



The winning Brodies team with Lorna Jack of the Law Society of Scotland

## NATIONAL/REGIONAL FIRM OF THE YEAR

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### BRODIES

#### Bill Drummond

##### AN EXCEPTIONAL YEAR FOR SCOTLAND'S LEADING INDEPENDENT

Scotland's major legal success story of the last decade posted yet another exceptional year in 2015/16, cementing its position as the leading Scottish independent. With the independence referendum, the oil price collapse and Brexit creating difficult times north of the border, to post market-leading financial performance and organic growth is exceptional.

Brodies successfully completed the second year of its 2014/17 strategic plan with a 12% increase in turnover to £65.1m and a 14% profit growth before partner distributions to £30.9m, its sixth consecutive year of revenue and profit growth. Over the past decade, the firm has increased turnover by 177%, making it one of the outstanding performers in the Legal Business 100 for organic growth, and delivered a compound annual growth rate of 12%.

### HIGHLY COMMENDED

#### DMH STALLARD

##### Richard Pollins

Sussex firm DMH Stallard had a strong year, with revenue up 16% from £21m to £24.3m and PEP up 10%, which has been part of a continued run of success following two law firm acquisitions in 2015. Revenues of £27m are anticipated this year, with double-digit profit growth also predicted.

year of double-digit revenue growth for the firm.

#### HARPER MACLEOD

##### Martin Darroch

Led with verve by the energetic Darroch, Harper Macleod has become the leading challenger brand in Scotland in recent years. With turnover reaching £26m, an increase of almost 18% on the previous year and profitability rising to £9m, a 14% increase, this was an exceptional performance in a year where the firm invested in new talent, acquisitions and geographic expansion.

faster than the UK top 100 law firm average – has already been achieved with Mills & Reeve's 2015/16 financial results producing a record turnover of £87.2m. This represented a 7% increase year on year, outperforming the average growth of the UK's top 100 firms.

#### TLT

##### David Pester

Over the past three to five years managing partner Pester has stated consistently that the aim for this respected south west practice was to become a top 50 firm in the UK. In 2016 that aim was realised, thanks to a 15% revenue hike to £71.6m and double-digit growth in profits per equity partner.

#### FREETHS

##### Peter Smith

A sizeable Midlands firm that has been active in the merger market in recent years, Freeths announced a revenue increase of 14% from £55.9m to £63.9m for 2015/16 and a substantial 18% jump in PEP from £307,000 to £363,000. This was the second

#### MILLS & REEVE

##### Claire Clarke

One of the key objectives of Mills & Reeve's 2020 strategy – to grow



Law Society  
of Scotland

# Congratulations to Brodies

- winner of the National / Regional firm  
of the Year Award 2017.

**And to all the other nominees:**

**Harper MacLeod,  
DMH Stallard,  
Mills & Reeve,  
Freeths and  
TLT.**

As the professional body for over 11,000 Scottish solicitors, we have an overarching objective of leading legal excellence. We strive to excel and to be a world-class professional body, understanding and serving the needs of our members and the public. We set and uphold standards to ensure the provision of excellent legal services and ensure the public can have confidence in Scotland's legal profession.

Law Society of Scotland

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