

Law firm revenue grew despite drop in demand & utilisation

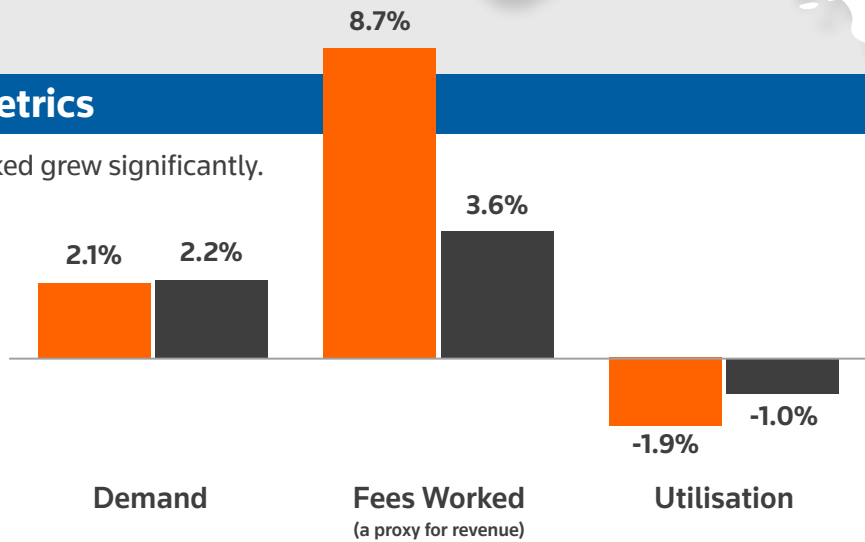
Australian growth metrics

Demand slowed, but fees worked grew significantly.

Year-over-year change

■ FY 2022 vs. FY 2021

■ FY 2021 vs. FY 2020

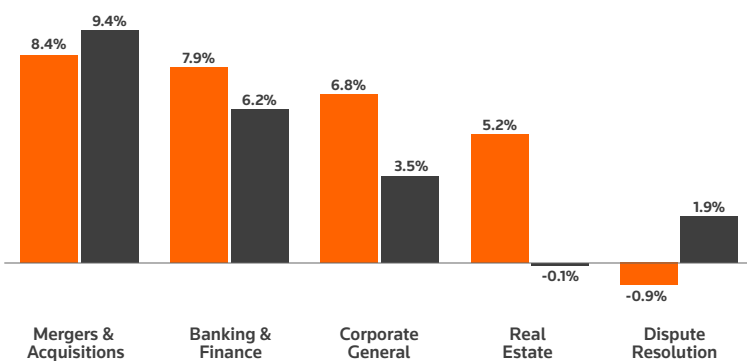


Demand growth by market and practice

While dispute demand decelerated, more expensive practice areas grew.

By practice

■ FY 2022 vs. FY 2021 ■ FY 2021 vs. FY 2020

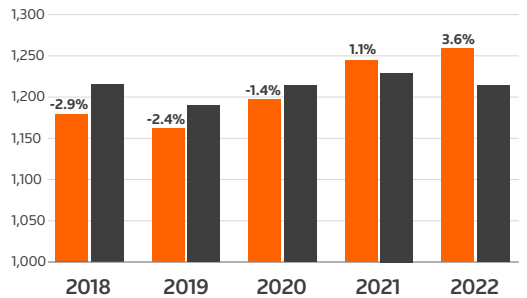


Annual utilisation

Simultaneously, higher-priced partners took on more work.

Year-over-year change

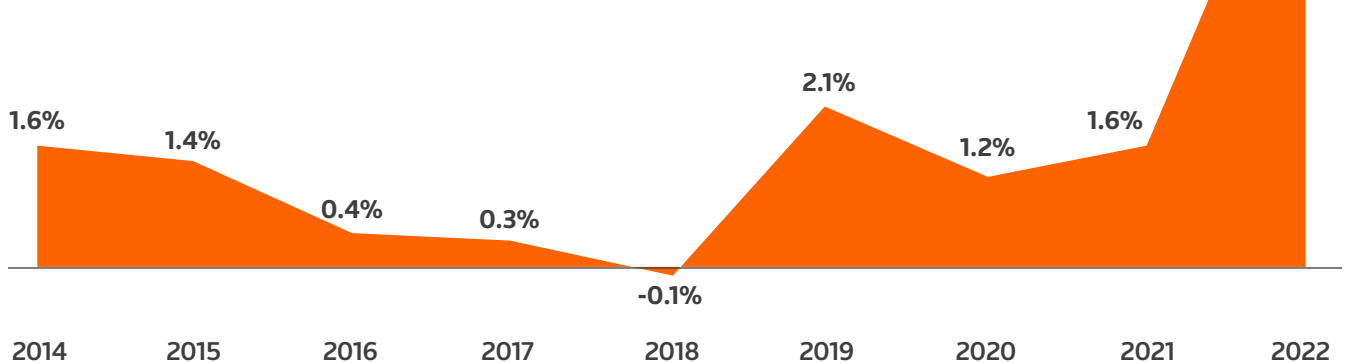
■ All Partners ■ All Lawyers (QEs)



Worked rate growth

As a result, worked rates grew significantly, which powered revenue (fees worked) growth.

Year-over-year change



For the full picture, see the [2022: Australian State of the Legal Market Report](#)