

LB100 1-25

Rank (change on 2020); firm HQ; headcounts	TURNOVER 2021	(change from 2020	Change (2016- 21)	PROFIT MARGIN	REVENUE GENERATION			PEP 2021	(change from 2020)
					Revenue - per lawyer	Cost per lawyer	= Profit per lawyer		
1 (0) DLA Piper** International, 516 equity ptnrs, 798 non-equity ptnrs, 4,695 total lawyers	↑ £2,166.9m	(3%)	37%	28%	£462k	- £331k	=£131,000	↑ £1,190,000	(8%)
2 (0) Clifford Chance International, 387 equity ptnrs, 188 non-equity ptnrs, 3,047 total lawyers	↑ £1,828m	(1%)	32%	39%	£600k	- £365k	=£235,000	↑ £1,850,000	(9%)
3 (0) Hogan Lovells International, 412 equity ptnrs, 381 non-equity ptnrs, 2,890 total lawyers	↑ £1,796m	(2%)	51%	35%	£621k	- £402k	=£219,000	↑ £1,536,000	(31%)
4 (0) Allen & Overy International, 400 equity ptnrs, 160 non-equity ptnrs, 2,967 total lawyers	↑ £1,771m	(5%)	35%	43%	£597k	- £341k	=£256,000	↑ £1,900,000	(17%)
5 (0) Linklaters International, 460 equity ptnrs, 24 non-equity ptnrs, 2,832 total lawyers	↑ £1,673.9m	(2%)	28%	49%	£591k	- £303k	=£288,000	↑ £1,772,000	(10%)
6 (0) Freshfields Bruckhaus Deringer London, 390 equity ptnrs, 0 non-equity ptnrs, 2,800 total lawyers	↑ £1,590m	(5%)	20%	47%	£568k	- £302k	=£266,000	↑ £1,910,000	(5%)
7 (0) Norton Rose Fulbright* International, 648 equity ptnrs, 440 non-equity ptnrs, 3,463 total lawyers	↓ £1,452.3m	(-3%)	26%	33%	£419k	- £279k	=£140,000	↑ £750,000	(5%)
8 (0) CMS* International, 606 equity ptnrs, 488 non-equity ptnrs, 4,214 total lawyers	↑ £1,312.5m	(6%)	79%	32%	£311k	- £211k	=£101,000	↑ £700,000	(21%)
9 (0) Herbert Smith Freehills International, 334 equity ptnrs, 129 non-equity ptnrs, 2,450 total lawyers	↑ £1,038m	(5%)	19%	35%	£424k	- £274k	=£150,000	↑ £1,099,000	(28%)
10 (0) Eversheds Sutherland** International, 247 equity ptnrs, 531 non-equity ptnrs, 3,386 total lawyers	↑ £991.8m	(5%)	n/a	25%	£293k	- £221k	=£72,000	↑ £984,000	(10%)
11 (+2) Ashurst International, 241 equity ptnrs, 176 non-equity ptnrs, 1,813 total lawyers	↑ £711m	(10%)	41%	35%	£392k	- £254k	=£138,000	↑ £1,038,000	(15%)
12 (0) Slaughter and May† London, 108 equity ptnrs, 0 non-equity ptnrs, 794 total lawyers	↑ £690m	(3%)	33%	50%	£869k	- £434k	=£435,000	↑ £3,200,000	(3%)
13 (-2) Bryan Cave Leighton Paisner London, 264 equity ptnrs, 265 non-equity ptnrs, 1,483 total lawyers	↓ £670.4m	(-1%)	n/a	26%	£452k	- £336k	=£116,000	▬ £650,000	(0%)
14 (0) Clyde & Co London, 215 equity ptnrs, 202 non-equity ptnrs, 1,966 total lawyers	↑ £639.6m	(2%)	43%	24%	£325k	- £247k	=£78,000	↑ £714,000	(7%)
15 (+1) Pinsent Masons International, 187 equity ptnrs, 267 non-equity ptnrs, 1,823 total lawyers	↑ £503.3m	(2%)	32%	23%	£276k	- £211k	=£65,000	↑ £630,000	(15%)
16 (-1) Gowling WLG* International, 396 equity ptnrs, 210 non-equity ptnrs, 1,422 total lawyers	↓ £476.5m	(-6%)	n/a	32%	£335k	- £229k	=£106,000	↓ £380,000	(-26%)
17 (0) Simmons & Simmons London, 173 equity ptnrs, 101 non-equity ptnrs, 1,057 total lawyers	↑ £437.2m	(12%)	48%	39%	£414k	- £252k	=£162,000	↑ £988,000	(31%)
18 (0) Bird & Bird International, 133 equity ptnrs, 210 non-equity ptnrs, 1,475 total lawyers	↑ £401.2m	(6%)	47%	20%	£272k	- £217k	=£55,000	↑ £610,000	(10%)
19 (0) Womble Bond Dickinson* National, 221 equity ptnrs, 186 non-equity ptnrs, 918 total lawyers	▬ £373m	(0%)	n/a	26%	£406k	- £303k	=£104,000	↑ £431,000	(12%)
20 (0) Taylor Wessing* London, 245 equity ptnrs, 70 non-equity ptnrs, 1,082 total lawyers	↑ £371.3m	(2%)	46%	45%	£343k	- £188k	=£155,000	↑ £685,000	(12%)
21 (0) DWF³ National, 94 equity ptnrs, 273 non-equity ptnrs, 1,479 total lawyers	↑ £338m	(14%)	90%	n/a	£229k	- n/a	=n/a	▬ n/a	(n/a)
22 (0) Addleshaw Goddard National, 113 equity ptnrs, 158 non-equity ptnrs, 1,057 total lawyers	↑ £320.6m	(12%)	59%	30%	£303k	- £213k	=£91,000	↑ £849,000	(23%)
23 (0) Osborne Clarke⁴ Bristol, 183 equity ptnrs, 96 non-equity ptnrs, 1,034 total lawyers	↑ £305.9m	(8%)	71%	43%	£296k	- £169k	=£126,000	↑ £714,000	(16%)
24 (0) Fieldfisher* London, 93 equity ptnrs, 179 non-equity ptnrs, 936 total lawyers	↑ £290m	(5%)	139%	28%	£310k	- £224k	=£85,000	↑ £860,000	(8%)
25 (0) Irwin Mitchell⁵ National, 74 equity ptnrs, 153 non-equity ptnrs, 891 total lawyers	↑ £275.8m	(2%)	25%	13%	£310k	- £270k	=£39,000	↑ £470,000	(61%)

† No financial information provided by the firm.

* Firm is structured as a Swiss Verein or EEIG.

LB100 26-50

Rank (change on 2020); firm HQ; headcounts	TURNOVER 2021	(change from 2020)	Change (2016 -21)	PROFIT MARGIN	REVENUE GENERATION			PEP 2021	(change from 2020)
					Revenue - per lawyer	Cost per lawyer	= Profit per lawyer		
26 (0) DAC Beachcroft National, 95 equity ptnrs, 212 non-equity ptnrs, 1,318 total lawyers	↑ £275m	(7%)	36%	24%	£209k	- £158k	=£51,000	↑ £705,000	(20%)
27 (0) Kennedys London, 102 equity ptnrs, 174 non-equity ptnrs, 1,016 total lawyers	↑ £264m	(11%)	90%	25%	£260k	- £195k	=£65,000	↑ £647,000	(14%)
28 (0) Macfarlanes London, 61 equity ptnrs, 28 non-equity ptnrs, 444 total lawyers	↑ £261m	(10%)	62%	49%	£588k	- £302k	=£286,000	↑ £2,079,000	(9%)
29 (0) Withers International, 84 equity ptnrs, 101 non-equity ptnrs, 665 total lawyers	↑ £243.7m	(11%)	51%	23%	£366k	- £283k	=£83,000	↑ £660,000	(32%)
30 (0) Stephenson Harwood London, 81 equity ptnrs, 96 non-equity ptnrs, 590 total lawyers	↓ £209m	(-2%)	33%	27%	£354k	- £260k	=£94,000	↓ £685,000	(-1%)
31 (0) HFW London, 88 equity ptnrs, 94 non-equity ptnrs, 544 total lawyers	↑ £200.2m	(3%)	40%	30%	£368k	- £258k	=£110,000	↑ £680,000	(29%)
32 (+1) Mishcon de Reya^{†6} London, 58 equity ptnrs, 69 non-equity ptnrs, 334 total lawyers	■ £188.3m	(n/a)	42%	32%	£564k	- £381k	=£182,000	■ £1,050,000	(n/a)
33 (+2) Travers Smith London, 57 equity ptnrs, 24 non-equity ptnrs, 423 total lawyers	↑ £185.7m	(15%)	54%	37%	£439k	- £276k	=£163,000	↑ £1,207,000	(21%)
34 (0) Watson Farley & Williams London, 99 equity ptnrs, 70 non-equity ptnrs, 546 total lawyers	↓ £177m	(-3%)	34%	31%	£324k	- £223k	=£101,000	↓ £556,000	(-4%)
35 (+1) Charles Russell Speechlys London, 75 equity ptnrs, 98 non-equity ptnrs, 566 total lawyers	↑ £173m	(9%)	24%	23%	£306k	- £236k	=£70,000	↑ £528,000	(39%)
36 (+1) Shoosmiths National, 43 equity ptnrs, 166 non-equity ptnrs, 635 total lawyers	↑ £168m	(9%)	57%	17%	£265k	- £220k	=£44,000	↑ £651,000	(41%)
37 (+2) RPC London, 75 equity ptnrs, 0 non-equity ptnrs, 388 total lawyers	↑ £136m	(24%)	35%	35%	£351k	- £228k	=£122,000	↑ £632,000	(49%)
38 (0) Mills & Reeve National, 88 equity ptnrs, 43 non-equity ptnrs, 532 total lawyers	↑ £124.4m	(9%)	43%	32%	£234k	- £159k	=£74,000	↑ £450,000	(11%)
39 (+1) Gateley⁷ Birmingham, 0 equity ptnrs, 166 non-equity ptnrs, 509 total lawyers	↑ £121.4m	(11%)	37%	n/a	£239k	- n/a	=n/a	■ n/a	(n/a)
40 (+1) Trowers & Hamlins London, 76 equity ptnrs, 76 non-equity ptnrs, 445 total lawyers	↑ £111.9m	(5%)	31%	24%	£251k	- £192k	=£59,000	↑ £346,000	(12%)
41 (n/a) Slater and Gordon⁸ National, 0 equity ptnrs, 0 non-equity ptnrs, 601 total lawyers	■ £111.1m	(n/a)	n/a	n/a	£185k	- n/a	=n/a	■ n/a	(n/a)
42 (+4) TLT Bristol, 36 equity ptnrs, 104 non-equity ptnrs, 428 total lawyers	↑ £110m	(11%)	54%	20%	£257k	- £207k	=£50,000	↑ £597,000	(87%)
43 (-1) Burges Salmon Bristol, 71 equity ptnrs, 21 non-equity ptnrs, 425 total lawyers	↑ £108.7m	(4%)	24%	34%	£256k	- £170k	=£86,000	↑ £514,000	(15%)
44 (+4) Keoghs⁹ Bolton, 0 equity ptnrs, 143 non-equity ptnrs, 448 total lawyers	↑ £105.3m	(7%)	91%	n/a	£235k	- n/a	=n/a	■ n/a	(n/a)
45 (+9) Knights¹⁰ National, 0 equity ptnrs, 220 non-equity ptnrs, 882 total lawyers	↑ £103.2m	(39%)	n/a	n/a	£117k	- n/a	=n/a	■ n/a	(n/a)
46 (-1) Freeths Midlands, 40 equity ptnrs, 113 non-equity ptnrs, 405 total lawyers	↓ £100.2m	(-3%)	57%	21%	£247k	- £197k	=£51,000	↑ £515,000	(5%)
47 (0) Ince London, 73 equity ptnrs, 48 non-equity ptnrs, 419 total lawyers	↑ £100.2m	(2%)	n/a	21%	£239k	- £190k	=£49,000	↑ £284,000	(20%)
48 (-4) Weightmans National, 34 equity ptnrs, 149 non-equity ptnrs, 571 total lawyers	↓ £97.9m	(-5%)	3%	9%	£171k	- £156k	=£16,000	↓ £265,000	(-8%)
49 (0) Penningtons Manches Cooper London, 40 equity ptnrs, 96 non-equity ptnrs, 423 total lawyers	↑ £97m	(4%)	57%	16%	£229k	- £192k	=£37,000	↑ £393,000	(12%)
50 (-7) BLM National, 45 equity ptnrs, 167 non-equity ptnrs, 592 total lawyers	↓ £96.3m	(-7%)	-11%	10%	£163k	- £146k	=£17,000	↑ £218,000	(30%)

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LB100 51-75

Rank (change on 2020); firm HQ; headcounts	TURNOVER 2021	(change from 2020)	Change (2016 -21)	PROFIT MARGIN	REVENUE GENERATION			PEP 2021	(change from 2020)
					Revenue - per lawyer	Cost per lawyer	= Profit per lawyer		
51 (+1) Browne Jacobson Nottingham, 22 equity ptnrs, 131 non-equity ptnrs, 539 total lawyers	↑ £85.1m	(5%)	33%	13%	£158k	- £138k	=£20,000	↑ £486,000	(2%)
52 (-1) Brodies Scotland, 39 equity ptnrs, 67 non-equity ptnrs, 425 total lawyers	↑ £82.5m	(1%)	27%	32%	£194k	- £132k	=£62,000	■ £672,000	(0%)
53 (-3) Hill Dickinson† Liverpool, 50 equity ptnrs, 67 non-equity ptnrs, 409 total lawyers	↓ £82m	(-5%)	-20%	18%	£200k	- £164k	=£37,000	↓ £300,000	(-10%)
54 (+1) Farrer & Co London, 33 equity ptnrs, 44 non-equity ptnrs, 247 total lawyers	↑ £80m	(10%)	39%	25%	£324k	- £242k	=£82,000	↑ £615,000	(6%)
55 (-2) Stewarts London, 21 equity ptnrs, 47 non-equity ptnrs, 195 total lawyers	↑ £79.7m	(4%)	28%	38%	£409k	- £254k	=£154,000	↑ £1,433,000	(11%)
56 (+3) Burness Paull Scotland, 42 equity ptnrs, 34 non-equity ptnrs, 282 total lawyers	↑ £72m	(19%)	35%	43%	£255k	- £146k	=£109,000	↑ £731,000	(46%)
57 (+3) Birketts Ipswich, 39 equity ptnrs, 37 non-equity ptnrs, 385 total lawyers	↑ £69.8m	(20%)	78%	24%	£181k	- £137k	=£44,000	↑ £433,000	(16%)
58 (-1) Shakespeare Martineau Birmingham, 37 equity ptnrs, 73 non-equity ptnrs, 285 total lawyers	↓ £69.4m	(-2%)	-2%	18%	£244k	- £200k	=£44,000	↑ £335,000	(25%)
59 (n/a) Harrison Clark Rickerbys¹¹ National, 20 equity ptnrs, 95 non-equity ptnrs, 386 total lawyers	■ £65m	(n/a)	n/a	14%	£181k	- £156k	=£25,000	■ £450,000	(n/a)
60 (-2) Lewis Silkin London, 59 equity ptnrs, 3 non-equity ptnrs, 221 total lawyers	↑ £62.8m	(3%)	40%	36%	£284k	- £181k	=£103,000	↑ £386,000	(17%)
61 (-5) Blake Morgan National, 35 equity ptnrs, 59 non-equity ptnrs, 325 total lawyers	↓ £61.7m	(-13%)	-18%	13%	£190k	- £165k	=£25,000	↓ £234,000	(-14%)
62 (-1) Forsters London, 34 equity ptnrs, 24 non-equity ptnrs, 196 total lawyers	↑ £60.1m	(4%)	29%	24%	£307k	- £232k	=£74,000	↑ £429,000	(7%)
63 (+1) Shepherd and Wedderburn Scotland, 39 equity ptnrs, 32 non-equity ptnrs, 257 total lawyers	↑ £59.3m	(4%)	12%	33%	£231k	- £154k	=£77,000	↑ £508,000	(16%)
64 (-2) Thompsons† National, 20 equity ptnrs, 17 non-equity ptnrs, 211 total lawyers	↑ £58.6m	(2%)	-22%	7%	£278k	- £259k	=£18,000	↓ £195,000	(-3%)
65 (-2) Howard Kennedy London, 47 equity ptnrs, 4 non-equity ptnrs, 172 total lawyers	■ £56.9m	(0%)	12%	29%	£331k	- £235k	=£95,000	↑ £349,000	(10%)
66 (+3) Bevan Brittan Bristol, 18 equity ptnrs, 32 non-equity ptnrs, 247 total lawyers	↑ £56.1m	(10%)	49%	20%	£227k	- £181k	=£46,000	↑ £633,000	(20%)
67 (-1) Walker Morris Leeds, 28 equity ptnrs, 17 non-equity ptnrs, 192 total lawyers	■ £55.2m	(0%)	30%	41%	£288k	- £170k	=£118,000	↑ £807,000	(12%)
68 (+3) Keystone Law¹² London, 0 equity ptnrs, 0 non-equity ptnrs, 452 total lawyers	↑ £55m	(11%)	n/a	n/a	£122k	- £122k	=n/a	■ n/a	(n/a)
69 (-2) BDB Pitmans London, 56 equity ptnrs, 17 non-equity ptnrs, 241 total lawyers	↑ £54.8m	(5%)	n/a	25%	£227k	- £170k	=£58,000	↑ £248,000	(9%)
70 (+3) JMW Manchester, 17 equity ptnrs, 103 non-equity ptnrs, 412 total lawyers	↑ £53.4m	(12%)	n/a	18%	£130k	- £106k	=£24,000	↑ £571,000	(14%)
71 (-3) Clarke Willmott Bristol, 26 equity ptnrs, 90 non-equity ptnrs, 252 total lawyers	↑ £53m	(3%)	21%	18%	£210k	- £173k	=£37,000	↑ £362,000	(81%)
72 (-2) Bristows London, 41 equity ptnrs, 0 non-equity ptnrs, 178 total lawyers	↑ £51.9m	(2%)	22%	41%	£292k	- £173k	=£119,000	↑ £515,000	(6%)
73 (-8) Fladgate London, 21 equity ptnrs, 60 non-equity ptnrs, 151 total lawyers	↓ £51.1m	(-9%)	20%	26%	£338k	- £249k	=£89,000	↓ £643,000	(-18%)
74 (0) Foot Anstey Exeter, 14 equity ptnrs, 33 non-equity ptnrs, 236 total lawyers	↑ £49.7m	(7%)	38%	13%	£211k	- £182k	=£28,000	↑ £479,000	(32%)
75 (0) Capsticks London, 19 equity ptnrs, 35 non-equity ptnrs, 276 total lawyers	↑ £49.7m	(7%)	28%	20%	£180k	- £144k	=£36,000	↑ £526,000	(30%)

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LB100 76-100

Rank (change on 2020); firm HQ; headcounts	TURNOVER 2021	(change from 2020)	Change (2016 -21)	PROFIT MARGIN	REVENUE GENERATION			PEP 2021	(change from 2020)
					Revenue - per lawyer	Cost per lawyer	= Profit per lawyer		
76 (-4) Kingsley Napley London, 17 equity ptnrs, 44 non-equity ptnrs, 199 total lawyers	£48.1m	(0%)	38%	14%	£242k	- £209k	=£33,000	↓ £388,000	(-13%)
77 (-1) Ashfords Exeter, 24 equity ptnrs, 46 non-equity ptnrs, 208 total lawyers	£48m	(7%)	33%	23%	£231k	- £178k	=£53,000	↑ £458,000	(43%)
78 (0) Harbottle & Lewis London, 42 equity ptnrs, 0 non-equity ptnrs, 105 total lawyers	£45m	(10%)	79%	42%	£429k	- £248k	=£181,000	↓ £452,000	(-37%)
79 (-2) Winckworth Sherwood London, 13 equity ptnrs, 49 non-equity ptnrs, 176 total lawyers	£42.3m	(2%)	13%	16%	£240k	- £202k	=£38,000	↓ £515,000	(-26%)
80 (-1) Veale Wasbrough Vizards Bristol, 21 equity ptnrs, 57 non-equity ptnrs, 230 total lawyers	£41.4m	(3%)	44%	25%	£180k	- £135k	=£45,000	↑ £495,000	(71%)
81 (+1) Devonshires London, 11 equity ptnrs, 31 non-equity ptnrs, 135 total lawyers	£39.6m	(3%)	n/a	20%	£293k	- £235k	=£59,000	↓ £718,000	(0%)
82 (+2) Ward Hadaway Newcastle, 12 equity ptnrs, 79 non-equity ptnrs, 232 total lawyers	£38.6m	(2%)	8%	9%	£166k	- £151k	=£15,000	↑ £292,000	(7%)
83 (-2) Cripps Pemberton Greenish South East, 35 equity ptnrs, 28 non-equity ptnrs, 225 total lawyers	£38.1m	(-2%)	n/a	23%	£169k	- £130k	=£40,000	↑ £254,000	(29%)
84 (+3) Russell-Cooke London, 59 equity ptnrs, 0 non-equity ptnrs, 184 total lawyers	£38m	(5%)	17%	37%	£207k	- £130k	=£76,000	↑ £237,000	(4%)
85 (-5) Michelmores Exeter, 22 equity ptnrs, 35 non-equity ptnrs, 180 total lawyers	£38m	(-5%)	15%	20%	£211k	- £168k	=£43,000	↓ £350,000	(-1%)
86 (+3) Wiggin London, 25 equity ptnrs, 17 non-equity ptnrs, 113 total lawyers	£37.4m	(7%)	n/a	39%	£331k	- £203k	=£128,000	↑ £580,000	(4%)
87 (-1) Brabners Liverpool, 21 equity ptnrs, 54 non-equity ptnrs, 233 total lawyers	£36.9m	(2%)	23%	18%	£158k	- £130k	=£28,000	↑ £314,000	(9%)
88 (-5) Royds Withy King Bath, 33 equity ptnrs, 50 non-equity ptnrs, 202 total lawyers	£36.9m	(-4%)	n/a	22%	£183k	- £142k	=£41,000	↑ £253,000	(13%)
89 (-4) Wedlake Bell London, 17 equity ptnrs, 47 non-equity ptnrs, 159 total lawyers	£36.7m	(-2%)	11%	16%	£231k	- £193k	=£38,000	↑ £353,000	(7%)
90 (+6) Payne Hicks Beach London, 19 equity ptnrs, 17 non-equity ptnrs, 96 total lawyers	£35.7m	(24%)	70%	32%	£372k	- £253k	=£119,000	↑ £600,000	(14%)
91 (+9) Moore Barlow South East, 64 equity ptnrs, 2 non-equity ptnrs, 187 total lawyers	£35.7m	(n/a)	n/a	11%	£191k	- £171k	=£20,000	↓ £59,000	(n/a)
92 (-1) Sacker & Partners[†] London, 17 equity ptnrs, 8 non-equity ptnrs, 55 total lawyers	£32.1m	(0%)	19%	50%	£584k	- £289k	=£295,000	↑ £953,000	(1%)
93 (n/a) Fletchers Solicitors[†] Southport, 0 equity ptnrs, 0 non-equity ptnrs, 100 total lawyers	£32.1m	(n/a)	n/a	n/a	£321k	- £321k	=n/a	↓ n/a	(n/a)
94 (-1) Thorntons Scotland, 20 equity ptnrs, 36 non-equity ptnrs, 148 total lawyers	£31.1m	(3%)	n/a	18%	£210k	- £173k	=£37,000	↑ £275,000	(17%)
95 (-1) Harper Macleod Scotland, 39 equity ptnrs, 27 non-equity ptnrs, 188 total lawyers	£30.3m	(0%)	18%	33%	£161k	- £109k	=£53,000	↑ £254,000	(14%)
96 (+2) DMH Stallard South East, 17 equity ptnrs, 50 non-equity ptnrs, 124 total lawyers	£30.3m	(10%)	25%	n/a	£244k	- £210k	=£35,000	↑ £253,000	(3%)
97 (-5) Boodle Hatfield London, 15 equity ptnrs, 22 non-equity ptnrs, 85 total lawyers	£29.2m	(-4%)	31%	33%	£344k	- £232k	=£112,000	↑ £633,000	(3%)
98 (-1) Stevens & Bolton South East, 44 equity ptnrs, 0 non-equity ptnrs, 154 total lawyers	£29.1m	(2%)	24%	40%	£189k	- £114k	=£75,000	↑ £261,000	(9%)
99 (-11) Minster Law¹³ York, 0 equity ptnrs, 0 non-equity ptnrs, 71 total lawyers	£29.1m	(-18%)	n/a	13%	£410k	- £358k	=£52,000	↓ n/a	(n/a)
100 (-5) Bates Wells[†] London, 33 equity ptnrs, 0 non-equity ptnrs, 114 total lawyers	£28.9m	(-2%)	30%	23%	£254k	- £196k	=£58,000	↓ £200,000	(-3%)

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