

19/19

THE HEADLINES / A YEAR IN REVIEW

Another year of very substantial progress – financially and operationally

Double digit revenue growth, record profitability and even stronger cash position whilst continuing to invest heavily in priority sectors, people and global infrastructure resulting in panel gains, new mandates, additional market share and higher levels of activity. Opening in Germany, our 12th office, creates new opportunities in Europe.

RECORD REVENUE & PROFIT UNDERPINNED BY BALANCE SHEET STRENGTH

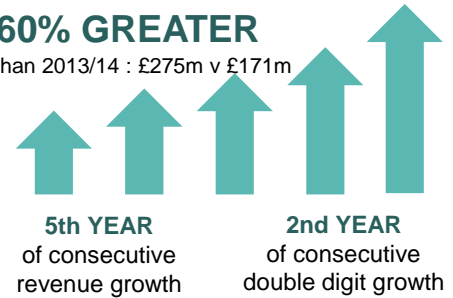
£275m

GLOBAL REVENUE

£242m in 2017/18

14%
YEAR ON YEAR
REVENUE
GROWTH

60% GREATER
than 2013/14 : £275m v £171m



PRIOR YEAR TOTALS EXCEEDED

by all four Divisions: **Corporate & Commercial; Finance & Projects; Litigation; Real Estate.** And all jurisdictions

60% +

REVENUE GENERATED from 6 CORE SECTORS



Financial Services



Real Estate



Retail & Consumer



Energy & Utilities



Transport



Health & Life Sciences

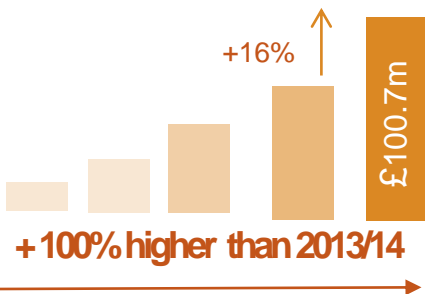


2012/13 -----> 2018/19



50% more partners

40% more lawyers/ business services



+£59m CASH POSITION

Nearly double 2017/18

Our strong balance sheet provides for an ongoing programme of investment in people and our global infrastructure

John Joyce, Managing Partner, Addleshaw Goddard said:

"Another very strong year – financially and operationally. Organic revenue growth of 14 per cent combined with a 37 per cent profit margin and our second consecutive year of double digit growth shows the resilience, strength and ambition across our business with all divisions, every office and every jurisdiction outperforming plan.

"We have now exceeded the KPIs we set ourselves in 2014, and seeing great progress in key markets, particularly in the City where last year we advised 40 per cent of all FTSE100 listed PropCo's and on nearly a quarter of all UK public takeover bids. After five years of growth we are 60 per cent bigger than in 2013/14, and last year delivered record levels of profit whilst continuing to invest substantially in our operations and client teams across the firm - in London, Asia, Europe and the Middle East.

"And we have continued to invest heavily in the wellbeing of our people, most notably the Mindful Business Charter in collaboration with Barclays and others to tackle and reduce avoidable stress in ways of working within the legal sector."