

A GREAT PRACTICE LEAP FORWARD

Posted on 09/10/2009



Category: [Uncategorized](#)



The opening of the Madrid office of Broseta Abogados in 2007 meant a significant strategic leap for the Valencia-based firm, but which has already taken it into new directions says the office Managing Partner, Jes s Avezuela.

'From the outset we were concerned that our profile should only be enhanced by opening, and in order to do so this has meant focusing on new practice areas and to look to build highly skilled teams.'

Notable in this respect is the firm's emerging focus on the funds sector and the recruitment in Madrid of partners

Julio Veloso and Javier Morera; the pair previously led the local office of medium size firm Rodés & Sala and are best known for their expertise in the private equity, funds and corporate areas.

'We are not only targeting private equity funds but private investment funds in general. Collective Investment Schemes, for example remain, while new types of structures such as the *asesoramiento financiero* (EAFIs) are now emerging. Regulation is increasing and experience in the sector and strong relations with the regulators will become increasingly important,' says Avezuela.

La apertura y expansión de Broseta en Madrid ha llevado al despacho a tomar nuevas direcciones, comenta el Socio Director de la oficina, inmerso ahora en el sector de los fondos.

Such a move demonstrates confidence not only in Broseta's ability to penetrate the Madrid market, but also a fundamental belief in the strength and continuing attraction of Spain to investors.

'We believe that the market will come back even though it may be a very different one to that which we previously knew – it will be some time before we again see the figures we have had in the last few years – but in which we want to feature prominently.'

With such ambition it is important therefore to continue to invest in significant practice sectors even in the face of the wider economic situation, he adds. The firm has grown to 80 lawyers and last year revenues increased 40% to €9m.

'We intend to continue growing and to implement the measures envisaged in our Strategic Plan. Our approach has been to turn to large companies and to offer advice on complex transactions and for that we need to be in Madrid and have experienced professionals.'