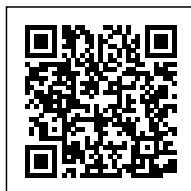


GARRIGUES REVENUES UP 3.1% TO €349.4M

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Spanish law firm Garrigues' revenues grew 3.1 per cent to €349.4 million in 2016, the firm has announced.

The firm added that revenues generated in the 12 foreign markets in which it is present increased by 19.8 per cent to €41.3 million. Half of this total was billed in Latin America where revenues increased by 81.4 per cent.

Garrigues currently has operations in five Latin American markets – Colombia, Brazil, Chile, Mexico and Peru – with a total of 130 professionals, 29 of whom are partners. A firm statement said it had “not ruled out opening offices in other markets, with a view to becoming the firm of choice in Latin America for business law”.

In reference to the firm's overall result for 2016, the statement added: “Improvement was seen in all business areas in which Garrigues is present, consolidating the firm's leading position in Spain in terms of revenues in the legal services and business law sector.”

It continued: "In addition to international expansion, one of Garrigues' other major challenges at present is technological innovation and robotization applied to law firm management. After several months of testing, an automated document management platform called Proces@ has just been rolled out throughout the Garrigues network, which will help expedite and facilitate the work of the firm's professionals. This is the first time an initiative of this kind has been launched by a law firm using a tool in Spanish that can be applied to all practice areas. This ongoing concern for technological innovation has led Garrigues to use other state-of-the-art robotization tools, which have been implemented by some of the major international firms, for both internal management and the improvement of services and client relations."