

NATIONAL/REGIONAL FIRM OF THE YEAR  
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# Brodies

**Bill Drummond**

Redefining the hierarchy in the Scottish legal market

For trend-buster Brodies, 2014 was the culmination of a highly impressive five-year run of revenue and profit growth, where the firm has leveraged its clear commitment to Scottish clients and the Scottish economy to take significant chunks of business from the four firms that historically dominated this market. Since an 8% dip in revenue to £35.8m during 2009/10, the firm has grown its turnover by 46%, with a compound annual growth rate of 12% over the last past decade. In 2013/14 turnover passed £50m, making it the largest independent Scottish firm by revenue.

2014 also saw the successful completion of the firm's 2011-14 strategic plan, a period that saw a 35% increase in equity partners and a 32% increase in profit per equity partner. Clients are consistently fulsome in their praise for the firm's achievements in recent years, with Ross Netherway of Moorfield saying: 'We turned to Brodies for our investment in Quartermile, Edinburgh's premier real estate development, because we required top line corporate, real estate, construction, banking, employment and tax advice – something we would normally have used a City firm for. There are few, if any, firms in Scotland able to deploy a multi-disciplinary team of the quality we needed – Brodies is such a firm.'

## HIGHLY COMMENDED

### BOND DICKINSON

**Nick Page**

As it approaches the completion of its second financial year as a combined firm following the merger of Bond Pearce and Dickinson Dees in 2013, the firm anticipates year-on-year growth of between 5%-10% on a union that has been generally well received. New client wins include British Gas/Centrica, Sage and HMRC.

### DWF

**Andrew Leatherland**

In delivering its first full financial results following major expansion, featuring a series of acquisitions which were previously disregarded by the market as 'bolt-ons', DWF posted double-digit net profit growth against a marginal increase in revenue while also making major strategic investments in its people and IT systems.

### FOOT ANSTEY

**John Westwell**

Consistently impressive in recent years, with fee income up every year since the recession kicked in, this south west firm again performed well in 2014, with revenues up 14% to £27.5m, while PEP grew 17%.



Giles Bentley of Aon with the team from Brodies

### MILLS & REEVE

**Mark Jeffries**

2014 was a successful year for Mills & Reeve, a firm that has consistently grown turnover and profit for a sustained period. Its revenues were up 12%, largely the result of its 2013 acquisition of George Davies in Manchester but the firm has also handled some impressive client work, including advising Wellcome Group on the acquisition of Co-op's agricultural business.

### STEVENS & BOLTON

**Ken Woffenden**

Over the last ten years, this Guildford-based firm has developed into offering a genuine City-quality practice to a growing army of significant corporate clients. Financial performance has reflected this evolution and 2014 was no different: the firm experienced a 10% increase in revenue during the last financial year to £19.87m, while PEP rose by 17.5% to £375,000.

### TLT

**David Pester**

Bristol-based TLT managed a rare feat in 2014: improving profitability following a period of significant investment and expansion. PEP increased 9% to £300,000 against a revenue increase of 18% from £49m to £57.9m, almost doubling the 10% growth posted in 2013.

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