision Makers Responsible for Litigation

- Head of Litigation
- Chief and Vice President of Litigation
- General Counsel/Chief Legal Officer
- Direct report to General Counsel

Organizations with Highest Levels of Legal Spending



Representative of more than 15 Industry Segments

- Banking
- Chemicals
- Consumer Goods
- Energy
- Financial Services
- Food & Agricultural
- Health Care
- High Tech
- Insurance
- Manufacturing
- Pharmaceuticals
- Professional Services
- Retail Trade
- Real Estate
- Telecom
- Transportation
- Utilities
- Wholesale Trade

BTI Litigation Outlook 2027 *is based solely on in-depth surveys and telephone interviews with leading legal decision makers. This comprehensive analysis trends data from more than 30,000 corporate counsel client interviews conducted over the span of 25 years.*

This research is independent and unbiased – no law firm or organization other than BTI sponsors this study.

Each year, BTI reaches out to a strategically designed group of top legal decision makers at large organizations with $1 billion or more in revenue. We target the decision makers in the industries who spend the most on legal affairs as well as thought leaders and innovative Chief Legal Officers. Our survey also includes Chief Legal Operating Officers and business executives who hire and influence the selection and hiring of law firms.

Participants are granted confidentiality at the individual and organizational level.

BTI Consulting Group

About Us

What We Do

For more than 30 years, we've successfully helped our clients strategically drive revenue, boost performance, attract and retain clients, develop more business in new and existing markets, and create enduring relationships with our data-driven customized programs and solutions tailored to meet each client's specific and unique needs. We examine the market from your client's perspective with a measurable, innovative, and high-impact approach.

From in-depth independent research to one-on-one interviews with C-suite executives, top legal decision makers, and market leaders, our expertise and insight will help you understand – as well as benchmark – how clients acquire, manage, and evaluate their professional services providers.

Client Feedback Programs

We help you reveal powerful, defining client insights you simply can't get anywhere else through innovative, world-class feedback.

Business Development Training

We help you and your firm catapult your business development skills, culture, and mindset, fast.

Client Service Excellence

We help you redefine how clients think about you and your firm for the short- and long-term.

Market Research and Insightful Client-Centric Reports

Authoritative, innovative, and practical advice from our research. BTI's client service rankings, brand health assessments, market forecasts and more are the industry gold standard.

Market Research, Expertise, and Insights

AUTHORITATIVE, INNOVATIVE, AND PRACTICAL ADVICE FROM OUR RESEARCH

Law firms who would otherwise have little insight into corporate counsel hiring decisions, goals, law firm preferences, market positions, and detailed recommendations can now gain access to the same research used by the largest and best performing firms in the world. The data and insight found in BTI's reports are used to train attorneys, guide business development, inform strategy, and calibrate market trends against firm tactics. In short, you get many of the benefits of a custom study commissioned for your firm, at a fraction of the cost. These insights are proven to drive growth and client retention and protect fees.

All of our reports come with a 100% satisfaction guarantee and complete telephone support to help you maximize the value from our publications.

Order today at **bticonsulting.com**

BTI Client Service A-Team 2026

Long considered the gold standard in measuring client service performance by clients and law firms alike, the *BTI Client Service A-Team 2026* is the only source for measuring client service solely from the client perspective. Now in its 25th year — this is the most important edition ever with more than 350 new, in-depth interviews.

Order Now

BTI Associate A-Listers 2026

Partners and practices fueling genuine advancement keep top talent far longer – turning flight risk into long-term commitment, particularly for women who value targeted development. *BTI Associate A-Listers 2026: BTI Survey of Law Firms Where Associates are Happiest* has rapidly become the essential guide for winning – and keeping – elite associate talent across genders.

Order Now

BTI Super Listener A-Team 2026

BTI Super Listener A-Team 2026 is your guide to business development excellence. Super Listeners pick up on pauses, hesitations, shifts in tone – and understand what it all means. Nothing beats these activities for developing new business. The best business developers know this – and live by it. This exclusive report lays out how clients define these behaviors – and the firms clients name as best at each one.

Order Now

Questions? Comments?

Michael B. Rynowecer, President

For questions, research inquiries, and information on BTI's client feedback programs, market insight research, seminars, training, or workshops, please contact us via email or by calling **+1 617 439 0333**.

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