

Bright Lights, Big City

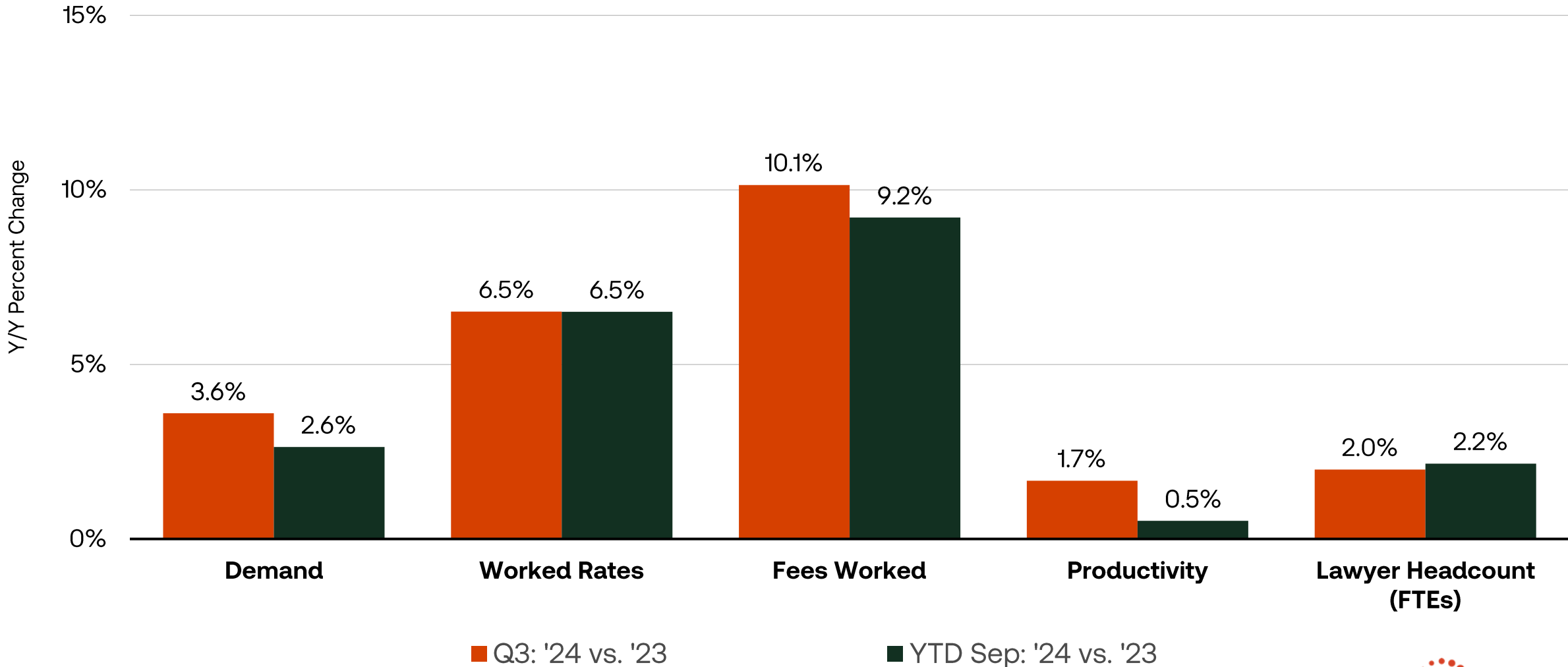
The State of the US Legal market

October 23, 2024

All Segments

Key Performance Measures

Q3 '23 working days: 63
Q3 '24 working days: 64



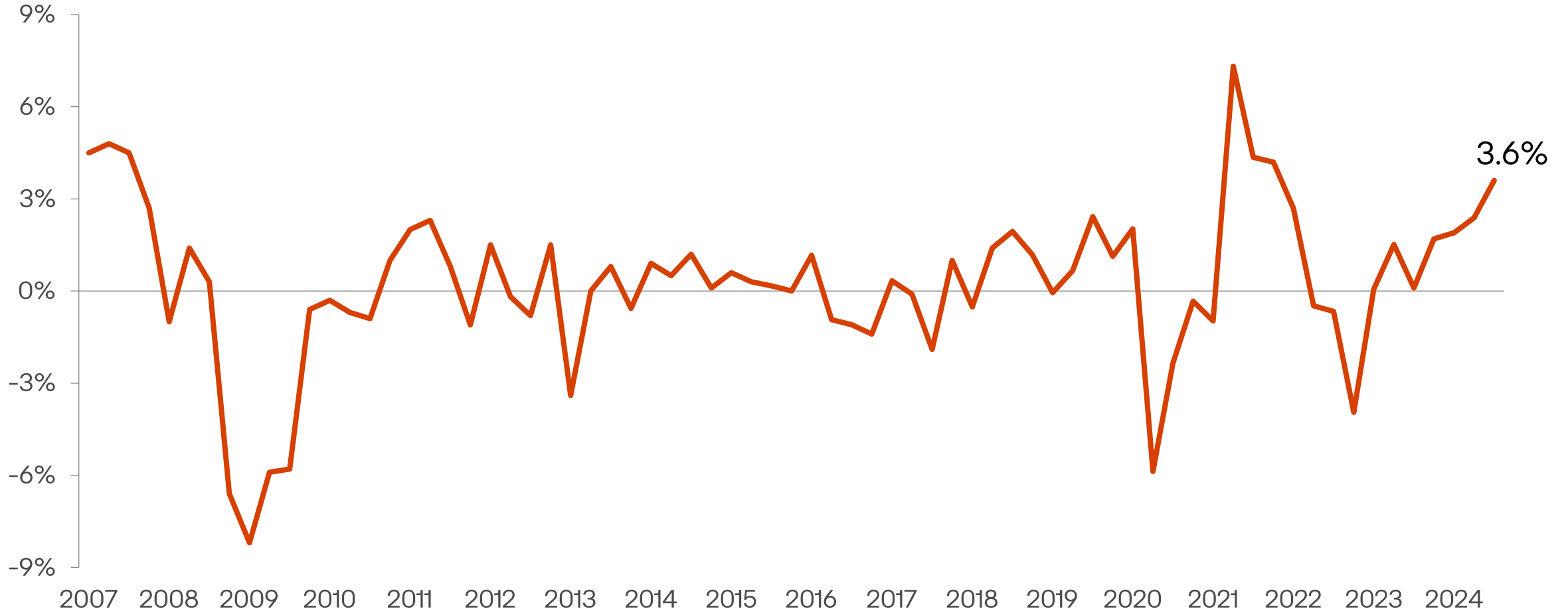
All timekeepers;
Billable time type; non-contingent matters



All Segments

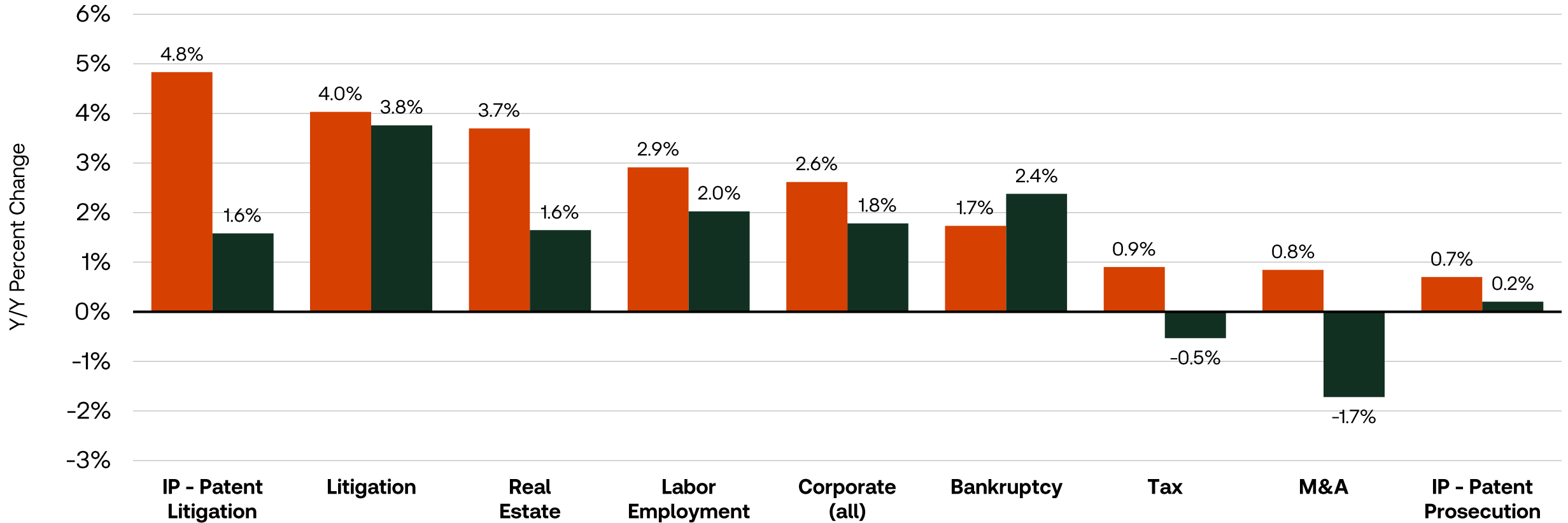
Demand Growth

Y/Y Percent Change



All Segments

Practice Demand Growth



2023 Proportion:

IP - Patent Litigation	8%	Litigation	3%	Real Estate	27%	Labor Employment	26%	Corporate (all)	4%	Bankruptcy	2%	Tax	12%	M&A	4%	IP - Patent Prosecution	5%
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■ Q3: '24 vs. '23

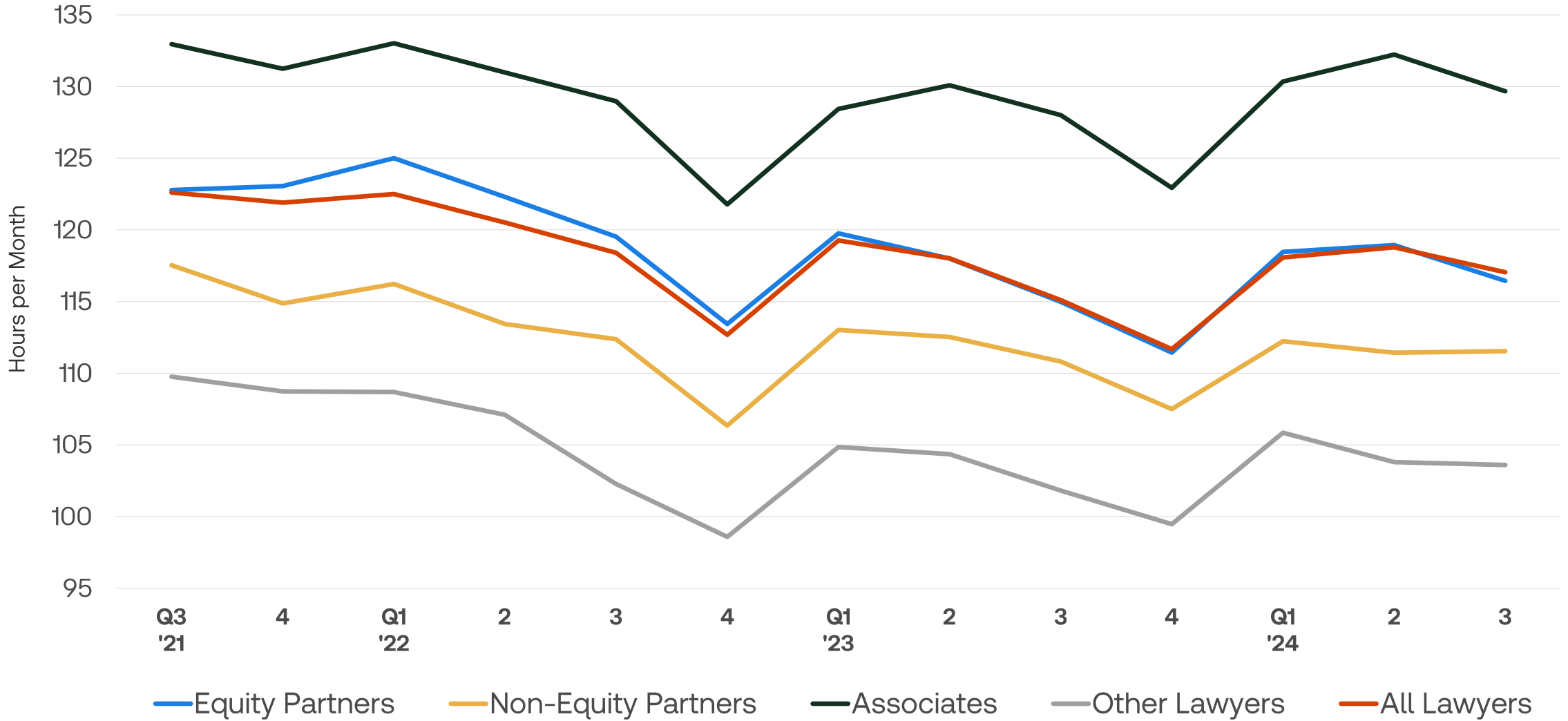
■ YTD: '24 vs. '23

All timekeepers;
Billable time type; non-contingent matters



All Segments

Hours per Lawyer

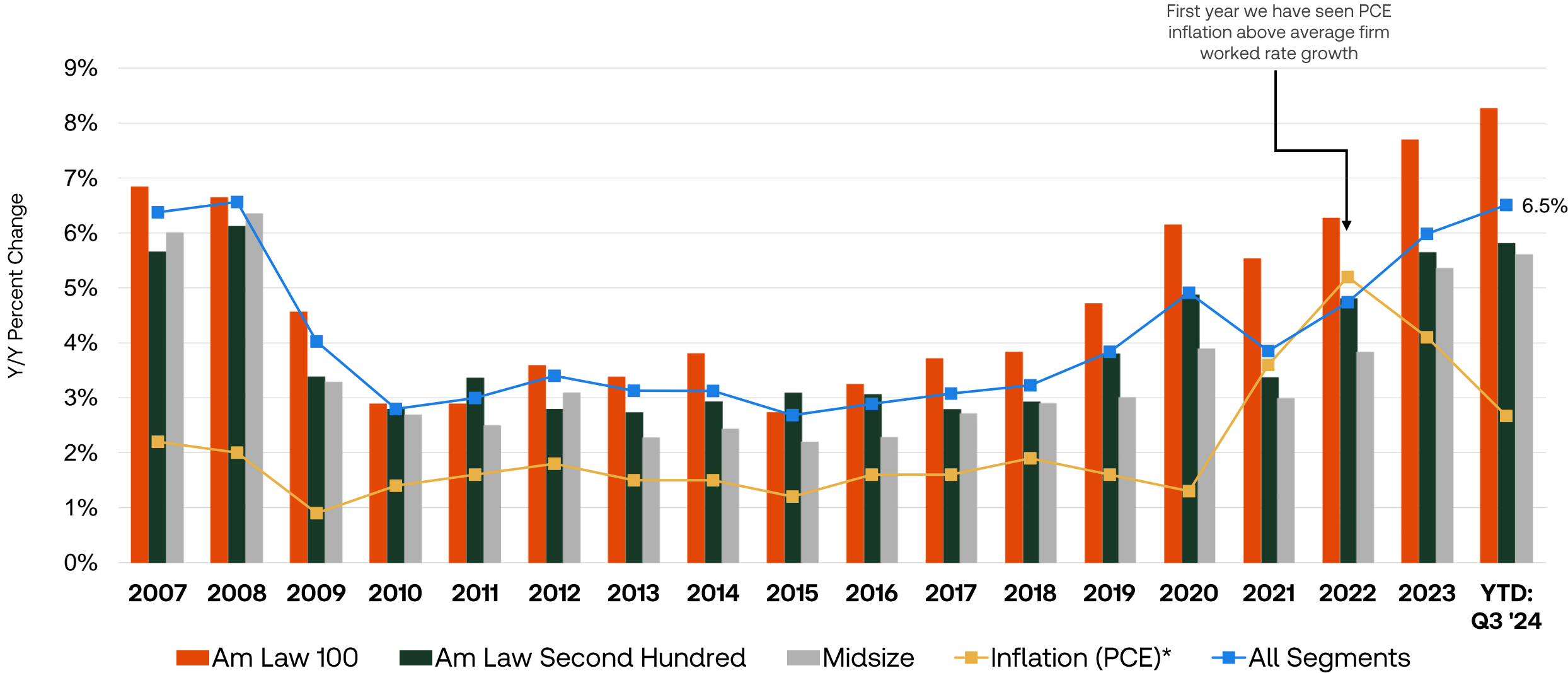


Lawyers;
Billable time type; non-contingent matters



By Segment

Worked Rate Growth

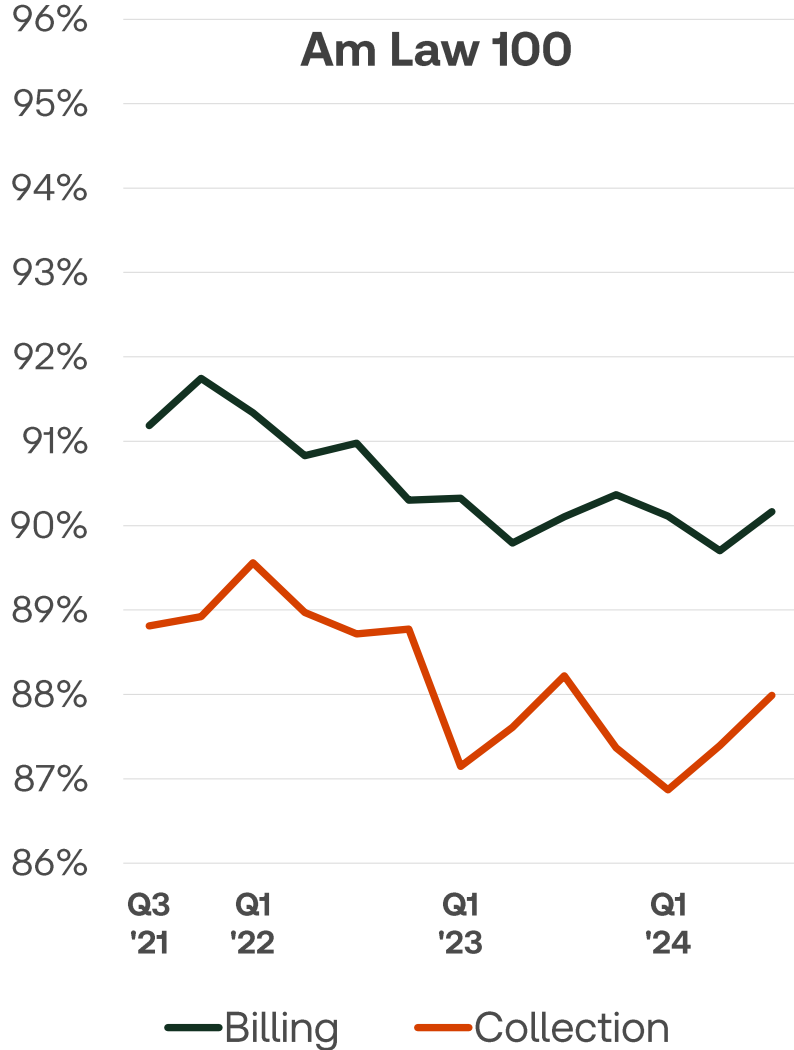


All timekeepers
 Billable time type; non-contingent matters
 PCE Inflation measure = Personal Consumption Expenditures Excluding Food and Energy
 *PCE as of August 2024



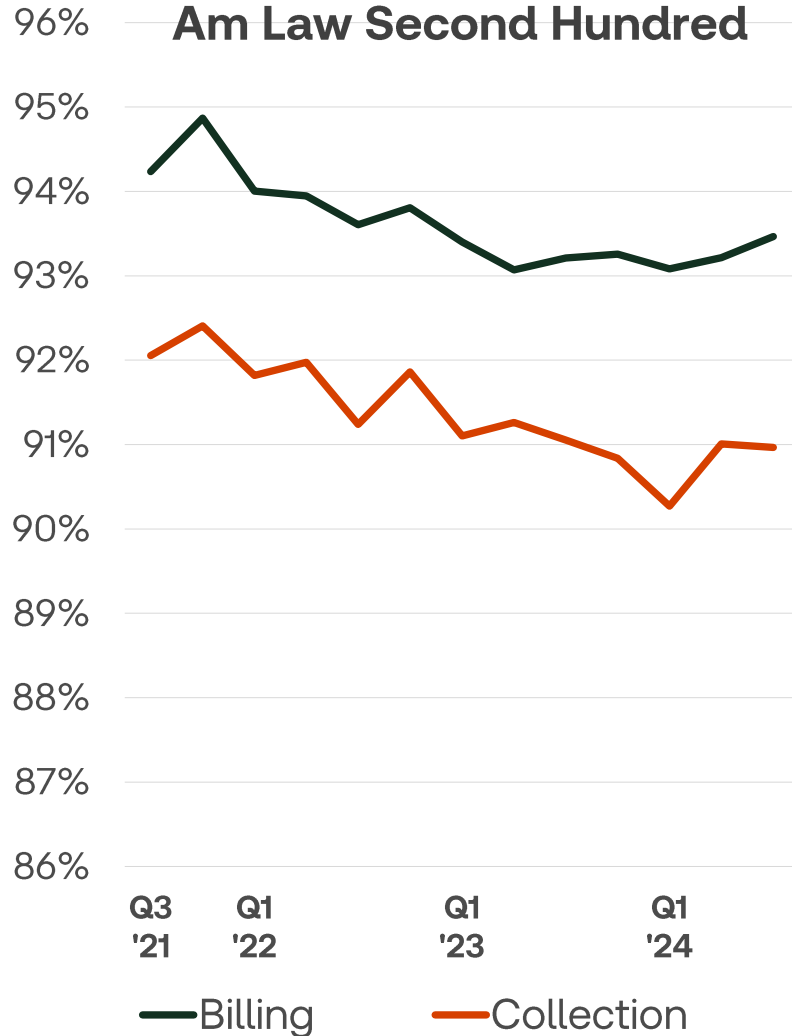
Realization against Worked (Agreed)

Am Law 100

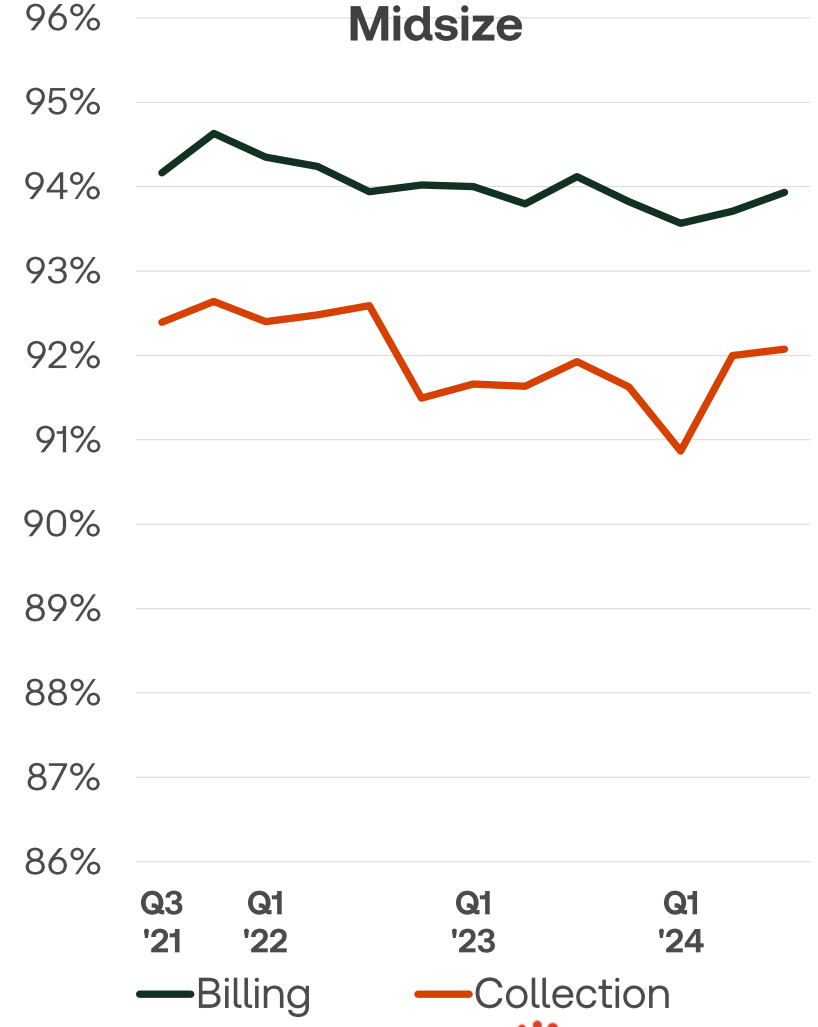


Lawyers;
Billable time type; non-contingent matters

Am Law Second Hundred



Midsized



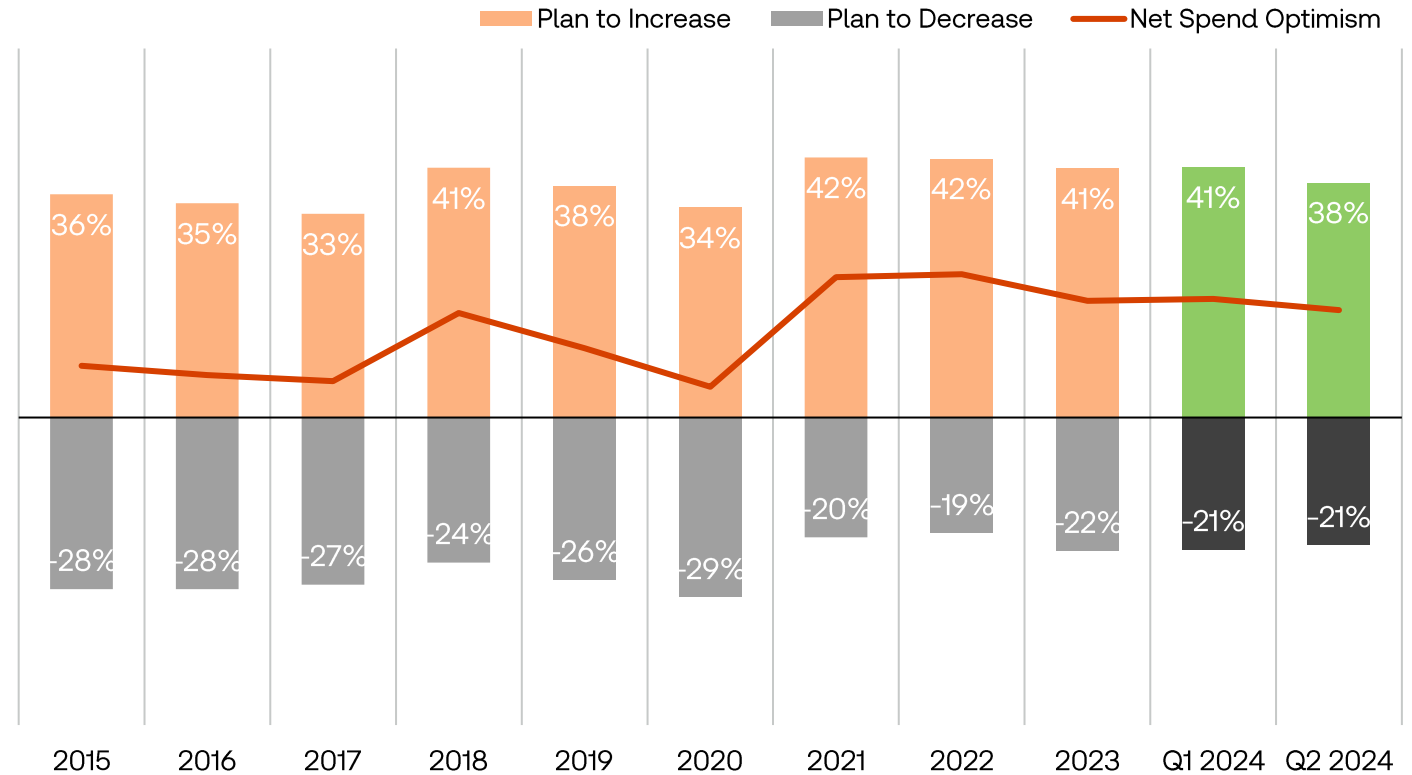
Legal spend outlook continues to taper slowly

The legal market has been largely resilient since the boom year of 2021. Net spend optimism has been in the double digits over the last 3 years.

This environment has allowed law firms to largely keep demand (billable time) net positive despite uncertainty in the economic outlook.

However, the cooling of buyer optimism indicates law firms cannot afford to become complacent, and lawyers must remain proactive in order to drive the same growth levels.

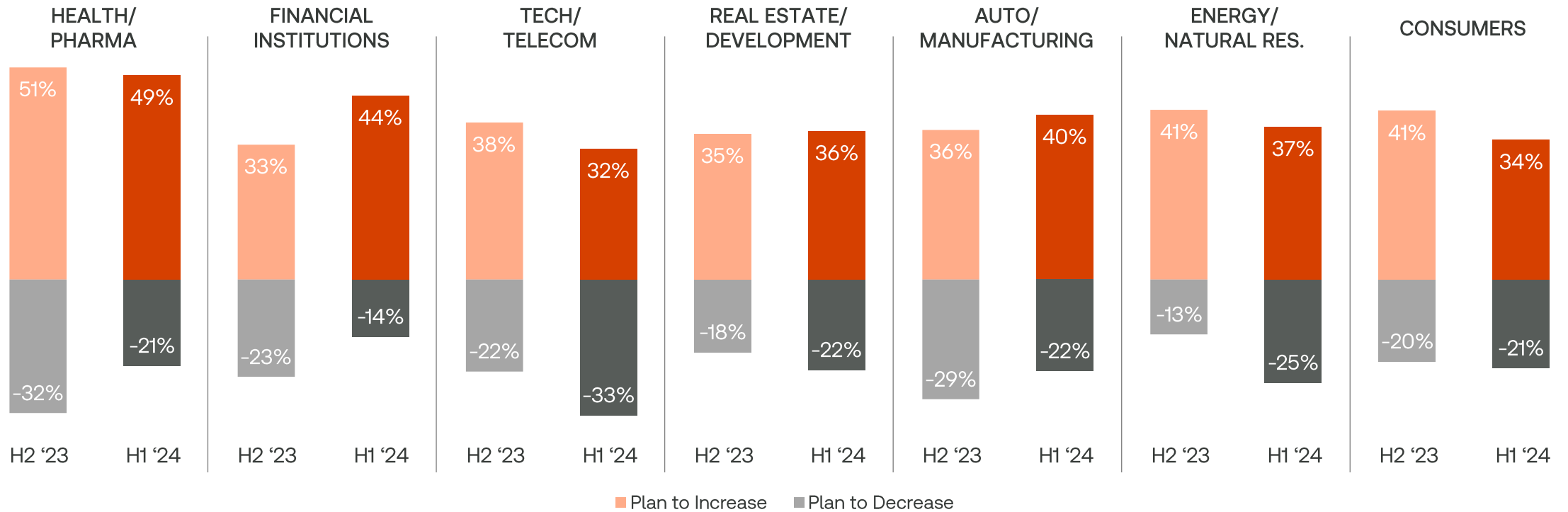
Total legal spend optimism: Global cos with \$1B+ in annual revenue
 (percentage of buyers planning to increase versus planning to decrease)



Tech and consumers sectors show less optimism heading into year-end

Total legal spend optimism: Global cos with \$1B+ in annual revenue

(percentage of buyers planning to increase versus planning to decrease)



Largest to smallest average total legal spend

Number of responses (H1 '24): Health/Pharma (61); Fin. Inst. (109); Tech/Telecom (113); Real Estate (57); Manuf. (189); Energy (97); Consumers (122)

Market Insights: Q2 2024