



Shoosmiths' team with Graham Matthews of Law Society of Scotland

## NATIONAL/REGIONAL TEAM OF THE YEAR

Sponsored by Law Society of Scotland

### SHOOSMITHS CLAIRE ROWE

#### ACCUMULATING AFTER SPECULATING

Given its substantial investment in new offices and partners during the last financial year, Shoosmiths recent performance is all the more impressive. Revenue was up 9% year-on-year to £116.7m, while profit climbed 17% to £29.4m.

All this against the backdrop of a merger with Belfast firm McManus Kearney, which saw the launch of Shoosmiths in Northern Ireland, enabling a UK-wide service for financial services clients. The long-standing recovery services experts in Shoosmiths' Belfast office

have bolstered the leading national team and propelled growth. The firm also enhanced its national footprint by successfully developing its new office in Leeds, which launched in 2016, bringing it up to 17 partners, 60 staff and imminent relocation to high-tech, agile-working platform development in central Leeds. Standout client wins include being appointed to Dixon Carphone's first post-merger legal panel and acting for Allied London on the £1.3bn regeneration of the St John's neighbourhood in Manchester.

### HIGHLY COMMENDED TLT

#### DAVID PESTER

It has been 18 years since the merger of Trumps and Lawrence Tucketts formed TLT and at the same time introduced a firm to Bristol that could mount a credible challenge to the duopoly of Burges Salmon and Osborne Clarke. In recent years TLT has truly come of age and become an established fixture in the top half of the Legal Business 100. Revenue rose 4% to £74.6m for the 2016/17 financial year, marking its fifth consecutive year of revenue growth. Turnover has grown by around 50% since 2013 when it was £49m, thanks to a sustained UK expansion programme.

### COMMENDED ASHFORDS

#### GARRY MACKAY

This South West firm had another strong year in 2017, posting 13% revenue growth year on year to £40.6m, while a net profit increase of 15% meant profit per equity partner grew 18% to £317,000. While other regional firms have struggled, turnover at Ashfords has risen 69% in the last five years.

### FREETHS PETER SMITH

In the most recent Legal Business 100, Freeths was identified as one of the fastest-growing firms for organic revenues over the past five years, nearly doubling its turnover from £36.7m in 2012 to £72m in 2017. More impressively, this growth is matched by the performance of PEP over the same time period, where the firm has gone from £249,000 to £479,000, an increase of 92%.

### GELDARDS JEFF PEARSON

Cardiff-based Geldards has a unique offering that straddles Wales and the Midlands, a combination that has served it well. Year-on-year performance was solid, with an increase in revenue of 7% to £24m, despite a 13% drop in headcount. The firm also saw a double-digit increase in PEP, up 16% to £253,000.

### MOORE BLATCH EDWARD WHITTINGTON

Once viewed as a south-coast also-ran with strong family and personal injury practices, Moore Blatch has evolved into a rounded player in the region, with a business performance to match. Revenues increased by 10% to £24.3m, while PEP was up 8% to £550,000. The increase in profitability has come despite significant investment in personnel and IT of late.



**Law Society  
of Scotland**

# **Congratulations to Shoosmiths**

**- winner of the National/Regional firm  
of the Year Award 2018.**

**And to all the other nominees:**

**Ashfords**

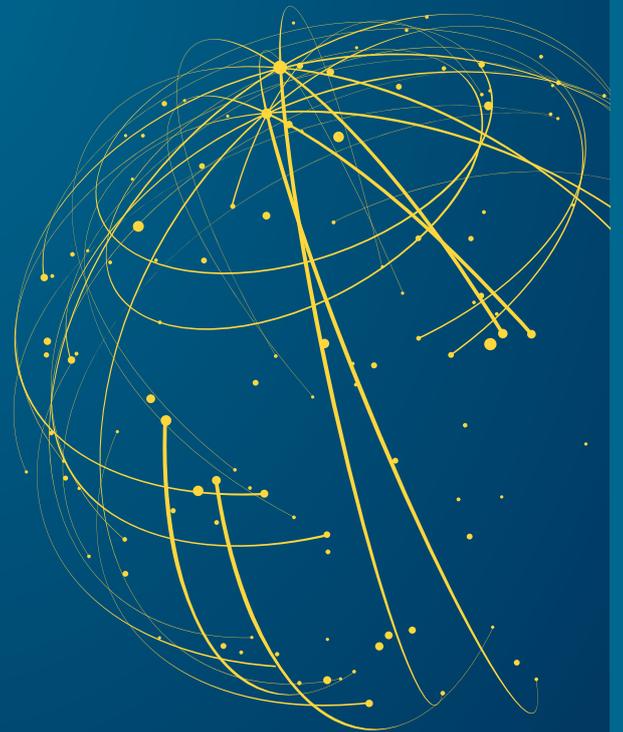
**Freeths**

**Geldards**

**Moore Blatch**

**TLT**

As the professional body for over 11,000 Scottish solicitors, we have an overarching objective of leading legal excellence. With the highest standards of legal practice, a wealth of international expertise and an innovative approach, Scotland's solicitors are delivering results for businesses worldwide.



**[www.lawscot.org.uk](http://www.lawscot.org.uk)**

**@Lawscot**