

AGM London 2024

Operations Summary



What Defines Pragma?

A network is a group of two or more *firms* that are interconnected for the purpose of exchanging data and sharing resources.



Significantly enhance referral and business opportunities by fostering collaboration, knowledge sharing, and trust among members



Improving their international brand and presence
Increasing market reach
Getting new clients online (Lead Generation)



International Desk Service with top quality peers (access the expertise you need)
Contacts to increase business opportunities

Business Development

12 New firms and +1400 contacts done in 2023-2024

2023-2024 New Income		25.900€
Australia	KHQ	
Bolivia	Engal Abogados	
Canada	Nelson Champagne	
Dominican Republic	Caceres Torres	
India	Solomon Inc.	
Morocco	Maddah Law	
Peru	EGA	
South Africa	Snaid & Morris	
Taiwan	BTLaw	
Turkey	Herdem	
Uruguay	Castellan	
WR Immigration	USA	

Negotiating with:	
Japan	Atsumi & Sakai
Austria	SHB Law
Cape Verde	Hoppfer Almada
Poland	KBZ Legal / Piechocky Law Firm
Luxemburg	Jurisconsul
Croatia	Ured-Novosel
Panama	López Giraldo y Asociados

Number of Firms

2016 → 20

2024 → 40

Business Development Web App

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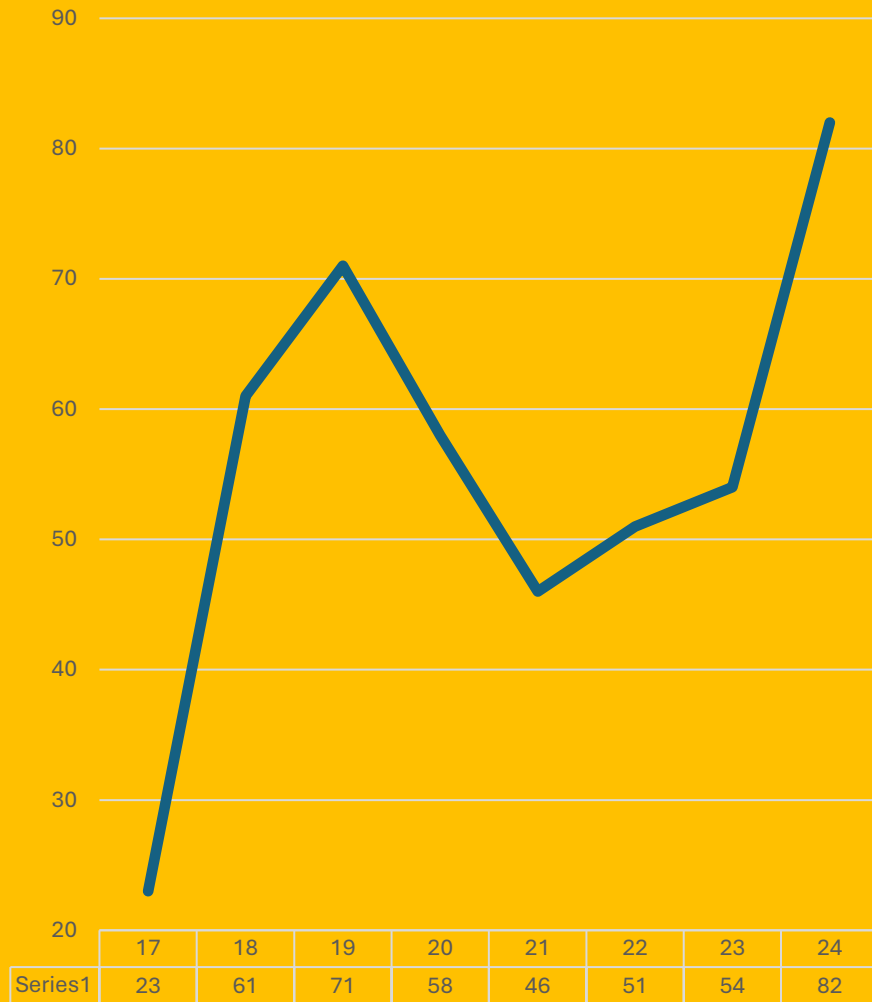
Pragma International

Trusted by firms globally

Business Dev Targets for 2025

Tier 1	Tier 2	Tier 3	Tier 4
Luxembourg	Slovak Republic	Bosnia & Herzegovina	Egypt
Ireland	Latvia	Thailand	Côte d'Ivoire
Switzerland	Greece	Jamaica	Kenya
Norway	Hungary	Ecuador	Cameroon
Qatar	Poland	Paraguay	Nigeria
Denmark	Uruguay	Ukraine	Ethiopia
Austria	Croatia	Indonesia	
Sweden	Panama	Cabo Verde	
Belgium	Maldives	Vietnam	
U.A.E.	Costa Rica	Tunissia	

Referrals



Firm	TOTAL	2017	2018	2019	2020	2021	2022	2023	2024
Algebra	8	0	0	3	2	0	2	1	0
Sent	3						2	1	
Received	5			3	2				2
Álvarez	22	1	6	2	2	1	4	3	3
Sent	11		4	1	2	1	1	1	1
Received	11	1	2	1			3	2	2
Bishop & Sewell	30	3	10	7	4	6	0	0	0
Sent	12	1	5	4		2			
Received	18	2	5	3	4	4			6
Bos van der Burg	36	0	1	3	3	4	6	6	13
Sent	18			1	2	1	5	5	4
Received	18		1	2	1	3	1	1	9
BTLaw	6	0	0	0	0	0	0	3	3
Sent	2							1	1
Received	4							2	2
Brykov	6	1	0	0	0	3	2	0	0
Sent	2					1	1		
Received	4	1				2	1		2
Cáceres Torres	2	0	0	0	0	0	0	2	0
Sent	0								
Received	2							2	2
Caria Mendes	48	2	8	9	14	3	6	3	3
Sent	2				2				
Received	46	2	8	9	12	3	6	3	3
Castellán	0	0	0	0	0	0	0	0	0
Sent	0								
Received	0								0
CCVZ	7	2	0	1	1	1	0	1	1
Sent	1			1					
Received	6	2			1	1		1	1
CLC	18	0	0	0	0	0	0	9	9
Sent	7							4	3
Received	11							5	6
Cuevas	19	5	6	3	1	0	2	2	0
Sent	13	4	3	3	1		1	1	
Received	6	1	3	0	0	0	1	1	0

New Referrals Web App

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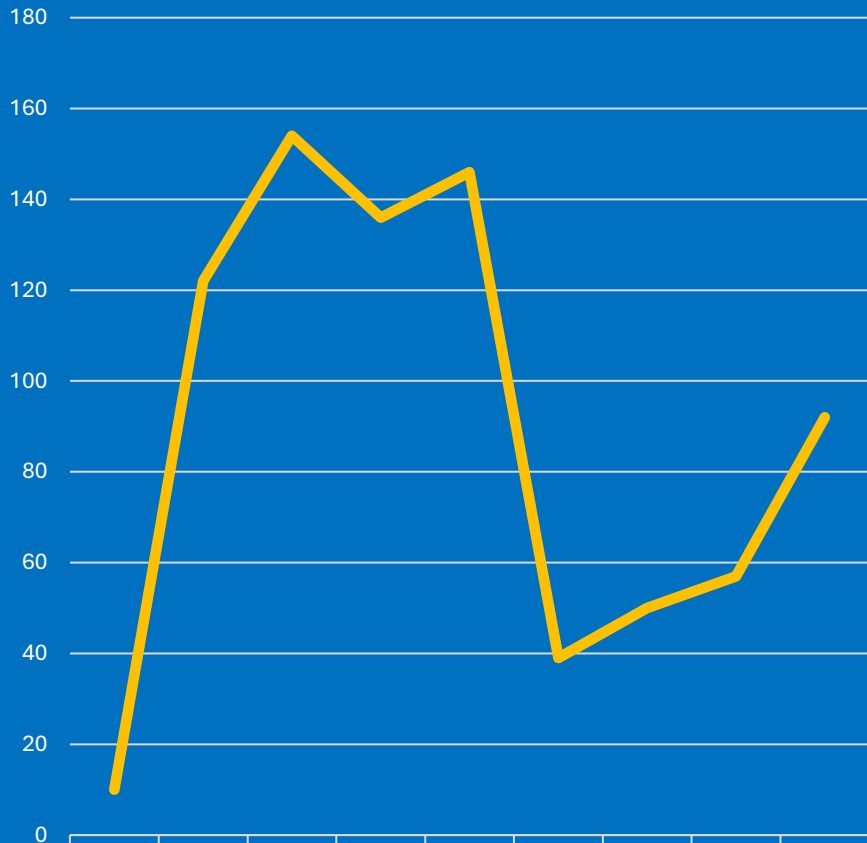
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Apply

N	Date	Sender	Firm	File	ID	Country	Status	Firm	Receiver
1	2024-10-11	Kate Boguslawska	Carter Lemon Camerons LLP	Immigration Kuwait-USA	58802	United States	Open	WR Immigration	Miki Matrician
2	2024-10-11	Kate Boguslawska	Carter Lemon Camerons LLP	Immigration Kuwait-Canada	58801	Canada	Open		
3	2024-10-07	Gianfranco Di Garbo	Interconsulting Studio Associato	Hotel Leasig	58794	United Kingdom	Assigned	Carter Lemon Camerons LLP	Seamus Smyth
4	2024-09-23	Safak Herdem	Herdem Law	Immigration matters (SIS specifically) in Denmark.	58769	Denmark	Assigned	Skau Reipurth	Frederik Kromann Jespersen
5	2024-09-17	Kees van der Burg	Bos van der Burg Advocaten	Corporate and Bankruptcy in Italy	58705	Italy	Assigned	Interconsulting Studio Associato	Maurizio Bottoni
6	2024-09-17	Andrew Walker	KHQ Lawyers	Real Estate Development	58695	Croatia	Assigned	Ured Novosel	Karlo Novosel
7	2024-09-10	Antonio Jesús Jimena	Manubens Abogados	Updated and official commercial information regarding a UK-based company	58653	United Kingdom	Assigned	Carter Lemon Camerons LLP	Seamus Smyth
8	2024-09-05	Aaron Solomon	Solomon & Co.	Debt Recovering	58622	Maldives	Assigned	Suood & Anwar LLP	Mohamed Shahdy Anwar
9	2024-09-04	Salvador Balcells i Iranzo	Manubens Abogados	Creation of a Company in Cabo Verde	58529	Cape Verde	Open		
10	2024-09-03	Salvador Balcells i Iranzo	Manubens Abogados	Establishing a Company in Portugal	58528	Portugal	Open		
11	2024-08-29	Matthew E. Epstein	Goulston & Storrs	Nairobi	58517	Kenya	Assigned	Anjarwalla & Khanna.	Sonal Tejpar
12	2024-08-28	Pragma International	Pragma International	Italian Instrument	58512	Italy	Closed - Lost		
13	2024-08-28	Pragma International	Pragma International	Investment	58511	Taiwan	Assigned	Brain Trust International Law Firm	Hung Ou Yang

Articles & Firm News



	2016	2017	2018	2019	2020	2021	2022	2023	2024
Series1	10	122	154	136	146	39	50	57	92




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Articles


What Should You Know When Inheriting Taiwanese Estate with A Will?



Hung Ou Yang from Brain Trust International Law Firm on 2024-10-15

For Taiwanese people who are living abroad, they always have a big concern about what national law should be applied for making a valid will to distribute their Taiwanese estate.

'Chameleon ETFs' – Still Groundbreaking And Here To Stay?



Jenny Taing from KHQ Lawyers on 2024-10-15

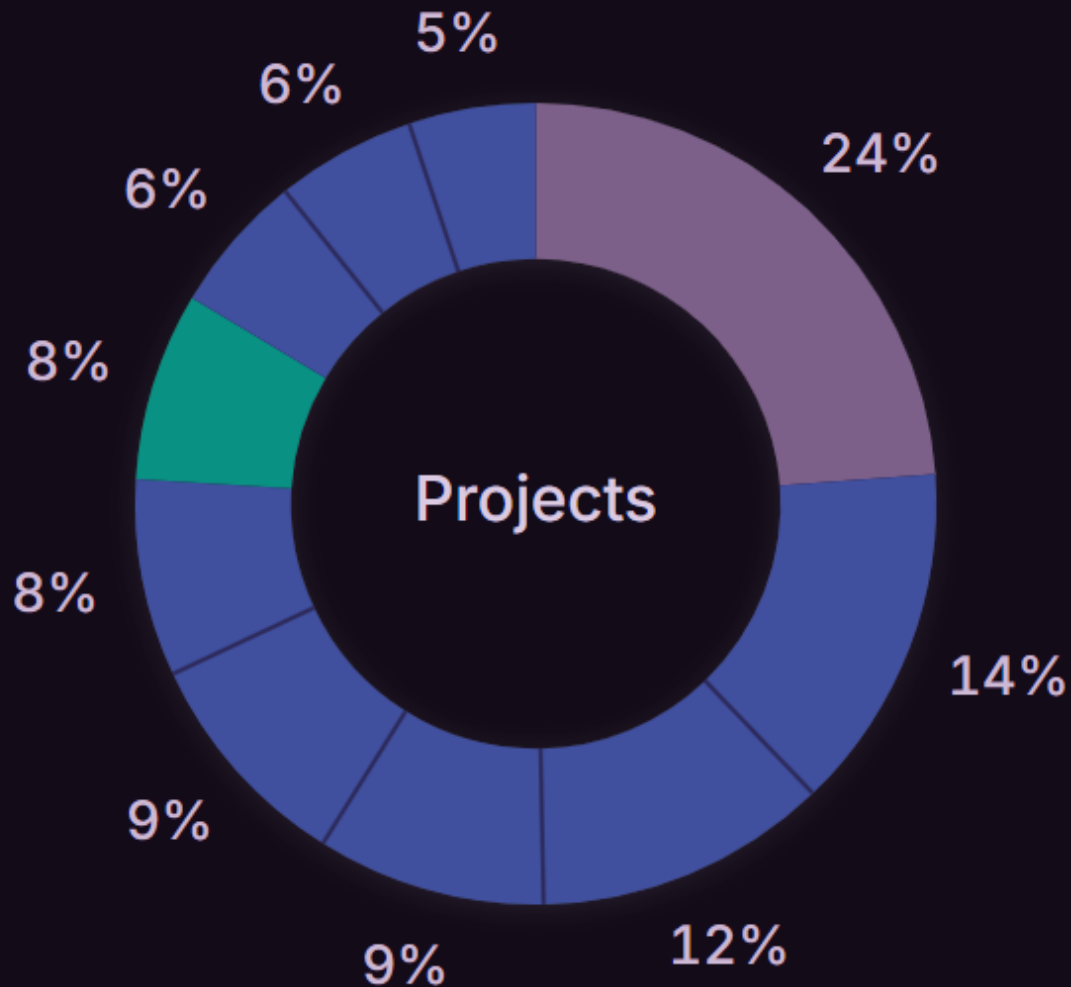
It was coined as a 'gamechanger'- an ETF that can be bought and sold on the ASX or Cboe Australia but that can also be applied for, and redeemed, directly with the issuer.

Most Read

- Lender Liability Claim Results in Sanctions Against Borrower's Counsel
- Italy Introduces The Quick Fixes VAT Directive
- Do You Have Freedom of Speech When Conducting Anonymous Restaurant Evaluations in Taiwan?
- Introduction of the Cameroonian Agricultural Terrain
- Will Artificial Intelligence Have an Impact on the Legal Profession?
- Lecco and Its Territory: A Glimpse of the Future
- Is Non-Competition Clause Enforceable in Taiwan?
- Blockchain Byte: Wrapping Tokens, a CGT Event?
- Bankruptcy Lease Auctions – Landlords Can Play Too
- Modifications to the Labor Code in Chile
- Law No. 21,431 Modifies the Labor Code Regulating the Contract of Workers of Companies of Digital Service Platforms
- How Do Pre-nuptial Agreements Work?
- R&D Tax Bonus: Even for Branch of Non-Resident Companies

TOTAL HOURS

764:54:15



New Feature: Time

Action	Time	%
Business Dev	107	14%
Coordination	90	12%
Content	70	9%
Congress	69	9%
IT	60	8%
Pragma 2025	58	8%
Marketing	43	6%
Management	43	6%
Marketplace	39	5%
Social Networks	27	3%
Financials	17	3%
Working Groups	16	2%
TOTAL	764	

July – September data

Key Actions for 2025

- **Business Development**
 - Pragma Team internally
 - Special Project “Bring one of your contacts”
- **Referrals Tracking System**
- **Working Groups (IP, Taxes, M&A, Drone Law, AI,...)**
 - WhatsApp Group for sharing topic articles and quick requests
 - Dedicated page on website?
 - 2-3 meetings per year
- **Monthly Journal** (more business focused: firm news, interviews,...)
 - Internal for increasing referrals
 - External for increasing leads and branding
- **Ambassadors General Online Meeting** (January, May, September)
- **Monthly Firms Webinars**
- **New Pragma Website with Congress Add-on**
- **International Networks Benchmark**