

Greek law firm, GLYKOS, poised to establish UAE operations through strategic partnerships

DUBAI, DUBAI, UNITED ARAB EMIRATES, March 18, 2018

/EINPresswire.com/ -- Dubai, UAE -

March 2018: Greek law firm [GLYKOS](#) has announced its ambitious plan to break into the United Arab Emirates' (UAE) legal sector as part of its long-term strategy to expand its operations to the Middle East using the UAE as its gateway to the region.

GLYKOS, one of the most experienced law firms in [Greece](#), is seeking to enter the UAE market through strategic partnerships from across dominant sectors such as real estate, tourism, start-ups, and energy.

Other key partnerships the law experts are eyeing includes the region's vibrant labour sector and the medical industry, especially following Dubai's vision to establish itself a medical tourism hub.

According to the 2017 The Lawyer Global 200, Dubai has undoubtedly positioned itself as the hub for international law firms. And with over 240 partners based in the Emirate, compared to second-placed Abu Dhabi with over 80, Dubai's ongoing and upcoming projects is likely to fuel the trend as more international legal experts rush to cash in on demand for premium services.

The report also indicates that the UAE is the eighth most internationally diverse region by law-firm density, with 52 in the Global 200 having a presence there.

According to GLYKOS spokesperson, the UAE region fits perfectly within its expansion plans and vision to offer proactive legal solutions to developed and emerging markets leveraged on its wealth of expertise in legal counsel.

Through partnerships, GLYKOS also hopes to attract and boost other economic and trade ties between the two nations by offering strategic advisory services to companies and individuals looking for investment opportunities in the two countries.

"As one of the most experienced law firms in Europe, GLYKOS is now seeking to expand its operations and position itself as a global law expert. The Middle East and its vibrant economy is ideal as it's a perfect fit for us especially in areas that we have excelled at for decades. Through UAE as our



Glykos explores Middle East market



Vasileios & Christina Glykou

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gateway to the expansive region, GLYKOS will bring best-in-class legal services that will drive businesses and in turn rejuvenate the industry.” said Christina Glykou, co-owner, GLYKOS.

GLYKOS is seeking to offer streamlined legal processes that are benchmarked on high international standards especially in business law. This, according to Christina, is a crucial even as more international brands continue to single out the UAE and Dubai in particular as their next growth frontier.

“Our unrivalled expertise in business law, for instance, will help international and local companies that are looking to kick-start their expansion drive either through franchising or dealership or those that are seeking business refinement as well as National, Community and International Trademarks Registration services.” said Christina.

She went on to add, “UAE holds a liberal prospect. It has a modern, high quality business infrastructure, a beneficial tax plan for businesses and individuals, and a stable business climate. As for the legal companies, the strong friendship between Greece and the UAE provides a unique opportunity for further cooperation in investments between the two nations.” noted Christina.

Currently, GLYKOS has established clients and operations in Russia. Other key regions that are on the pipeline include the Middle East among others.

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About GLYKOS

GLYKOS is an internationally recognized law firm based in Greece that specializes in offering industry-standard legal services in practice areas that cover a wide variety of disciplines.

GLYKOS prides itself on offering quality legal advice to its client in various sectors - both local and international, combining creative solutions with pragmatism and a friendly, sensitive approach.

Since its inception in 1983, GLYKOS has been instrumental in guiding businesses and individuals seeking investment opportunities in Greece by providing efficient, effective, and complete solutions that cut across the entire business set up processes.

Some of the areas that GLYKOS legal experts specialize in include legal coverage, property search, mortgage control, contract training, legal representation of clients in institutions, courts, and all kinds of authorities.

GLYKOS combines strong technical expertise and support at every stage in providing strategic, sensible, and practical legal advice to individuals and businesses.

GLYKOS’ key areas of practice include Real Estate (such as leasing, commercial leases, training contracts etc), Energy and Hotel/Tourism law, Business law (franchise and dealership, the establishment of a branch as a foreign company in Greece, e-commerce, and start-up businesses).

GLYKOS is also experienced in handling cases that cover areas such as Energy Law, Traffic – Accident Law, Labor Law, Criminal Law, and Medical Law.

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