

# A Legal Firm with Presence

**InBUSINESS** speaks with Richard Martin, Managing Partner at Law Firm of the Year 2017 Ronan Daly Jermyn about the work of his firm and its plans for the future.

**Q:** Can you give some background on Ronan Daly Jermyn?

**A:** We are a top ten Irish law firm with offices in Cork, Dublin, Galway and London, and a staff of more than 230. Over the past four years, we have opened a fourth office in Dublin, seen our staff numbers more than double, and established strategic alliances with UK, Northern Ireland and US law firms.

We are unique in terms of the Irish legal market in that we are the only firm with a substantial presence in three of the country's

leading commercial centres. A recently announced strategic alliance with Belfast law firm, John McKee, means that the firm now offers an all-Ireland legal service for clients who trade in both parts of the island.

**Q:** What are the firm's areas of expertise?

**A:** We have invested substantially in our corporate and commercial team, expanding to meet the growing demand for merger and acquisition services. We are particularly well regarded for our work in the technology sector,

having recently advised on deals such as the sale of Trustev to TransUnion, MPSTOR to Sanmina, and Barricade to Sophos Ltd. Our strong corporate practice is further bolstered by a substantial tax practice that has doubled in size over the past two years, most recently with JM Burke Tax Solicitors joining the firm in 2016. In addition to advising on cross-jurisdictional tax matters, we are one of the few legal practices in Ireland with a dedicated tax investigations and disputes team. As well as winning Law Firm of the Year, Ronan Daly Jermyn was also awarded Banking, Finance/Restructuring & Insolvency Law Firm of the Year. We have exceptionally strong banking and finance practices, and we act for all of the major financial institutions in the Irish market.

**Q:** How has business been thus far in 2017?

**A:** We've continued to grow, both in terms of head count and in terms of revenue over that period, particularly in the corporate, commercial, tax and commercial property space.

**Q:** How do you view the current state of the Irish legal sector?

**A:** We're probably on the cusp of a period of some

change, particularly at the upper end of the market. It's no secret that two major international law firms have indicated that they are to open in Dublin, and I think others will follow. Part of that is Brexit motivated, but part of it is based on a globalisation backdrop where major international companies want single suppliers for their professional services in the countries in which they operate.

**Q:** Do you expect Brexit to directly impact your firm?

**A:** Brexit is going to impact our clients, particularly those who are involved in exports to the UK. That's an obvious one. There are both threats and opportunities for the legal sector. We are seeing some relocations out of London, and Luxembourg and Frankfurt seem to be the preferred choice at the moment, but some have come to Dublin. I think that's going to be a positive.

**Q:** What are your key objectives for the future?

**A:** Ronan Daly Jermyn plans to continue to make significant investments in the area of technology. Our clients want more services delivered faster, more securely and at a lower cost. Technology will underpin how we will achieve this.



Richard Martin,  
Managing Partner,  
Ronan Daly Jermyn