

# THE SMARTEST ROUTE TO THE BIGGEST IMPACT



**a** ADDLESHAW  
**g** GODDARD

MORE IMAGINATION **MORE IMPACT**

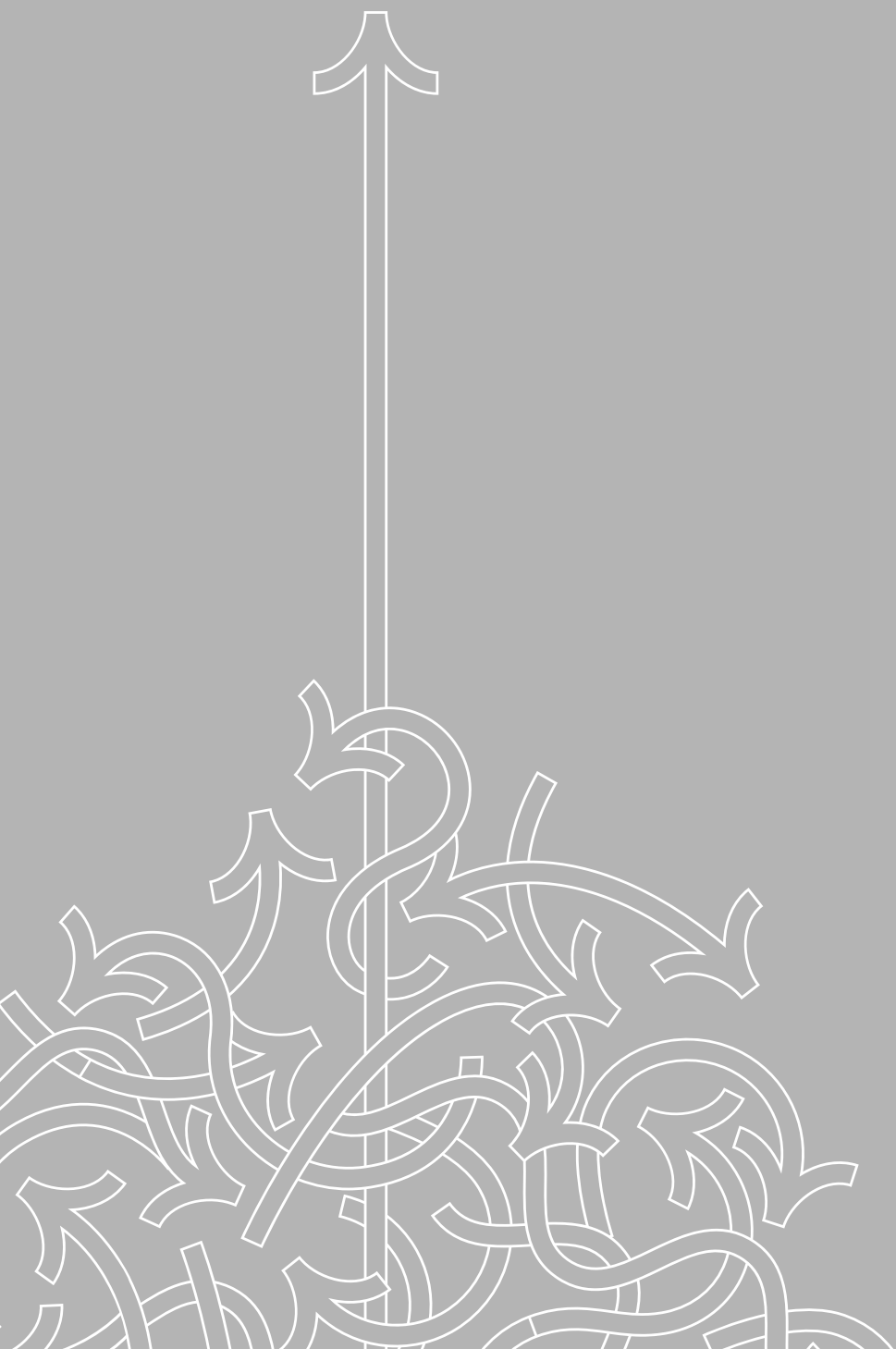


Illustration: From complexity to clarity, by Sam Hadley

## FINDING THE SMARTEST WAY TO DELIVER THE BIGGEST IMPACT.

The problems our clients bring us vary. But we solve them with the same, single-minded focus. We always ask: 'What's the smartest route to the biggest impact?' For example:

We led the legal negotiations for VW and Ford on one of the largest strategic alliances in the world, helping to forge a new era in electric and commercial vehicles across 170 markets. **Impact:** \$billions of new value created.

We helped devise a new way for our manufacturing client to power its new factory. **Impact:** a plan 90% cheaper than the next best option that saved them £100 million.

We combined legal expertise and AI to complete a lease review of a retailer's 189-site property portfolio. **Impact:** we slashed the time taken by 70% and costs by 75%.

We interrogated data in block-chain to resolve a cyber-currency dispute. **Impact:** millions of bitcoin recovered for a tech start-up.

### **The fresh legal answers you need... at the pace you demand**

Each year, over 2,500 leading companies and finance players around the world trust us to deliver. We help them in multiple industries and in over 90 countries. Not just once, but again and again. Many of our 47 FTSE 100 clients have been with us for more than 20 years: one for 150.

Tomorrow's problems won't be solved with yesterday's answers. And, we believe that good business demands good legal advice. Which, ultimately, comes down to just four words. Yes. No. Stop. Go. Assuming you'd value that clarity, imagination and impact, we'd be delighted to talk business. Your business.

## MORE IMAGINATION. MORE IMPACT.

# FIRST, A FEW FACTS

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47

We've acted for many of the world's most recognised and respected companies in the last 2 years – including 47 FTSE 100 companies.

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96

We've helped clients in 96 countries in the last two years.

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24

The average length of our FTSE 100 client relationships is 24 years. Clients that appoint us return to us.

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>1400

Over 1,400 lawyers including 325 partners.

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>50

Specialist in over 50 areas of business law.

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>240

First established in 1775, we've been acting for clients for over 240 years.

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>2500

Over 2,500 companies have relied on our specialist technology, consultancy and innovation teams.

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TOP 5

The FT ranked us a top 5 law firm in Europe for innovation in 2021.

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>40

We are active in 40 different Corporate Social Responsibility initiatives focused on 'Unlocking Young Potential'.

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13

Named a 'Top 50 Employer for Women' 13 times by The Times.

# LAST YEAR, AROUND THE WORLD, WE ACTED FOR:

**1,508**  
FINANCIAL SERVICES  
COMPANIES AND  
FUNDS

**851**  
CONSUMER BRANDS  
AND RETAILERS

**1,532**  
REAL ESTATE  
BUSINESSES AND  
INVESTORS

**422**  
ENERGY CLIENTS

**413**  
HEALTHCARE  
INDUSTRY CLIENTS

**225**  
TRANSPORT  
SECTOR CLIENTS

## REPRESENTATIVE CLIENTS

Associated  
British Foods  
plc

Bayern LB

BNP PARIBAS

British  
Land

THE CARLYLE GROUP

Department  
for Transport

Emirates

FNZ

gsk  
GlaxoSmithKline

HITACHI

HSBC

MULTIPLEX

NHS

Oman Investment Corporation  
(S.A.O.C)

RBS

SIEMENS

sse

TED BAKER  
LONDON

terra firma

VW

wework



**WE'RE SPECIALISTS IN OVER  
50 TYPES OF BUSINESS LAW,  
WHICH WE GROUP AS FOLLOWS:**

- BUSINESS SUPPORT & RESTRUCTURING
- COMMERCIAL SERVICES
- COMPETITION & REGULATION
- CONSTRUCTION & ENGINEERING
- CORPORATE & M&A
- GLOBAL INVESTIGATIONS  
& CORPORATE CRIME
- DISPUTE RESOLUTION
- EMPLOYMENT & IMMIGRATION
- FINANCE
- FINANCIAL REGULATION
- FUNDS
- INFRASTRUCTURE PROJECTS & ENERGY
- INTELLECTUAL PROPERTY
- PENSIONS
- PRIVATE CAPITAL
- PRIVATE EQUITY
- PROFESSIONAL PRACTICES
- PUBLIC SECTOR
- REAL ESTATE
- TAX AND STRUCTURING



(p.s. We also received the 'Best Legal Canteen' award at the UK's 2019 Legal Cheek Awards, if you're ever near us and would like to pop in!)



# DID YOU KNOW?



We act for all of the UK's main clearing banks.



We acted on 20% of all UK public takeovers last year



Over 500 litigation and dispute projects for FTSE 100 clients in the last 2 years.



1st in terms of number of FTSE 100 companies represented for real estate work.



Acting as lead counsel on the world's largest strategic alliance in automotive.



We've represented major clients in arbitrations seated in Abu Dhabi, Abu Dhabi Global Markets, Beijing, Bucharest, California, Dakar, Doha, Dubai, Dubai International Financial Centre, Edinburgh, Geneva, Hong Kong, London, Maputo, Milan, Muscat, New York, Paris, Qingdao, Shanghai, Singapore, Stockholm, Thailand, Vienna and Vietnam.



97% success rate in defending claims at employment tribunal hearings.



We act for the funders to every one of the UK's top 300 housing associations, helping them raise over £75bn of debt from institutions and the debt capital markets. We have been ranked by independent directories as the number 1 funders advisor nationally – ahead of all other major firms – for each of the past 12 years.



Currently acting for 9 of the UK's top 10 Real Estate Asset Managers.



23 IPOs delivered in Hong Kong.



Helped clients to open 100,000 rooms in 'the pillow economy' in the last 18 months, such as student accommodation and 'Build To Rent' homes and apartments.



Advised on the largest and most innovative rail franchising contract let in Europe, a multi-billion pound, 12-year deal.



We act for 9 of the UK's top 10 mortgage providers.



Repeat advisers to 9 of the top 10 UK mid-cap Private Equity investors.



Advised on the rollout of all mobile payment systems in the UK (Apple, Samsung, Android & Microsoft).



Private Equity Advisor of the Year 3 times in 4 years. (Real Deals).



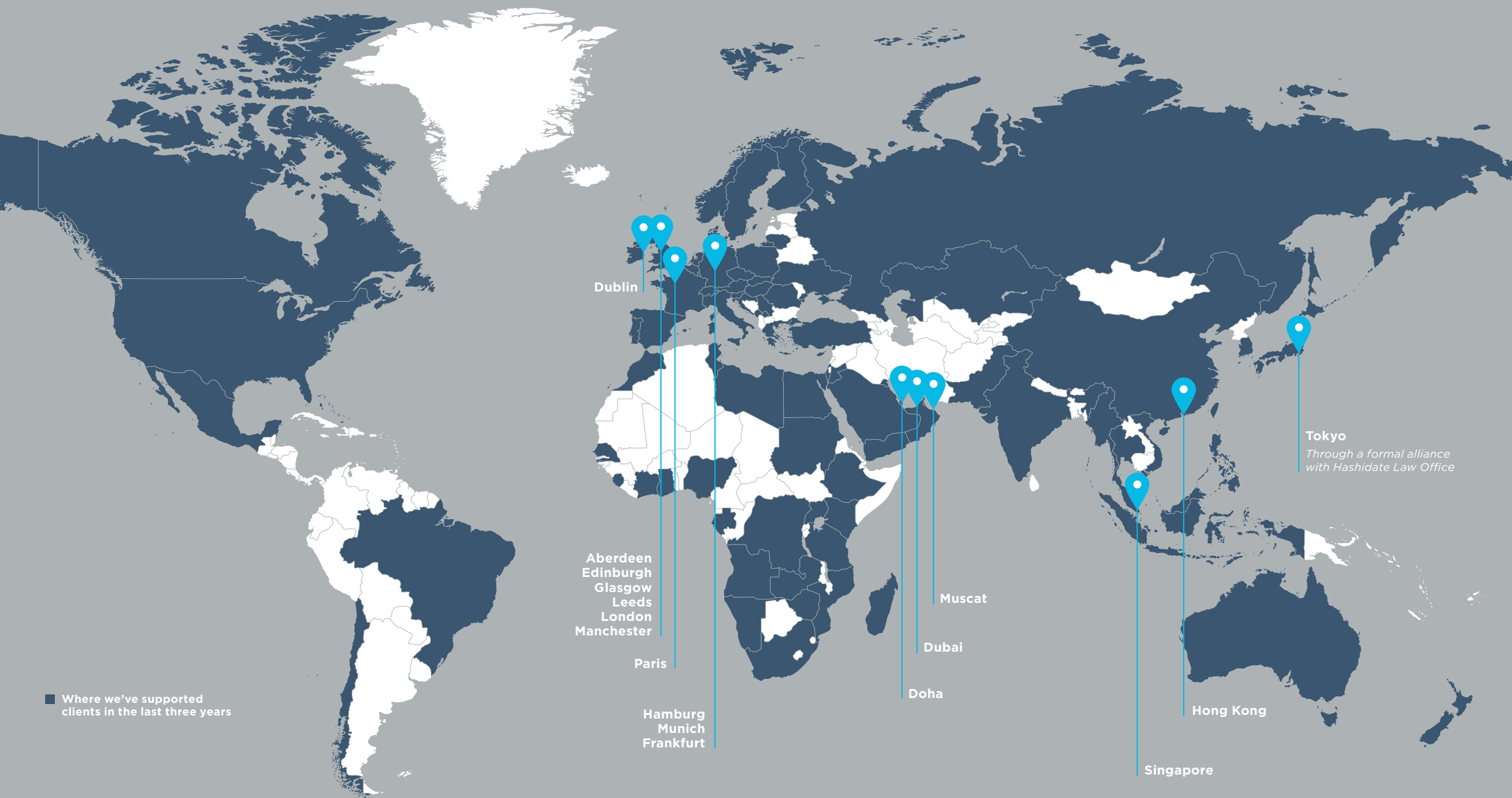
We are at the forefront of supporting innovation in energy, with a track record of firsts including acting on: the UK's first major hydrogen project and first DPC water procurement (United Utilities' £1bn HARP project); Senegal's first offshore oil and gas field development; and the first major scale funding for renewable energy projects across Africa.



Guiding one of the world's fastest growing online fashion retailers in use of customer data across their business.

# WE WORK WHERE OUR CLIENTS NEED US TO WORK

Working from 16 offices across 96 countries  
for our clients in the last three years.  
You can rely on us wherever you need an  
imaginative legal solution to a pivotal  
business problem.



Addleshaw Goddard traces its roots back to the very first public record of solicitors in the UK – the Law List – published in 1775. It has grown through amalgamation ever since, developing in line with a changing world.

## 1775-1997

### BOOTH & CO

Nicholas Smith founds the firm in 1775, and Samuel Lister Booth is admitted as a solicitor in 1823. The successors of these practices combined over the years to become Booth, Clough & Booth in 1869. Further amalgamations lead to the firm becoming Booth & Co. in c.1936.

## 1857-1997

### ADDLESHAW SONS AND LATHAM

John William Addleshaw begins legal practice in 1857 and enters partnership with William Warburton in 1873. The firm becomes Addleshaw & Sons in 1904, and then Addleshaw Sons & Latham in 1917.

## 1997-2003

### ADDLESHAW BOOTH & CO

Addleshaw Sons & Latham merges with Booth & Co to become Addleshaw Booth & Co.

## 1902-2003

### THEODORE GODDARD

John Theodore Goddard founds blue chip, City of London firm, Theodore Goddard in 1902, which grows through amalgamation with other city practices, such as Rhys Roberts & Co (founded in 1883 by future Prime Minister David Lloyd George).

## 1808-2017

### HENDERSON BOYD JACKSON

## 1893-2022

### EUGENE F COLLINS

The Firm was founded in November 1893 by Eugene F. Collins and has the benefit of being long established with a distinguished heritage and dynamic approach.

## 2012

Addleshaw Goddard opens offices in Singapore, Dubai, Hong Kong, Oman and Qatar.

## 2019/2021

Addleshaw Goddard opens its first offices in continental Europe, welcoming partners in Hamburg and Paris.

## 2022

Addleshaw Goddard expands into Ireland by merging with Eugene F. Collins.

## 2003

### ADDLESHAW GODDARD

Addleshaw Booth & Co and Theodore Goddard merge to become Addleshaw Goddard.

## 2017

Addleshaw Goddard expands into Scotland by merging with HBJ.



# LAW PLUS MORE

## COMBINING LEGAL, TECHNOLOGY, RESOURCING AND CONSULTANCY EXPERTISE TO DELIVER MORE IMPACT FOR CLIENTS

For years, day-in, day-out, we've been finding the smartest way to help clients solve their legal problems. Think of it as 'Law, Plus More'. The 'more' means:

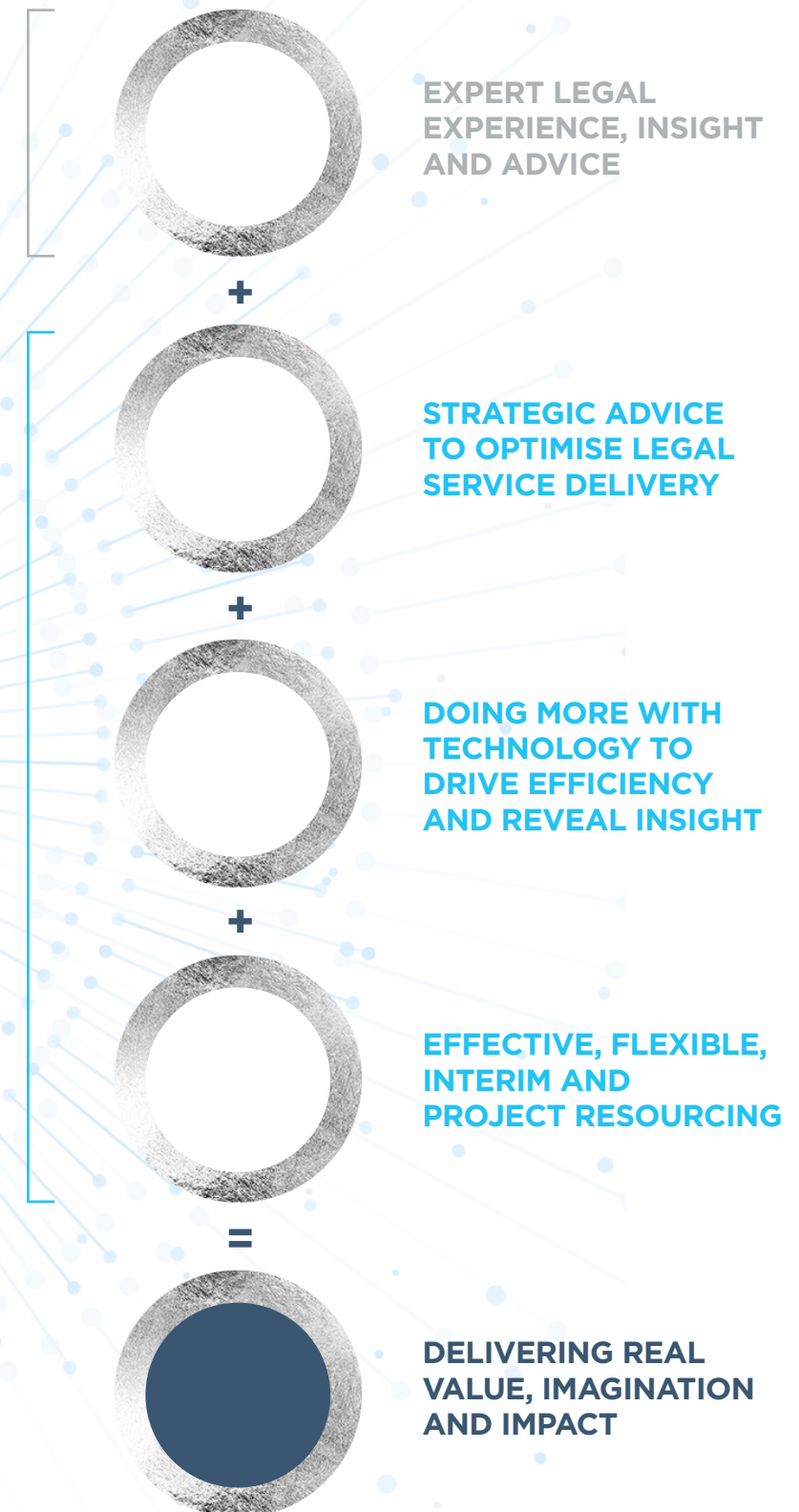
- The right people, tech and processes, including expert lawyers and other specialists, working together to get the job done
- Consulting with you to help you ensure you have the right team, with the right skills and tools, focused on the right things
- Through our resourcing service, AG Integrate, quickly finding you the right additional short- and long-term legal talent when and where you need them.

Our collaborative, modern, award-winning approach to problem-solving has already helped over 2,500 companies. And it saw us being named one of the top five most innovative law firms in Europe by the Financial Times. Take just a few examples of the impact of Law, Plus More:

- By smarter resourcing of routine legal work, we save our clients over £20m in fees every year.
- Our lawyers and an AI-powered legal portal cut one client's legal costs by up to 30%; another saw 1.2 million documents reviewed in 10 days; a third saw 10,000 properties accessible from a single app.
- By combining strategy, psychology and training expertise, we created a leadership development programme for a client to equip its GC's for an uncertain future.
- We've also completed over 50,000 projects using alternative billing approaches, such as fixed fees, in the last five years.

LAW

PLUS  
MORE



# IN IT TOGETHER

**We believe that if you feel recognised, supported and invested in, you will simply achieve more. And we believe that an inclusive culture helps to encourage and shape fresh ideas. For us it's just common sense. It's why we work so hard to help our people to be the best they can be. And it's how we keep finding imaginative solutions to complex client problems.**

Look around AG and you'll find people from every walk of life. A diverse group of original thinkers, decision makers and negotiators who deliver results. And they have one thing in common. In their words, a feeling that we're "in it together" – with each other and with our clients.

That is the culture of AG. We've always been straight talking, friendly, open and a breeding ground for new ideas. But maintaining the very best environment for everyone never stops.

We're always learning, developing and investing in talent, but here are just a few highlights so far:

- We've been named a Top 50 Employer for Women 13 times by The Times newspaper.
- Our Mindful Business Charter, developed collaboratively with clients and other law firms to promote healthy and sustainable working practices, now has charitable status and over 80 signatories.

- We are committed to providing spaces for diverse voices to be heard and lived experiences to be shared. We continue to invest in our diversity & inclusion networks, which have over 300 members and have been instrumental in promoting inclusive behaviours across the business.
- Our 'How to Flourish' programme – a long-standing initiative supporting female progression to senior positions in law – will shortly be celebrating its 10th anniversary. So far, hundreds of AG colleagues and clients have taken part.
- More than 800 of our people benefitted from personal development and business skills training last year – 6,193 hours' worth of training courses were delivered.
- In 2020 we became the first law firm to be named a '50:50 project' partner, joining the BBC's global network of organisations committed to gender equality. The project measures data to help ensure a fair and diverse balance of voices is reflected in all external content that is produced. Our female representation across all media has increased by 23% since we began this project.

**Culture is something best experienced. We're confident you'll find our team a warm, bright and rewarding complement to your own.**





**Solving problems for clients often requires imaginative solutions, which in turn requires fresh perspectives. Addleshaw Goddard embraces people from every walk of life, and with a huge variety of backgrounds and skills, combining their collective ideas, experience and talent to help our clients succeed. Please meet just a few of them...**



◀ **SHELLEY MCGIVERN**

Corporate Finance partner Shelley has been at the firm for over 20 years. In addition to handling complex structured real estate transactions, mergers, acquisitions and disposals for public and private companies and financial institutions, Shelley is also an acting judge. Appointed to the Northern Circuit as a district judge, she sits in the county courts and district registries of the High Court, hearing a wide spectrum of civil law cases.



▲ **PERVINDER KAUR**

Head of the Leeds office and the firm's Private Capital Group, Pervinder has acted for AG clients for 27 years. Recognised by legal directories for her expertise in trusts and succession planning, and also for advising charities, Pervinder is also a lead sponsor of the firm's commitment to diversity, which is an AG Board priority.



◀ **DANIEL WAN**

Daniel is Head of IPOs and Equity Capital Markets in the firm's Hong Kong office. Admitted as a solicitor in both Hong Kong and England and Wales, Daniel's broad experience for listed companies and investment banks includes almost every aspect of IPO, corporate finance and M&A in Hong Kong and Mainland China. Daniel has been involved in various HK IPO projects across multiple industries.



▲ **CHARLES PENNEY**

A longstanding industry veteran, Charles is the firm's Senior Partner and chairs its Board. Previously Head of our Corporate Finance practice and still an active practitioner, Charles has acted on a wide range of corporate transactions for clients in the US, South Africa, Japan, the UK and elsewhere. Charles previously held leadership positions in London and New York, spent two years on secondment as Secretary of the UK Takeover Panel and is a Director of BritishAmerican Business Inc.



◀ **GUN JUDGE**

A careers and resourcing professional, Gun Heads AG Integrate – our interim resourcing offering, providing in-house teams with fast and flexible ways of bringing in additional, experienced lawyers. Gun spearheaded and continues to chair the UK Apprentice Trailblazer programme. She drafted the three current legal apprentices routes (Solicitor, Paralegal and Chartered Legal Executive) available to graduates looking for a career in law. An award winner, Gun is truly paved the way for ambitious individuals looking for an alternative route to becoming fully qualified solicitors.



▲ **WEST MIDDLETON**

Having successfully completed his apprenticeship, West progressed into a paralegal role. He was later promoted to Assistant Team Leader and subsequently Team Leader within the Firm's Transaction Services Team, where West and his colleagues supported clients on their daily legal needs, for example by preparing first drafts and reporting on legal documents. West is also Co-Chair of our internal LGBTQ+ network.



▲ **PRISCILLA ADDO-QUAYE**

Priscilla has expertise representing clients at inquiries established to investigate matters of public concern. She is responsible for the representation of three bereaved families in the Manchester Arena Public Inquiry as well as acting in the Grenfell Tower Inquiry. She was Highly Commended for the Best Contribution by an Individual at the LawWorks Pro Bono Awards 2020.



▲ **LUKE AYLETT**

Luke has been with Addleshaw Goddard for 9 years and is a managing associate in the Corporate practice group in Dubai. Luke has previously practiced in Addleshaw Goddard's English and Hong Kong offices. Luke advises on a variety of international cross border transactions and has experience in private mergers and acquisition, private equity transactions and joint venture arrangements.



▲ **OLIVIA HANCOCK**

Olivia is a member of the firm's Innovation & Legal Technology team. She has worked on a range of innovation projects for some of AG's biggest clients, and works with lawyers across the firm to use legal technology to improve processes and drive efficiency.



# UNLOCKING YOUNG POTENTIAL, AND MORE

**Corporate Social Responsibility (CSR) is about contributing positively to our communities, but at AG it goes far beyond being just a policy or a box ticking exercise. We are committed to making an impact and being a positive force for good.**

We invest time and resource in supporting charities, taking on pro bono matters, providing volunteering opportunities to our people, and working with clients and community partners to affect positive change. In particular, we invest in actively supporting young people to reach their full potential. We do so via three CSR pillars: Access to Education; Access to the Profession; and Access to Work.

We have a thriving CSR programme across the business which is underpinned by the objective of Unlocking Young Potential, whether through charitable giving, outreach initiatives or pro bono work to support young people within our communities. The programme is supported by dedicated CSR and pro bono partners, a central CSR team, and other local champions throughout the firm.

Example initiatives and commitments include:

- We currently have over 40 ongoing CSR schemes, which have historically been oversubscribed in terms of people support by as much as 28%.
- We have dedicated charity partnerships to maximise the impact of donations. Examples include: the Children's Heart Surgery Fund; Coram; Centrepont; and The Rock Trust.
- Pro bono support for charities, climate change programmes and supporting bereaved families at the inquest into the Manchester Arena attack.

In recognition of the hardship caused by the COVID-19 pandemic, some examples of additional activities included:

- charitable donations in lieu of Christmas parties across all our offices;
- over 1,200 free meals given to local homeless people and food banks each week over the 2020/2021 Christmas period; and
- donating over 340 laptops to individuals, charities and schools to help with student learning.



**MORE IMAGINATION MORE IMPACT**

**[addleshawgoddard.com](http://addleshawgoddard.com)**

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