

# Garrigues

Fernando Vives

Fighting hard to emerge strong from the crisis

Another impressive year for this Iberian leader, which continues to maintain a strong position in an attritional Spanish legal market, improving both revenue and profit per lawyer by 7% against essentially flat revenues. The firm reported revenue growth of 4% between January and August 2014 and is very much on an upward track.

The firm's international strategy took a front seat over the past 18 months, with Garrigues building up a sizeable network of its own offices in Latin America in record time. Since leaving the Affinitas alliance of Latin American firms it founded back in 2004, it set up, during the second half of 2013 and early 2014, three local law offices in the region: Bogotá, Lima and México City, meeting its target of becoming the European law firm with the largest own-office network in Latin America (Brazil, Colombia, Mexico and Peru).

In the words of Prosegur's general counsel, Sagrario Fernandez: 'We are very pleased with Garrigues' expansion into Latin America. We already worked with them in Spain and are now, in fact, also retaining their services in LatAm. It is a great advantage for us to have already experienced that they apply the same standards as the ones we are used to in Europe.'

## HIGHLY COMMENDED

### GOLTSBLAT BLP

Andrey Goltsblat

The Russian legal market has faced plenty of problems over the last 12 months but Goltsblat has continued to plough ahead, picking up market share (its share of Russian clients is up 10% this year) and more clients, adding seven more Forbes Global clients in 2014. All this is manifest in financial performance, with the firm reporting a 19% year-on-year increase in revenues.

### INTEGRITES

Ruslan Bernatsky

Given the turmoil that has beset Ukraine in the last year, the performance of this six-office Kyiv-based international firm is all the more impressive. The firm has notable strengths in trade finance and is also representing Ukraine at the European Court of Human Rights in the complex and delicate dispute with Russia.

### MATHESON

Liam Quirke

In a battle for supremacy among Dublin's elite law firms, Matheson is the most improved firm. Examples of its progress include winning household-name clients; purchasing Investec's



(L-R) Jeremy Small of JLegal with Eduardo Abad and Ignacio Corbera of Garrigues

Irish investment funds and debt securities listing business; and launching a new legal technology and forensics service that will enable the firm to handle the largest-ever discoveries in Irish history.

### NCTM

Alberto Toffoletto

This Italian firm has continued to grow revenues and headcount, and broaden its client roster and practice offering, despite difficult market conditions. Highlights for 2014 include attracting a number of luxury brand and fashion clients; advising Ferrari on two critical trade mark cases; and merging with TMT outfit Panetta & Associati.

### NOERR

Tobias Bürgers; Alexander Ritvay

It has been business as usual for this German heavyweight with another exceptional year. Turnover was up 7% to €197.2m, a 41% increase since 2010. During 2014, the firm made a number of lateral hires from domestic and international rivals in Germany and key client wins include being appointed to the legal panels for Deutsche Bank and HVB/UniCredit.



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