

ANNUAL RESULTS

Year end 30 April 2019

A more connected law firm

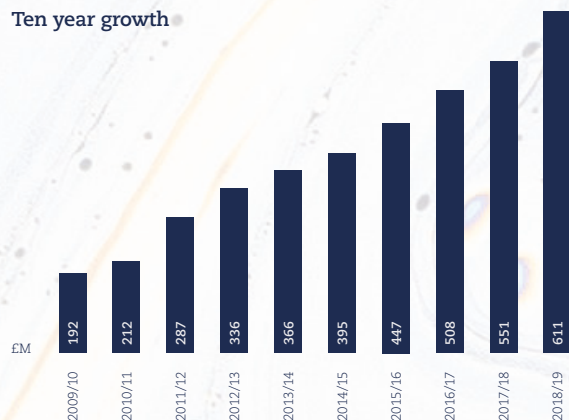
OUR PERFORMANCE

Fees billed

£611 million

+11% Annual growth
+13% ten year compound annual growth rate
21st successive year of revenue growth

Ten year growth

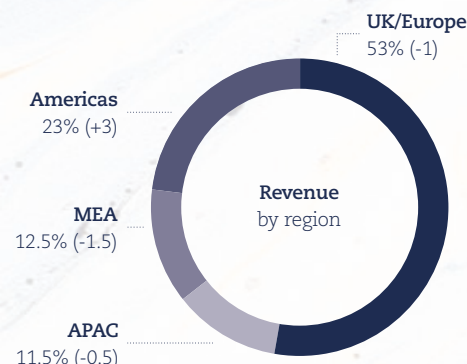


OUR GLOBAL REACH

52 offices[†] **23** countries **3** new offices[‡]

[†] including five associated offices
[‡] Bristol, Hamburg and Dublin (as at 1 May 2019)

50% (+1) of revenue from outside of the UK
23% of revenue from the Americas - the firm's fastest growing region



OUR WORK

Representative matters

- Acted for PetroSaudi Oil Services (Venezuela) Ltd during dispute with PDVSA involving claims of approximately USD 2 billion
- Acted for the parent of Alitalia on successful defence of a USD 260m damages claim
- Acted for Total on a ground-breaking 10 year contract for the supply 300,000 tonnes of liquefied natural gas (LNG) a year to CMA CGM for use as marine bunker fuel
- Led major victory in UK Supreme Court shipping cases in 2018 on behalf cargo owners in *Volcafe Ltd v Compania Sud Americana de Vapores SA*
- Appointed legal partner to Komgo, a blockchain based commodity financing platform backed by a consortium of leading trade finance banks and oil majors
- Advising the global insurance industry on losses and claims caused by new and emerging risks including climate change, cyber attacks, data breaches, autonomous vehicles, AI and #metoo
- Corporate work across sectors including advising on major infrastructure, education, tourism and utilities projects across the UAE, energy and commodities deals and financing in Africa, and insurance company structuring globally
- Recognised as one of largest disputes firms globally by headcount, the largest in London, and the most active firm by number of cases (51) and number of case days (147) for work across dispute types, including contract disputes, insurance, arbitration related disputes, personal injury and negligence, and employment*

* According to The Lawyer's Litigation 50 and Litigation Tracker

OUR PEOPLE AND CULTURE

Headcount



Industry appointments

- Jim Holmes appointed to American Bar Association Board of Governors with LGBT focus
- Craig Barnes appointed to a judgeship in the Los Angeles County Superior Court
- Jennette Newman appointed President of London Forum of Insurance Lawyers (FOIL)

Agile working

Launched agile working pilots in Scotland and the US and introduced a more consistent approach to supporting working parents and carers

Gender diversity across the firm

77% Partners **23%** Legal professionals **44%** All staff & partners **56%** **41%** **59%**

Focused on improving gender diversity across the firm through:

Recruitment

- 50:50 shortlist targets for senior roles
- Gender bias review of recruitment materials
- Unconscious bias training for line managers
- Rare Contextual Recruitment System (CRS) for graduate recruitment to identify candidates not only by their grades, but how those grades compare to a candidate's schooling and social background

Training

- Half of all participants in our training programmes for future partners and leaders were women
- 72% of participants in our balanced brand profile raising training were women

Balanced brand

Female profile raising initiative launched with aim of boosting the profile of female lawyers internally and externally

Mentoring

Launched new global mentoring programme across the organisation