

# CLIFFORD CHANCE FINANCIALS 2017/18

## FOCUSED STRATEGY DRIVES STRONG PERFORMANCE OVER THREE YEARS

Clifford Chance's solid financial results in 2017/18 mark substantial progress against the firm's strategy set three years ago. Underpinning this success is our unrelenting drive to deliver the best service to clients through our global reach, deep expertise and efficient service delivery.

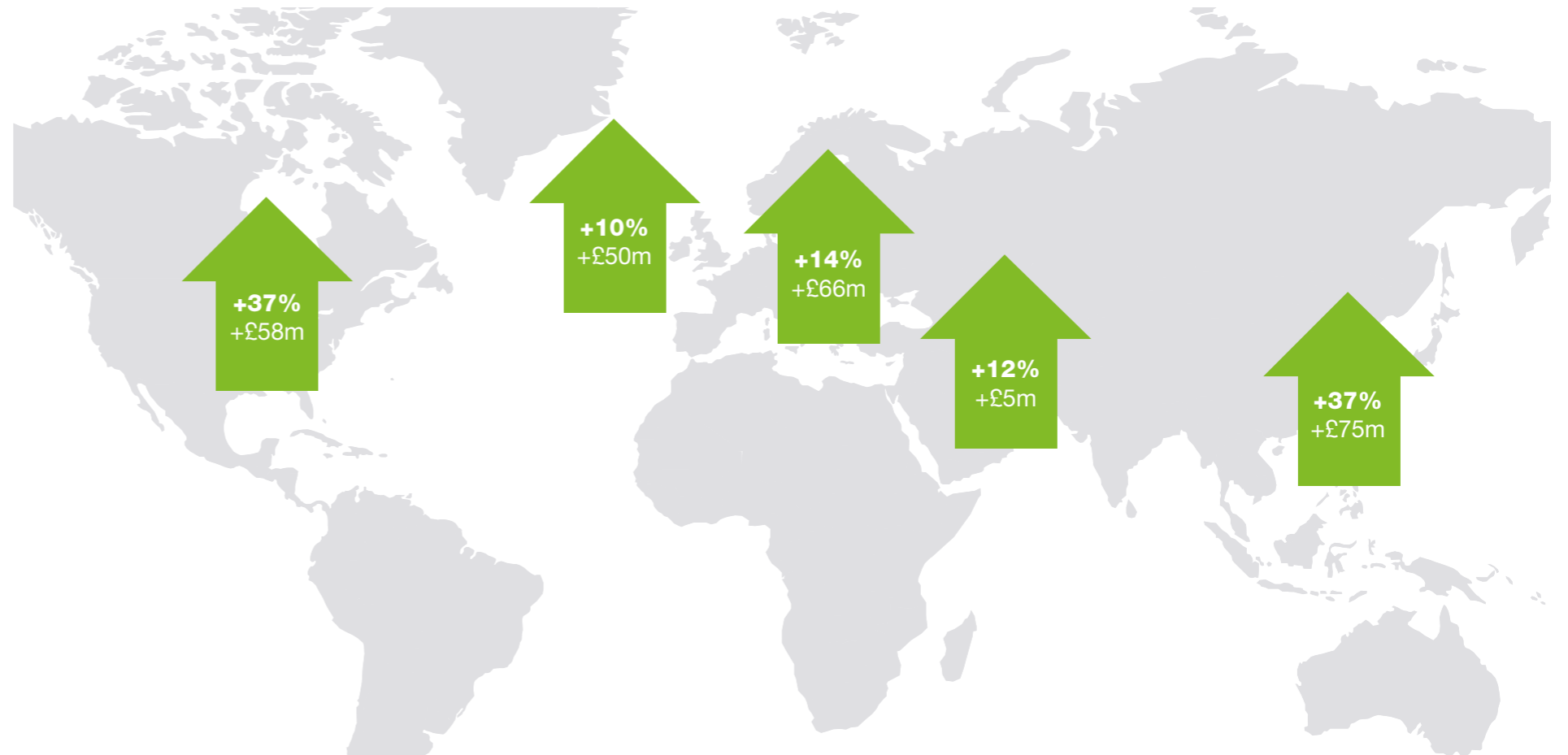
### BUILDING MOMENTUM IN THE AMERICAS

Over the past three years

- We have made 17 lateral hires and 7 partner promotions; we now have 75 partners and 300 lawyers
- We now have US qualified lawyers in 11 offices outside of the Americas
- In 2017/18 85% of Americas work originated in the US and 90 of our top 100 global clients worked with our US teams

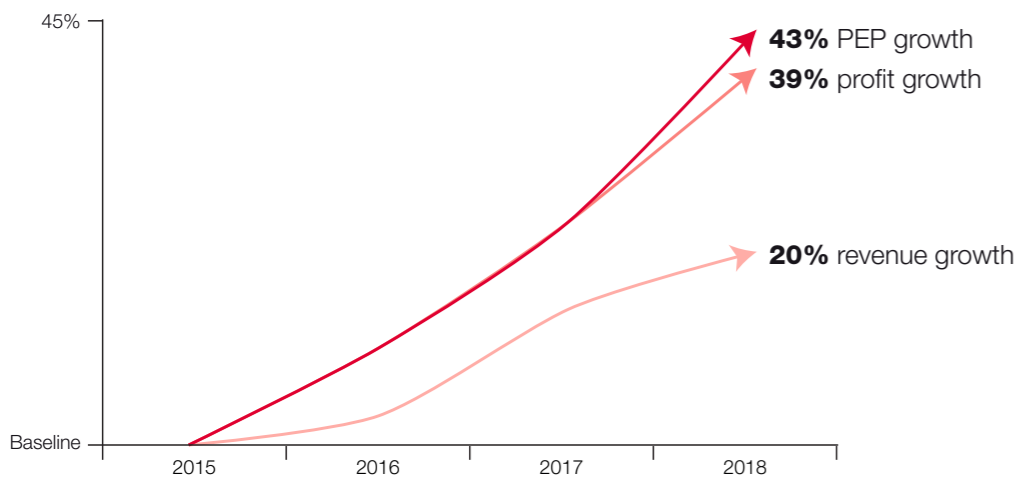
### SIGNIFICANT GROWTH ACROSS ALL REGIONS GLOBALLY

% and GBP revenue change over three years\*



### A COMPELLING GROWTH TRAJECTORY

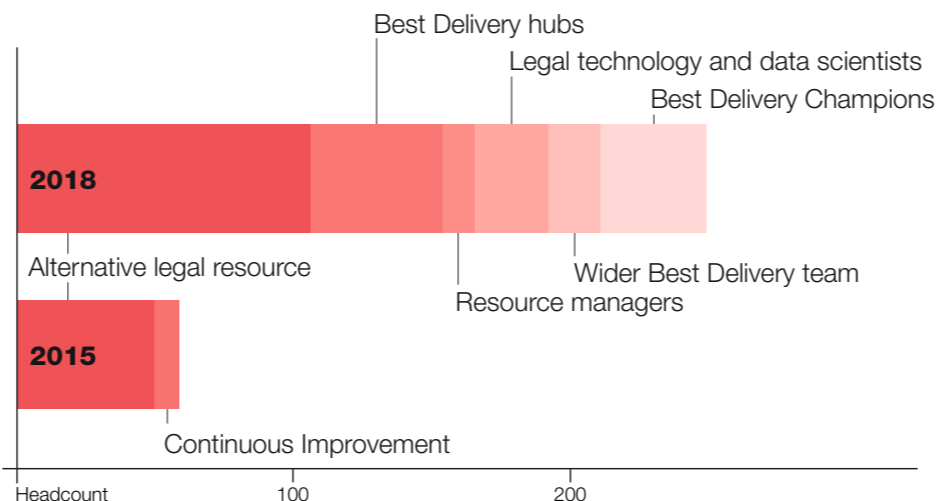
% change over three years\*



\* These figures are preliminary and unaudited.

### BUILDING OUR BEST DELIVERY CAPABILITY

Significant investment in dedicated specialist resource to support our Best Delivery strategy



### ADDING VALUE TO CLIENTS

In 2017/18 Clifford Chance has advised:

- Mondelēz International in connection with the merger of Keurig Green Mountain and Dr Pepper Snapple Group, Inc; Mondelēz International will hold an approximately 13-14% stake in the combined USD 11 billion revenue company.
- The sponsors and underwriters on China Literature's USD 1.1 billion IPO, one of the most oversubscribed deals ever in Hong Kong.
- Prevailing on all main arguments, the German IP team settled a multi-million USD claim for Pfizer.
- Goldman Sachs and a group of Colombian lenders on the approximately USD 708 million multisource financing for the construction of the 4G Antioquia-Bolívar highway in Colombia, also known as Ruta al Mar.
- Unilever on its USD 2.7 billion acquisition of Seoul-based cosmetics maker Carver Korea.