

You and Pitmans Law

# *together*

Inside:

- > *Getting to know us*
- > *Working together*
- > *Building longstanding client relationships*



# *genuine*

*We are sincere, trustworthy and reliable  
– we say what we mean, matching our  
behaviours to our words*

## Why we thrive

At Pitmans Law, our ambition is not just to be another law firm but to offer something different and better. At its simplest, our business has been built with a complete focus on a very clear purpose – **to achieve outstanding outcomes for our clients.**

Established for over 150 years, our vision is to be an industry-leading UK legal brand with international recognition setting the standard for regional law firms in the UK.

Our headquarters are in Reading, the heart of the Thames Valley - an attractive location for strong, thriving and ambitious businesses. We also have offices in the City of London and Southampton.

We offer a seamless service worldwide for our clients' international needs. We are a founding member of Interact Law - a powerful and expanding global network of specialist legal firms, working in association with each other to deliver outstanding services and solutions to our clients worldwide.

Our proposition is first class – **the highest quality legal advice and service at an extremely competitive price, to deliver exceptional value.** Our focus is on building longstanding and mutually beneficial client relationships on a foundation of trust and genuine partnership.

For corporate clients we offer a wide range of commercial law services. We also deliver a variety of private wealth services for private clients. Our clients draw confidence from the top tier recognition Pitmans Law achieves in the industry benchmarking directories, Legal 500 and Chambers and Partners.

We are delighted that our proposition has been so warmly received by the market, resulting in steady and sustainable growth and a scalable client base of quality national and international clients. Our efficient infrastructure of capable and agile communications and IT processes ensures a profitable business model and a strong and stable firm that will deliver outstanding client outcomes for current and future generations.

**We value our heritage and look to the future with confidence.**

## → *Getting to know us*

### **Who we are**

While our business and services continually evolve to best meet the needs of our clients, one thing remains unchanged - **our people have and always will be the heart of our business and are the reason we have a reputation for being great to work with.**

# *professional*

We take great pride in our work and demand professionalism from every member of our talented team

We have created a unique culture of talented and passionate people, specialists in their individual fields, who share our ethos and approach and are united in their commitment to delivering outstanding outcomes for our clients.

Our bright, friendly, proactive, energetic and forward-looking team currently numbers 35 partners and 200 people. We demand a lot from each and every one - including the highest standards of personal and professional integrity - and we select only those individuals with character, confidence and a proven track record of delivery. Many of our lawyers are ranked as tier 1 in Legal 500 and Chambers and Partners.

Our partners (and of course the wider team) ensure the business continually evolves and improves for the benefit of our clients. And as our team expands, our vibrant culture of trust, commitment and excellence - with the opportunity to work in **a city business away from the city noise** - continues to **attract pre-eminent talent from the UK's largest and most respected firms.**

*"I have a confidence in Pitmans in a way that I haven't with others - they do it and say it as it is"*

# *personable*

*We are an approachable, friendly team, regarded in the industry as great to work with*

## *> Getting to know us*

### **Our people**

To help you get to know us a little better, allow us to introduce you to a number of key members of our team.

John and Suzanne head up our leadership team and are responsible for ensuring we deliver on our vision and ambition and build a strong and successful business with a distinctive culture.

*"Every member of our talented team is passionate about two things: our clients and our firm. We work tirelessly to build genuine and inspiring long-term partnerships."*



### **John Hutchinson**

Managing Partner

D +44 (0)118 957 0444  
M +44 (0)776 993 2539  
E [jhutchinson@pitmans.com](mailto:jhutchinson@pitmans.com)

A work-hard, play-hard Londoner, John finished school in the UK and went exploring the world, emerging as a graduate of the University of Victoria, British Columbia. He joined Pitmans in 1994 and never looked back. After leading the corporate and commercial team helping a huge range of clients grow their businesses through buy-outs, M&A and IPOs, he went exploring again as part of a private equity firm investing in oil and gas technology businesses. Throughout his career he's embraced a wide range of management opportunities from chairing a medical devices company to holding NED positions on the Boards of technology businesses. Now he's back at Pitmans holding the leadership reins, building longstanding relationships with our key clients, generating opportunities for them and driving the highest standards of client service.

*"Our culture is unique - it's the reason I joined the firm and why I've never looked elsewhere. We go the extra mile to build a friendly team that shares the same values and approach."*



### **Suzanne Brooker**

Deputy Managing Partner  
Restructuring & Insolvency

D +44 (0)118 957 0516  
M +44 (0)770 289 4063  
E [sbrooker@pitmans.com](mailto:sbrooker@pitmans.com)

Suzanne has been with Pitmans since traineeship and she truly lives, breathes and embodies the firm. She is now the Deputy Managing Partner of Pitmans and also heads up our successful Restructuring & Insolvency team. She's quite a force of nature and is famous in the Thames Valley - known to everyone in the restructuring and insolvency world! She sits on a number of boards providing advice to businesses and is a master of successful turnarounds.

→ *Working together*

#### **What we offer our clients**

We are proud of the breadth and scope of expertise and experience that we offer our clients, with 25 of our practice areas ranked highly by Legal 500. This brief overview is designed to give you a flavour of our proposition but it cannot claim to be a definitive guide. We'd love to talk to you about your individual requirements and how we could help so please do get in touch.

# *proactive*

*We focus on being proactive,  
constantly thinking ahead to deliver  
over and above*

## **Expertise**

- Banking & Finance
- Commercial
- Corporate
- Debt Recovery
- Dispute Resolution
- Employment
- Insurance
- Intellectual Property
- Pensions
- Real Estate
- Restructuring & Insolvency
- Matrimonial & Family
- Wills, Tax & Trusts

## **Sectors**

- Banking
- Charity & Not for Profit
- Energy
- Hospitality
- Real Estate
- Retail
- TMT
- Transport

*“They are a good team that is  
focused on client service and is  
commercial in its advice”*

---

## → Working together

---

### Working together

We recognise that all of our clients have many demands on their time and we want to work together in the most effective way, giving you the confidence that your legal matters are in very safe hands.

For each of our clients, we draw together a bespoke team – a blend of the different skills, expertise and experience required for a long-term partnership or a specific matter in hand – led by an individual relationship partner and with regular client access to senior expertise. Where relevant, our specialist sector teams offer broad insight, strong industry connections and topical knowledge to add value for our clients.

The team focuses first and foremost on understanding each client's individual objectives, to ensure we can add value and exceed expectations. For corporate clients, we offer **strategic advice aligned with commercial objectives**, based on a detailed understanding of a business and its objectives. For private clients we deliver **comprehensive guidance geared to achieving personal goals**.

What you can be sure of – no matter which members of our team you deal with – is a consistent client experience. At Pitmans, we have the courage to stand apart – we think, talk and act differently and build client relationships based on honesty, transparency and straightforward communication. We are accessible 24/7 and take pride in offering an efficient and prompt client service.

We are committed to ensuring our clients feel informed and we offer a range of supporting resources – client data rooms, extranets, document management systems and regular topical insights from our team.

Our proposition is shaped by listening to our clients and understanding what is important to them. To ensure our partnerships are as strong as they can possibly be, we offer regular client relationship reviews as part of our client listening programme.

# *inspirational*

We inspire our clients and each other  
by thinking creatively

## **Our clients**

Now a word on the most important people of all - our clients. At Pitmans Law, our client focus is unwavering and we are proud of the trusted long-term relationships we build.

You will understand that our commitment to and respect for client confidentiality leaves us unable to name our clients individually but our client base is strong, diverse and scalable. Many of our clients are, naturally, based in the South East of England but a significant and growing proportion are national and international businesses.

Our corporate clients range from large, global and listed companies, including many household names, to enterprising entrepreneurs. Typically high-growth businesses, with vision and ambition, a wide range of industry sectors are represented on our client list. Our private client base includes corporate executives, high net worth individuals and family offices.

We are ambitious for each and every one of our clients and determined to be a trusted partner, challenging and inspiring them to achieve exceptional outcomes. We focus on being proactive, constantly thinking ahead to anticipate client requirements and deliver over and above what could be expected or hoped for.

*"They are enthusiastic, responsive, diligent and tactically and commercially switched on. As importantly as all of that, they are thoroughly good guys with whom we have a great working relationship, which makes what is often stressful work so much more enjoyable"*

# *distinctive*

*The courage to stand apart, to think and act personably, with an uncompromising focus on achieving*

---

## *> Building longstanding client relationships*

### **Pitmans purpose: outstanding client outcomes**

We end where we began. At Pitmans Law, our ambition is not just to be another law firm but to offer something different and better. **Our business has been built with a complete focus on a very clear purpose - to achieve outstanding outcomes for our clients.**

We believe we offer a proposition unlike any other - the highest standards of personable client care, quality advice and professionalism at a competitive price, to deliver exceptional value for our clients.

At Pitmans Law what matters to our clients matters to us - we will never be complacent in our drive to continually evolve and improve our proposition and strengthen our relationships. Together, we can build a partnership that will achieve exceptional outcomes.

*"They are a real people business and I have always received first-class advice"*

### **Continuing our conversation**

Thank you for taking the time to review our brochure.  
To get in touch with the Pitmans Law team or find out more,  
just call, email or visit us face-to-face or online.

T +44 (0)345 222 9222

E [law@pitmans.com](mailto:law@pitmans.com)

With Pitmans Law you can be assured of the quality of advice and service you demand from a city law firm – but with a distinction. The courage to stand apart, to think and act personably, with an uncompromising focus on achieving outstanding client outcomes. We say what we mean, matching our behaviours to our words.

Established for over 150 years, Pitmans Law is headquartered in Reading with offices in London and Southampton. The lower overheads of a regional office ensure we can provide city quality legal advice at a competitive price to deliver exceptional value for our corporate and private clients locally, nationally and internationally.

Pitmans provides legal advice to address our clients' needs across a wide range of industry sectors and specialisms including particularly strong specialist teams in pensions advisory, real estate, dispute resolution as well as corporate and commercial law. Our clients draw confidence from the top tier recognition Pitmans achieves in the industry benchmarking directories, Legal 500 and Chambers UK.

### **Reading, London, Southampton**

Pitmans Law is the founding UK member firm of the global legal network, Interact Law.

#### **Contact us**

T +44 (0)345 222 9222  
E [law@pitmans.com](mailto:law@pitmans.com)

Pitmans LLP is registered in England and Wales under number OC338183  
Authorised and regulated by the Solicitors Regulation Authority under number 555642  
Registered office 47 Castle Street, Reading RG1 7SR  
Also at 107 Cheapside, London EC2V 6DN, The Anchorage, 34 Bridge Street, Reading RG1 2LU and 46 The Avenue, Southampton SO17 1AX

A list of members is open for inspection at the registered address