

## Commercial law firms in the UK ranked by revenue

Rank (2018-19)	Firm	Revenue (£m)	Change in revenue	Average PEP (£k)	Change in PEP	Total partners	Change in total partners	Total equity partners	Change in total equity partners	Revenue per lawyer (£k)	Profit per lawyer (£k)	Leverage
51	Brodies	76.9	12.1%	711	15.6%	95.0	3.4%	38.0	-1.6%	238.8	83.5	7.5
52	Blake Morgan	71.0	-2.6%	247	2.9%	107.0	-7.0%	40.0	-9.1%	217.1	30.6	7.2
53	Stewarts	69.1	10.7%	1,212	-16.1%	61.4	11.6%	20.4	7.4%	453.4	161.4	6.5
54	Farrer & Co	68.7	8.2%	545	-2.0%	76.7	8.0%	30.1	1.3%	327.1	78.1	6.0
55	Lewis Silkin	58.9	11.3%	303	-6.8%	58.1	1.0%	55.6	-3.3%	331.3	124.9	2.2
56	Plexus Law	58.6	4.6%	3,613	-44.2%	84.0	0.0%	2.0	0.0%	98.8	12.1	295.5
57	Burness Paull	58.5	1.6%	437	-7.8%	65.2	4.0%	42.6	-3.2%	225.2	71.6	5.1
58	Forsters	56.5	7.0%	385	11.3%	53.5	4.5%	53.5	79.5%	311.5	112.5	2.4
59	Howard Kennedy	56.0	5.1%	301	6.4%	50.0	-3.8%	49.0	0.0%	359.0	90.4	2.2
60	Shepherd and Wedderburn	55.7	4.1%	410	3.0%	77.2	0.1%	41.4	2.5%	265.4	81.0	4.1
61	Birketts	54.4	10.8%	370	10.1%	64.0	10.7%	37.0	3.6%	173.2	54.8	7.5
62	Fladgate <sup>(1)</sup>	53.0	2.9%	803	-3.3%	79.3	5.7%	21.0	0.0%	369.9	117.9	5.8
63	Knights <sup>(2)</sup>	52.7	51.0%	n/a	n/a	114.0	25.3%	n/a	n/a	101.3	n/a	n/a
64	The Ince Group <sup>(2)</sup>	52.6	68.6%	n/a	n/a	136	n/a	91.0	n/a	161.3	33.1	2.6
65	Clarke Willmott	49.4	5.8%	235	0.0%	108.2	4.4%	27.9	0.4%	202.1	26.6	7.8
66	Walker Morris	49.1	12.4%	583	38.8%	46.0	-4.2%	28.0	-17.6%	292.3	98.8	5.0
67	Foot Anstey	47.2	9.0%	400	8.1%	48.0	-4.0%	15.0	-6.3%	226.9	28.8	12.9
68	Bevan Brittan	46.0	4.5%	474	7.0%	61.0	1.7%	37.0	8.8%	217.0	45.8	4.7
69	Bristows	45.6	3.4%	417	-1.2%	41.0	2.5%	41.0	2.5%	318.9	119.6	2.5
70	Ashfords	44.9	6.4%	348	n/a	76.0	n/a	24.0	n/a	378.7	60.7	3.9
71	Dickson Minto**	44.0	0.0%	1,200	0.0%	24.0	0.0%	16.0	-5.9%	647.1	282.4	3.3
72	Winckworth Sherwood	43.2	0.5%	727	-6.7%	63.0	5.0%	16.0	6.7%	685.7	182.5	2.9
73	Kingsley Napley	42.8	7.3%	410	20.9%	50.3	-1.4%	15.1	-11.7%	285.9	41.4	8.9
74	Keystone Law <sup>(2)</sup>	42.7	35.1%	n/a	n/a	288.0	8.3%	n/a	n/a	145.2	17.3	n/a
75	Capsticks	42.1	10.2%	408	-2.6%	46.0	-8.0%	20.0	-4.8%	206.4	42.6	9.2
76	Michelmores	39.9	9.9%	339	12.6%	63.0	-1.6%	21.0	10.5%	228.0	40.6	7.3
77	Veale Wasborough Vizards	39.5	7.0%	295	-2.3%	74.2	7.2%	20.6	5.1%	203.9	46.5	8.4
78	JMW Solicitors	38.8	19.4%	406	-23.0%	82.0	5.1%	16.0	0.0%	193.0	32.3	11.6
79	Harbottle & Lewis	38.5	8.5%	687	0.4%	40.0	-1.7%	22.0	-4.3%	370.2	151.9	3.7
80	Ward Hadaway	37.7	5.0%	322	13.4%	87.6	-3.7%	11.6	-87.3%	198.8	19.0	15.3
81	Royds Withy King	37.6	5.0%	211	-8.3%	70.0	-1.4%	48.0	-2.0%	194.8	45.6	3.0
82	Cripps Pemberton Greenish	36.8	16.1%	240	-28.4%	64.0	30.6%	38.0	46.2%	193.7	40.5	4.0
83	Russell-Cooke	35.7	2.3%	221	1.4%	58.0	1.8%	58.0	1.8%	221.7	79.5	1.8
84	Wedlake Bell	35.4	4.1%	300	-13.0%	64.0	4.9%	18.0	0.0%	270.2	42.7	6.3
85	Bircham Dyson Bell <sup>(3)**</sup>	35.0	3.9%	220	-1.8%	47.0	2.6%	47.0	2.6%	251.8	74.1	2.0
86	Brabners	33.1	5.4%	255	n/a	64	n/a	24.0	n/a	192.4	38.4	6.2
87	Wiggin	31.5	21.2%	575	15.9%	39.0	2.6%	21.0	5.0%	358.0	137.5	3.2
88	Sacker & Partners	30.8	14.1%	907	19.7%	24.5	10.4%	17.0	1.8%	614.8	307.4	1.9
89	DMH Stallard	30.1	6.0%	290	11.5%	68.4	0.1%	17.8	6.0%	242.4	38.6	6.0
90	Harrison Clark Rickerbys <sup>(4)**</sup>	30.0	0.0%	200	0.0%	90.0	7.1%	18.0	-10.0%	157.9	18.9	9.6
91	Thrings	30.0	1.7%	212	101.9%	58.0	-4.9%	11.0	-8.3%	223.9	34.3	11.2
92	Bates Wells	29.4	22.5%	195	-5.8%	36.6	-1.1%	36.6	-1.1%	278.4	68.2	1.9
93	Fletchers Solicitors <sup>(5)</sup>	29.2	10.2%	n/a	n/a	n/a	n/a	n/a	n/a	294.9	69.7	n/a
94	Harper Macleod	29.0	9.4%	241	15.9%	67.0	2.8%	35.3	-1.9%	195.3	57.2	3.2
95	Boodle Hatfield	28.6	9.6%	639	44.2%	33.0	-2.9%	13.0	-7.1%	397.2	115.3	4.5
96	Stevens & Bolton	28.3	5.6%	452	12.4%	40.1	3.4%	40.1	138.7%	246.5	61.8	1.9
97	EIP	27.5	21.7%	400	92.3%	22	4.8%	16.0	0.0%	550.0	128.0	2.1
98	Moore Blatch	27.1	1.1%	376	2.2%	51.0	0.0%	25.0	4.2%	235.7	44.3	3.6
99	Geldards	25.2	1.6%	276	-2.5%	56.0	3.7%	19.0	5.6%	200.0	40.5	5.6
100	Edwin Coe	24.7	1.6%	375	-15.5%	37.0	2.8%	15.0	-6.3%	277.5	109.0	4.9
<b>AVERAGES</b>		<b>43.0</b>	<b>10.1%</b>	<b>503.8</b>	<b>6.3%</b>	<b>67.5</b>	<b>3.1%</b>	<b>29.2</b>	<b>3.4%</b>	<b>280.6</b>	<b>78.4</b>	<b>11.6</b>
<b>TOTALS</b>		<b>2,149</b>				<b>3,309</b>		<b>1,371</b>				

\*All or some profit data is estimated \*\*All financial data is estimated n/a: not available

(1) Fladgate restated prior year gross revenue figure. (2) Knights, The Ince Group and Keystone Law are listed firms and do not report average PEP figures. (3) Bircham Dyson Bell and Pitmans merged in December 2018 to form BDB Pittmans. Figures are for legacy Bircham Dyson Bell only. (4) Harrison Clark Rickerbys is a limited company. Number of equity partners refers to number of directors. (5) Fletchers Solicitors is a limited company and does not operate a partnership.