

National/Regional Firm of the Year

WINNER

TLT

David Pester

Prudence pays as part of ambitious strategic growth

The epitome of a well-managed firm characterised by consistent and steady growth amid a highly competitive market, in 2012 TLT took the bold move of using its profit to finance strategic expansion in Scotland and Northern Ireland, while still posting revenue growth.

In Scotland, TLT added £3m to the top line after taking on Anderson Fyfe's eight partners in the summer of 2012. At the same time the firm launched in Northern Ireland through the hire of partner Katherine Kimber from local firm Wilson Nesbitt. Managing partner David Pester says both new office openings were a response to demands from existing financial services clients, which make up 40% of the firm's revenues.

TLT, since its formation in 2000, has been prudently managed, first establishing itself properly in its home market of Bristol before branching out. Over the years, Pester has consistently said that the firm's focus has been on sustainable growth and that steady progress means that the firm hasn't suffered the pain felt by many in the market. The firm's forecasted turnover for 2012-13 is £48m, meaning its revenues will have quadrupled since posting £12m in 2001.

HIGHLY COMMENDED

BURNES PAULL & WILLIAMSONS

Philip Rodney

In achieving a game-changing merger with Paull & Williamson at the back end of 2012, Burness has ensured that it is now a premier firm with complete coverage across Scotland.

DWF

Andrew Leatherland

Insurance specialist DWF has won many admirers for its breathtaking approach to expansion in recent years, acquiring market share throughout the UK at a pace that leaves rivals looking pedestrian. 2012 was no exception.

FREETH CARTWRIGHT

Peter Smith

Freeth has hit the acquisition trail hard, starting with Milton Keynes firm Kimbells in November 2011 and then Stoke-based KJD Freeth in April 2012, which helped it jump six spots in the *LB100*.

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(L-R) TLT managing partner David Pester, with Nick Root of SR Search

GORDONS

Paul Ayre

One of the most successful firms in the country, not just Yorkshire, Gordons has been characterised by consistent, sustainable growth. Revenues have increased by over 35% since 2006-07 and average annual growth since 2001 has been 16%.

STEVENS & BOLTON

Ken Woffenden

With a new managing partner in place, this Guildford-based gem has now posted four consecutive years of revenue growth and continues to outperform most firms in the South in terms of profitability. Its PPL of £53,000 puts it some £7,000 ahead of the chasing pack.

SHAKESPEARES

Paul Wilson

After completing five mergers in five years, in 2012 the firm embarked on its most ambitious project yet – a tie-up with Leicester's Harvey Ingram in August to create a £50m, 650 fee-earner firm.

WEIGHTMANS

Patrick Gaul

Entry into the Major UK peer group of the *LB100* was assured for this north west-based giant following transformative mergers in 2011. Managing partner Patrick Gaul has declared that the firm will not rest on its laurels – further expansion is a possibility.

We would like to congratulate all of the nominees for the National/Regional Firm of the Year award, which we are delighted to have sponsored.



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SPECIAL CONGRATULATIONS TO THE WINNERS

TLT

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