



# Legal Services - UK - 2022

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## This report looks at the following areas:

- How the market has performed in the unprecedented disruption of the COVID-19 pandemic
- Market drivers for the key B2B and B2C legal services sectors
- Lawtech adoption in the legal services sector
- How providers are responding to evolving consumer demands and increased competition
- Five-year market outlook

While COVID-19 caused significant disruption to the legal services market, the sector has shown resilience over the last two years and has performed ahead of expectations. According to ONS estimates, in 2020 the turnover of the UK legal services industry remained unchanged from 2019, while 2021 saw industry turnover increase by a strong 12.4% to £41.35 million.

The current climate of economic uncertainty is likely to increase the need for legal advice. For example, businesses dealing with issues relating to employment, contracts involving energy or the supply of goods, or for those facing financial difficulties may require legal services. Individual consumers are also more likely to need affordable legal advice, such as in relation to employment and housing, while the cost-of-living crisis may result in an increased appetite to bring claims.

Legal services providers will continue to face competitive pressures, driven by the growth in alternative legal services providers (ALSPs), new entrants, rapidly evolving technology, new business models, changing client buying patterns, and new working practices. The legal services sector is also becoming more complex as law firms, ALSPs and technology firms compete and collaborate.

Technology adoption and innovation will play a key role in ensuring that firms thrive in an ever-changing environment. Corporate clients will continue to squeeze margins, while demanding faster turnaround times and greater use of



“Legal services providers will continue to face competitive pressures, driven by new entrants, alternative providers, rapidly evolving technology, new business models, changing client buying patterns and new ways of working.”

– Claudia Preedy, Senior B2B Analyst

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innovation, which means that legal services firms need to embrace ongoing innovation and take advantage of emerging technologies.

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- **Solicitors Regulation Authority**
- **The Bar Council**
- **The Commercial Bar Association**
- **The Law Society**
- **The Law Society of Northern Ireland**
- **The Law Society of Scotland**
- **The Sole Practitioners Group**
- **Trade magazines**
- **Lawyer Monthly**

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- Legal Business
- Legal Week
- New Law Journal
- Solicitors Journal
- The Journal of the Law Society of Scotland
- The Law Gazette
- The Lawyer
- Trade events
- LAW 2022 Online
- London Law Expo 2022
- Legalex 2021

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