



PJ Kirby of Hardwicke with the Ogier team

## REGIONAL/OFFSHORE TEAM OF THE YEAR

Sponsored by Hardwicke

### OGIER

#### EDWARD MACKERETH

##### INNOVATION, EMPOWERMENT AND CLIENT SERVICE BREEDS SUCCESS

Ogier has a clear target of becoming known as the most innovative and technologically adventurous offshore law firm and in 2018 made considerable progress in making those claims a reality. It is now 92% complete in its goal of training all 500+ of its staff, including partners, in Lean Six Sigma, with two Black Belts leading a firmwide project to find efficiencies and operations across all offices.

In recruitment and retention, Ogier has seen a 15% increase in partners, growing from 53 to 61 in the past year. Lateral partner hires are rare offshore, but targeted recruitment has seen it take on partners from a number of big-name rivals. Meanwhile, its client service programme is underpinned by independent research to gather regular feedback, with 98% saying that they would reinstruct and recommend the firm.

### HIGHLY COMMENDED

#### STEVENS & BOLTON

##### RICHARD KING

Continuing its consistently impressive organic growth, South East heavyweight Stevens & Bolton posted a 9% hike in turnover in 2017/18 – its seventh consecutive year of growth - to a record high of £26.8m, as the firm maintains its climb up the *Legal Business 100*. Profit per equity partner, meanwhile, also hit new heights, increasing by 25%.

### COMMENDED

#### CAREY OLSEN

##### ALEX OHLSSON

This Channel Islands-based, global offshore player extended its international footprint in 2018 with a significant move into the key market of Bermuda – the firm's ninth office and fifth legal jurisdiction.

### GATELEY

#### MICHAEL WARD

Last year AIM-listed firm Gateley made its first legal acquisition since its landmark £30m listing in 2015, buying Surrey-based GCL Solicitors for £4.15m. Three years on from its IPO, Gateley's market cap has nearly doubled, with revenue for the year to 30 April 2018 up 11% to £86.1m.

### MILLS & REEVE

#### CLAIRE CLARKE

National firm Mills & Reeve enjoyed another excellent year in 2017/18 with turnover rising to a record £106.3m – an increase of 14% on the previous year. As a result of the strong financial performance the firm announced the largest ever all-staff bonus pool of £2m, equivalent to 7% of the firm's salary bill.

### SHEPHERD AND WEDDERBURN

#### STEPHEN GIBB

In 2018 this 250-year old firm confirmed its position as one of Scotland's leading independents, a position that had been dominated by rivals Brodies and Burness Paull over the previous five years. In fact, it has matched the revenue growth of its larger peers over that period, up 49%.

### TLT

#### DAVID PESTER

Years of shrewd leadership by veteran Pester have seen this Bristol-based firm emerge as a key player on the national stage while continuing its steady climb up the *LB100*. In 2017/18, TLT's revenue moved up 10% to £82m and its PEP soared by 35%, making it the fourth fastest-growing firm for partner profits in the entire *LB100*.

# Hardwicke

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 [hardwicke.co.uk](http://hardwicke.co.uk)

 +44 (0)20 7242 2523

 [enquiries@hardwicke.co.uk](mailto:enquiries@hardwicke.co.uk)

