



Stevens & Bolton's winning team with Giles Bentley of Aon

## NATIONAL/REGIONAL FIRM OF THE YEAR SPONSORED BY AON

### STEVENS & BOLTON

#### Ken Woffenden

##### STANDOUT YEAR FOR A PERENNIAL OVERACHIEVER

This consistently strong, Guildford-based firm capped another successful year by entering the *Legal Business 100* with revenues £22.4m, having increased turnover by 49% from £15m over the last five years.

Being a tight, cohesive 40-partner firm, it is able to leverage strong profitability and its PEP has matched turnover for growth over the last five years, rising from £280,000 to £415,000 – against a margin of 29% – comfortably ahead of the average for all the top 100 law firms.

Not only does financial performance outstrip many City firms but it reflects a compelling business model that hinges on attracting experienced partners from City firms as well as local competitors, in turn winning strong instructions from significant clients wanting London service levels but not London fees.

The quality of talent offer means the firm can boast an impressive client base and involvement on high-profile deals, such as advising SABMiller on the \$260m sale of various drinks brands to The Coca-Cola Company.

### HIGHLY COMMENDED

#### ASHFORDS

##### Mark Lomas

With a strong five-year track that has seen revenues grow 47% and bolstered by its merger with London practice Rochman Landau in 2012, Ashfords posted another solid year with revenue for 2015 up by 11% and PEP up 14%.

#### BRODIES

##### Bill Drummond

Last year's winner Brodies continues to shine, with an 11% increase in turnover to £57.9m marking the firm's fifth consecutive year of revenue and profit growth. Notably, the firm appointed Freshfields Bruckhaus Deringer partner Karen Fountain to boost its corporate offering in Scotland's key cities.

#### FOOT ANSTLEY

##### John Westwell

A firm that has embraced investment in technology and lateral hires during the downturn, Foot Anstley has been consistently reaping the rewards. Since Westwell was elected managing partner in 2008, turnover at the south west firm has risen by 65%.

#### BOND DICKINSON

##### Jonathan Blair

The 2012 merger of Bond Pearce and Dickinson Dees continues to pay dividends, with revenues up by 8% and PEP up 26% in 2014/15. Highlights of a successful 2015 include being reappointed to The Crown Estate's legal panel and its new appointment to Taylor Wimpey's in December.

#### BROWNE JACOBSON

##### Sarah Walker-Smith

Revenues at Browne Jacobson are at their highest ever at £58.9m, which has been achieved by sustained organic growth. The firm has lifted turnover by 79% over the last five years and posted 7.5% growth for the first half of the current financial year, with another record year predicted.

#### SHOOSMITHS

##### Claire Rowe

One of the most-improved players after a torrid period immediately post 2008, Shoosmiths has most definitely turned a corner and is starting to see a return on investment, with clients rating the firm as excellent value for money in our 2015 in-house survey. Revenues were up by 11% and PEP is up by a third during the last financial year.

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